

Norfolk Southern Corporation
Weekly Merchandise, Intermodal and Coal/Coke Car loadings
Week 35 (Q3) From: 08-27-2017 To: 09-02-2017
Data Generated: Mon Jul 23 02:53:54 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	1,043	1,040	3	7,343	8,054	-(711)	31,292	34,263	-(2,971)
Chemicals	8,056	7,929	127	69,637	67,836	1,801	267,720	273,020	-(5,300)
Crushed Stone, Sand and Gravel	5,338	4,537	801	46,581	45,037	1,544	160,903	147,833	13,070
Farm Products Ex Grain	141	118	23	1,352	1,362	-(10)	5,507	5,782	-(275)
Food and Kindred Products	1,722	1,805	-(83)	15,597	15,935	-(338)	60,423	60,973	-(550)
Grain	3,891	3,265	626	33,018	32,880	138	129,806	125,499	4,307
Grain Mill Products	2,818	2,450	368	22,730	21,385	1,345	88,204	87,053	1,151
Iron and Steel Scrap	1,721	1,657	64	14,201	14,352	-(151)	55,018	53,226	1,792
Lumber and Wood Products	1,015	920	95	8,168	8,551	-(383)	33,205	34,655	-(1,450)
Metallic Ores	89	70	19	795	756	39	3,334	3,144	190
Metals and Products	5,677	5,410	267	51,643	48,943	2,700	201,100	186,807	14,293
Motor Vehicles and Equipment	7,943	9,058	-(1,115)	63,199	70,202	-(7,003)	285,840	297,352	-(11,512)
Non Metallic Minerals	465	386	79	3,684	2,936	748	15,636	11,357	4,279
Petroleum Products	2,911	3,147	-(236)	24,682	27,748	-(3,066)	105,090	119,221	-(14,131)
Primary Forest Products	473	584	-(111)	4,160	4,651	-(491)	17,392	19,631	-(2,239)
Pulp, Paper and Allied Products	3,072	2,891	181	26,046	24,965	1,081	94,982	97,692	-(2,710)
Stone, Clay and Glass Products	2,961	2,984	-(23)	25,514	26,004	-(490)	95,821	100,314	-(4,493)
Waste and Scrap Materials	803	1,074	-(271)	7,334	8,698	-(1,364)	29,952	29,048	904
Total Merchandise	50,139	49,325	814	425,684	430,295	-(4,611)	1,681,225	1,686,870	-(5,645)
Container	73,731	71,629	2,102	645,414	624,357	21,057	2,448,804	2,358,180	90,624
Trailer	7,424	6,277	1,147	61,728	53,211	8,517	248,563	215,829	32,734
Total Intermodal	81,155	77,906	3,249	707,142	677,568	29,574	2,697,367	2,574,009	123,358
Coal	20,274	18,094	2,180	170,466	149,094	21,372	664,661	544,744	119,917
Coke	1,326	1,672	-(346)	12,836	12,960	-(124)	48,036	45,156	2,880
Total Coal and Coke	21,600	19,766	1,834	183,302	162,054	21,248	712,697	589,900	122,797
Total Carloadings	152,894	146,997	5,897	1,316,128	1,269,917	46,211	5,091,289	4,850,779	240,510

Norfolk Southern Corporation
Weekly Merchandise, Intermodal and Coal/Coke Car loadings
Week 36 (Q3) From: 09-03-2017 To: 09-09-2017
 Data Generated: Mon Jul 23 02:53:55 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	823	828	-(5)	8,166	8,882	-(716)	32,115	35,091	-(2,976)
Chemicals	7,236	7,153	83	76,873	74,989	1,884	274,956	280,173	-(5,217)
Crushed Stone, Sand and Gravel	4,369	4,514	-(145)	50,950	49,551	1,399	165,272	152,347	12,925
Farm Products Ex Grain	125	126	-(1)	1,477	1,488	-(11)	5,632	5,908	-(276)
Food and Kindred Products	1,784	1,881	-(97)	17,381	17,816	-(435)	62,207	62,854	-(647)
Grain	3,605	2,971	634	36,623	35,851	772	133,411	128,470	4,941
