

Norfolk Southern Corporation
Weekly Merchandise, Intermodal and Coal/Coke Car loadings
Week 40 (Q4) From: 10-01-2017 To: 10-07-2017
Data Generated: Mon Jul 23 02:52:05 EST 2018

	Current Week			Qtr to Date			Year to Date		
	This Yr	Last Yr	+/- Chg	This Yr	Last Yr	+/- Chg	This Yr	Last Yr	+/- Chg
All Other Carloads	1,002	947	55	1,002	947	55	35,446	39,006	-(3,560)
Chemicals	7,662	7,445	217	7,662	7,445	217	308,514	310,858	-(2,344)
Crushed Stone, Sand and Gravel	5,120	5,030	90	5,120	5,030	90	186,185	171,648	14,537
Farm Products Ex Grain	125	143	-(18)	125	143	-(18)	6,139	6,510	-(371)
Food and Kindred Products	1,768	1,810	-(42)	1,768	1,810	-(42)	69,264	70,260	-(996)
Grain	3,659	3,777	-(118)	3,659	3,777	-(118)	148,423	142,337	6,086
Grain Mill Products	2,628	2,544	84	2,628	2,544	84	100,802	99,600	1,202
Iron and Steel Scrap	1,473	1,070	403	1,473	1,070	403	63,493	60,060	3,433
Lumber and Wood Products	949	952	-(3)	949	952	-(3)	38,085	39,270	-(1,185)
Metallic Ores	74	79	-(5)	74	79	-(5)	3,742	3,580	162
Metals and Products	5,294	5,347	-(53)	5,294	5,347	-(53)	229,427	213,660	15,767
Motor Vehicles and Equipment	8,475	8,997	-(522)	8,475	8,997	-(522)	326,160	341,794	-(15,634)
Non Metallic Minerals	311	513	-(202)	311	513	-(202)	17,370	13,525	3,845
Petroleum Products	2,947	3,073	-(126)	2,947	3,073	-(126)	120,431	134,373	-(13,942)
Primary Forest Products	495	472	23	495	472	23	19,805	21,994	-(2,189)
Pulp, Paper and Allied Products	2,762	2,327	435	2,762	2,327	435	108,675	110,365	-(1,690)
Stone, Clay and Glass Products	3,043	2,814	229	3,043	2,814	229	110,323	114,115	-(3,792)
Waste and Scrap Materials	894	891	3	894	891	3	34,124	33,910	214
Total Merchandise	48,681	48,231	450	48,681	48,231	450	1,926,408	1,926,865	-(457)
Container	76,277	68,363	7,914	76,277	68,363	7,914	2,811,909	2,706,233	105,676
Trailer	7,836	7,143	693	7,836	7,143	693	286,402	247,742	38,660
Total Intermodal	84,113	75,506	8,607	84,113	75,506	8,607	3,098,311	2,953,975	144,336
Coal	20,316	18,072	2,244	20,316	18,072	2,244	760,572	633,453	127,119
Coke	1,567	1,323	244	1,567	1,323	244	55,777	51,513	4,264
Total Coal and Coke	21,883	19,395	2,488	21,883	19,395	2,488	816,349	684,966	131,383
Total Carloadings	154,677	143,132	11,545	154,677	143,132	11,545	5,841,068	5,565,806	275,262

Norfolk Southern Corporation
Weekly Merchandise, Intermodal and Coal/Coke Car loadings
Week 41 (Q4) From: 10-08-2017 To: 10-14-2017
Data Generated: Mon Jul 23 02:52:05 EST 2018

	Current Week			Qtr to Date			Year to Date		
	This Yr	Last Yr	+/- Chg	This Yr	Last Yr	+/- Chg	This Yr	Last Yr	+/- Chg
All Other Carloads	760	869	-(109)	1,762	1,816	-(54)	36,206	39,875	-(3,669)
Chemicals	8,633	7,445	1,188	16,295	14,890	1,405	317,147	318,303	-(1,156)
Crushed Stone, Sand and Gravel	4,527	4,483	44	9,647	9,513	134	190,712	176,131	14,581
Farm Products Ex Grain	159	148	11	284	291	-(7)	6,298	6,658	-(360)
Food and Kindred Products	1,744	1,874	-(130)	3,512	3,684	-(172)	71,008	72,134	-(1,126)
Grain	3,251	4,331	-(1,080)	6,910	8,108	-(1,198)	151,674	146,668	5,006
Grain Mill Products	2,556	2,436	120	5,184	4,980	204	103,358	102,036	1,322
Iron and Steel Scrap	1,629	1,296	333	3,102	2,366	736	65,122	61,356	3,766
Lumber and Wood Products	946	902	44	1,895	1,854	41	39,031	40,172	-(1,141)
Metallic Ores	98	129	-(31)	172	208	-(36)	3,840	3,709	131
Metals and Products	5,252	4,964	288	10,546	10,311	235	234,679	218,624	16,055
Motor Vehicles and Equipment	8,312	9,190	-(878)	16,787	18,187	-(1,400)	334,472	350,984	-(16,512)
Non Metallic Minerals	324	459	-(135)	635	972	-(337)	17,694	13,984	3,710
Petroleum Products	3,331	3,386	-(55)	6,278	6,459	-(181)	123,762	137,759	-(13,997)
Primary Forest Products	488	371	117	983	843	140	20,293	22,365	-(2,072)
Pulp, Paper and Allied Products	2,626	2,509	117	5,388	4,836	552	111,301	112,874	-(1,573)
Stone, Clay and Glass Products	3,036	2,718	318	6,079	5,532	547	113,359	116,833	-(3,474)
Waste and Scrap Materials	773	963	-(190)	1,667	1,854	-(187)	34,897	34,873	24
Total Merchandise	48,445	48,473	-(28)	97,126	96,704	422	1,974,853	1,975,338	-(485)
Container	74,818	71,136	3,682	151,095	139,499	11,596	2,886,727	2,777,369	109,358
Trailer	7,916	7,340	576	15,752	14,483	1,269	294,318	255,082	39,236
Total Intermodal	82,734	78,476	4,258	166,847	153,982	12,865	3,181,045	3,032,451	148,594
Coal	18,782	17,120	1,662	39,098	35,192	3,906	779,354	650,573	128,781
Coke	1,720	1,104	616	3,287	2,427	860	57,497	52,617	4,880
Total Coal and Coke	20,502	18,224	2,278	42,385	37,619	4,766	836,851	703,190	133,661
Total Carloadings	151,681	145,173	6,508	306,358	288,305	18,053	5,992,749	5,710,979	281,770

Norfolk Southern Corporation
Weekly Merchandise, Intermodal and Coal/Coke Car loadings
Week 42 (Q4) From: 10-15-2017 To: 10-21-2017
 Data Generated: Mon Jul 23 02:52:06 EST 2018

	Current Week			Qtr to Date			Year to Date		
	This Yr	Last Yr	+/- Chg	This Yr	Last Yr	+/- Chg	This Yr	Last Yr	+/- Chg
All Other Carloads	584	760	-(176)	2,346	2,576	-(230)	36,790	40,635	-(3,845)
Chemicals	7,557	6,977	580	23,852	21,867	1,985	324,704	325,280	-(576)
Crushed Stone, Sand and Gravel	5,095	4,832	263	14,742	14,345	397	195,807	180,963	14,844
Farm Products Ex Grain	152	193	-(41)	436	484	-(48)	6,450	6,851	-(401)
Food and Kindred Products	1,926	1,962	-(36)	5,438	5,646	-(208)	72,934	74,096	-(1,162)
Grain	3,389	4,836	-(1,447)	10,299	12,944	-(2,645)	155,063	151,504	3,559
Grain Mill Products	2,839	2,501	338	8,023	7,481	542	106,197	104,537	1,660
Iron and Steel Scrap	1,511	1,392	119	4,613	3,758	855	66,633	62,748	3,885
Lumber and Wood Products	867	850	17	2,762	2,704	58	39,898	41,022	-(1,124)
Metallic Ores	79	89	-(10)	251	297	-(46)	3,919	3,798	121
Metals and Products	5,197	4,775	422	15,743	15,086	657	239,876	223,399	16,477
Motor Vehicles and Equipment	8,143	9,141	-(998)	24,930	27,328	-(2,398)	342,615	360,125	-(17,510)
Non Metallic Minerals	425	377	48	1,060	1,349	-(289)	18,119	14,361	3,758
Petroleum Products	2,741	2,599	142	9,019	9,058	-(39)	126,503	140,358	-(13,855)
Primary Forest Products	474	472	2	1,457	1,315	142	20,767	22,837	-(2,070)
Pulp, Paper and Allied Products	2,526	2,487	39	7,914	7,323	591	113,827	115,361	-(1,534)
Stone, Clay and Glass Products	3,167	2,831	336	9,246	8,363	883	116,526	119,664	-(3,138)
Waste and Scrap Materials	815	1,042	-(227)	2,482	2,896	-(414)	35,712	35,915	-(203)
Total Merchandise	47,487	48,116	-(629)	144,613	144,820	-(207)	2,022,340	2,023,454	-(1,114)
Container	76,324	73,732	2,592	227,419	213,231	14,188	2,963,051	2,851,101	111,950
Trailer	8,096	6,599	1,497	23,848	21,082	2,766	302,414	261,681	40,733
Total Intermodal	84,420	80,331	4,089	251,267	234,313	16,954	3,265,465	3,112,782	152,683
Coal	18,783	18,084	699	57,881	53,276	4,605	798,137	668,657	129,480
Coke	1,136	1,183	-(47)	4,423	3,610	813	58,633	53,800	4,833
Total Coal and Coke	19,919	19,267	652	62,304	56,886	5,418	856,770	722,457	134,313
Total Carloadings	151,826	147,714	4,112	458,184	436,019	22,165	6,144,575	5,858,693	285,882