Grain Mill Products	2,479	2,279	200	25,209	23,664	1,545	90,683	89,332	1,351
Iron and Steel Scrap	1,240	1,035	205	15,441	15,387	54	56,258	54,261	1,997
Lumber and Wood Products	987	855	132	9,155	9,406	-(251)	34,192	35,510	-(1,318)
Metallic Ores	77	61	16	872	817	55	3,411	3,205	206
Metals and Products	5,382	5,351	31	57,025	54,294	2,731	206,482	192,158	14,324
Motor Vehicles and Equipment	6,650	7,878	-(1,228)	69,849	78,080	-(8,231)	292,490	305,230	-(12,740)
Non Metallic Minerals	387	302	85	4,071	3,238	833	16,023	11,659	4,364
Petroleum Products	2,960	2,895	65	27,642	30,643	-(3,001)	108,050	122,116	-(14,066)
Primary Forest Products	480	436	44	4,640	5,087	-(447)	17,872	20,067	-(2,195)
Pulp, Paper and Allied Products	2,819	2,647	172	28,865	27,612	1,253	97,801	100,339	-(2,538)
Stone, Clay and Glass Products	2,753	2,593	160	28,267	28,597	-(330)	98,574	102,907	-(4,333)
Waste and Scrap Materials	772	792	-(20)	8,106	9,490	-(1,384)	30,724	29,840	884
Total Merchandise	44,928	44,597	331	470,612	474,892	-(4,280)	1,726,153	1,731,467	-(5,314)
Container	61,687	62,249	-(562)	707,101	686,606	20,495	2,510,491	2,420,429	90,062
Trailer	6,749	5,405	1,344	68,477	58,616	9,861	255,312	221,234	34,078
Total Intermodal	68,436	67,654	782	775,578	745,222	30,356	2,765,803	2,641,663	124,140
Coal	19,127	15,590	3,537	189,593	164,684	24,909	683,788	560,334	123,454
Coke	1,477	1,195	282	14,313	14,155	158	49,513	46,351	3,162
Total Coal and Coke	20,604	16,785	3,819	203,906	178,839	25,067	733,301	606,685	126,616
Total Carloadings	133,968	129,036	4,932	1,450,096	1,398,953	51,143	5,225,257	4,979,815	245,442

Norfolk Southern Corporation
Weekly Merchandise, Intermodal and Coal/Coke Car loadings
Week 37 (Q3) From: 09-10-2017 To: 09-16-2017
Data Generated: Mon Jul 23 02:53:55 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	736	1,010	-(274)	8,902	9,892	-(990)	32,851	36,101	-(3,250)
Chemicals	9,212	8,066	1,146	86,085	83,055	3,030	284,168	288,239	-(4,071)
Crushed Stone, Sand and Gravel	5,115	4,789	326	56,065	54,340	1,725	170,387	157,136	13,251
Farm Products Ex Grain	102	152	-(50)	1,579	1,640	-(61)	5,734	6,060	-(326)
Food and Kindred Products	1,590	1,940	-(350)	18,971	19,756	-(785)	63,797	64,794	-(997)
Grain	3,306	3,209	97	39,929	39,060	869	136,717	131,679	5,038
Grain Mill Products	2,466	2,539	-(73)	27,675	26,203	1,472	93,149	91,871	1,278
Iron and Steel Scrap	1,852	1,557	295	17,293	16,944	349	58,110	55,818	2,292
Lumber and Wood Products	904	915	-(11)	10,059	10,321	-(262)	35,096	36,425	-(1,329)
Metallic Ores	103	91	12	975	908	67	3,514	3,296	218
Metals and Products	5,999	5,357	642	63,024	59,651	3,373	212,481	197,515	14,966
Motor Vehicles and Equipment	8,120	9,024	-(904)	77,969	87,104	-(9,135)	300,610	314,254	-(13,644)
Non Metallic Minerals	386	500	-(114)	4,457	3,738	719	16,409	12,159	4,250
Petroleum Products	3,099	2,959	140	30,741	33,602	-(2,861)	111,149	125,075	-(13,926)