Norfolk Southern Corporation
Weekly Merchandise, Intermodal and Coal/Coke Car loadings
Week 43 (Q4) From: 10-22-2017 To: 10-28-2017
 Data Generated: Mon Jul 23 02:52:06 EST 2018

	Current Week			Qtr to Date			Year to Date		
	This Yr	Last Yr	+/- Chg	This Yr	Last Yr	+/- Chg	This Yr	Last Yr	+/- Chg
All Other Carloads	749	799	-(50)	3,095	3,375	-(280)	37,539	41,434	-(3,895)
Chemicals	8,018	7,082	936	31,870	28,949	2,921	332,722	332,362	360
Crushed Stone, Sand and Gravel	5,483	4,681	802	20,225	19,026	1,199	201,290	185,644	15,646
Farm Products Ex Grain	180	248	-(68)	616	732	-(116)	6,630	7,099	-(469)
Food and Kindred Products	1,701	1,963	-(262)	7,139	7,609	-(470)	74,635	76,059	-(1,424)
Grain	3,719	4,718	-(999)	14,018	17,662	-(3,644)	158,782	156,222	2,560
Grain Mill Products	2,433	2,545	-(112)	10,456	10,026	430	108,630	107,082	1,548
Iron and Steel Scrap	1,568	1,481	87	6,181	5,239	942	68,201	64,229	3,972
Lumber and Wood Products	873	870	3	3,635	3,574	61	40,771	41,892	-(1,121)
Metallic Ores	74	85	-(11)	325	382	-(57)	3,993	3,883	110
Metals and Products	5,329	4,886	443	21,072	19,972	1,100	245,205	228,285	16,920
Motor Vehicles and Equipment	8,642	8,495	147	33,572	35,823	-(2,251)	351,257	368,620	-(17,363)
Non Metallic Minerals	487	418	69	1,547	1,767	-(220)	18,606	14,779	3,827
Petroleum Products	3,330	3,039	291	12,349	12,097	252	129,833	143,397	-(13,564)
Primary Forest Products	513	366	147	1,970	1,681	289	21,280	23,203	-(1,923)
Pulp, Paper and Allied Products	2,695	2,466	229	10,609	9,789	820	116,522	117,827	-(1,305)
Stone, Clay and Glass Products	2,679	2,711	-(32)	11,925	11,074	851	119,205	122,375	-(3,170)
Waste and Scrap Materials	862	996	-(134)	3,344	3,892	-(548)	36,574	36,911	-(337)
Total Merchandise	49,335	47,849	1,486	193,948	192,669	1,279	2,071,675	2,071,303	372
Container	76,239	74,077	2,162	303,658	287,308	16,350	3,039,290	2,925,178	114,112
Trailer	8,217	6,084	2,133	32,065	27,166	4,899	310,631	267,765	42,866
Total Intermodal	84,456	80,161	4,295	335,723	314,474	21,249	3,349,921	3,192,943	156,978
Coal	18,839	19,058	-(219)	76,720	72,334	4,386	816,976	687,715	129,261
Coke	1,860	1,252	608	6,283	4,862	1,421	60,493	55,052	5,441
Total Coal and Coke	20,699	20,310	389	83,003	77,196	5,807	877,469	742,767	134,702
Total Carloadings	154,490	148,320	6,170	612,674	584,339	28,335	6,299,065	6,007,013	292,052