Primary Forest Products	378	526	-(148)	5,018	5,613	-(595)	18,250	20,593	-(2,343)
Pulp, Paper and Allied Products	2,503	2,708	-(205)	31,368	30,320	1,048	100,304	103,047	-(2,743)
Stone, Clay and Glass Products	2,716	2,985	-(269)	30,983	31,582	-(599)	101,290	105,892	-(4,602)
Waste and Scrap Materials	852	1,054	-(202)	8,958	10,544	-(1,586)	31,576	30,894	682
Total Merchandise	49,439	49,381	58	520,051	524,273	-(4,222)	1,775,592	1,780,848	-(5,256)
Container	71,291	71,549	-(258)	778,392	758,155	20,237	2,581,782	2,491,978	89,804
Trailer	7,465	6,349	1,116	75,942	64,965	10,977	262,777	227,583	35,194
Total Intermodal	78,756	77,898	858	854,334	823,120	31,214	2,844,559	2,719,561	124,998
Coal	19,002	18,271	731	208,595	182,955	25,640	702,790	578,605	124,185
Coke	1,614	1,264	350	15,927	15,419	508	51,127	47,615	3,512
Total Coal and Coke	20,616	19,535	1,081	224,522	198,374	26,148	753,917	626,220	127,697
Total Carloadings	148,811	146,814	1,997	1,598,907	1,545,767	53,140	5,374,068	5,126,629	247,439

Norfolk Southern Corporation
Weekly Merchandise, Intermodal and Coal/Coke Car loadings
Week 38 (Q3) From: 09-17-2017 To: 09-23-2017
Data Generated: Mon Jul 23 02:53:55 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	648	858	-(210)	9,550	10,750	-(1,200)	33,499	36,959	-(3,460)
Chemicals	8,589	7,684	905	94,674	90,739	3,935	292,757	295,923	-(3,166)
Crushed Stone, Sand and Gravel	5,322	4,669	653	61,387	59,009	2,378	175,709	161,805	13,904
Farm Products Ex Grain	140	153	-(13)	1,719	1,793	-(74)	5,874	6,213	-(339)
Food and Kindred Products	1,835	1,813	22	20,806	21,569	-(763)	65,632	66,607	-(975)
Grain	3,601	3,226	375	43,530	42,286	1,244	140,318	134,905	5,413
Grain Mill Products	2,558	2,597	-(39)	30,233	28,800	1,433	95,707	94,468	1,239
Iron and Steel Scrap	1,953	1,520	433	19,246	18,464	782	60,063	57,338	2,725
Lumber and Wood Products	1,038	911	127	11,097	11,232	-(135)	36,134	37,336	-(1,202)
Metallic Ores	80	108	-(28)	1,055	1,016	39	3,594	3,404	190
Metals and Products	5,586	5,024	562	68,610	64,675	3,935	218,067	202,539	15,528
Motor Vehicles and Equipment	8,737	9,153	-(416)	86,706	96,257	-(9,551)	309,347	323,407	-(14,060)
Non Metallic Minerals	284	499	-(215)	4,741	4,237	504	16,693	12,658	4,035
Petroleum Products	3,387	3,187	200	34,128	36,789	-(2,661)	114,536	128,262	-(13,726)
Primary Forest Products	506	453	53	5,524	6,066	-(542)	18,756	21,046	-(2,290)
Pulp, Paper and Allied Products	2,677	2,474	203	34,045	32,794	1,251	102,981	105,521	-(2,540)
Stone, Clay and Glass Products	3,024	2,701	323	34,007	34,283	-(276)	104,314	108,593	-(4,279)
Waste and Scrap Materials	834	1,076	-(242)	9,792	11,620	-(1,828)	32,410	31,970	440
Total Merchandise	50,799	48,106	2,693	570,850	572,379	-(1,529)	1,826,391	1,828,954	-(2,563)
Container	76,365	71,840	4,525	854,757	829,995	24,762	2,658,147	2,563,818	94,329
Trailer	7,936	6,393	1,543	83,878	71,358	12,520	270,713	233,976	36,737
Total Intermodal	84,301	78,233	6,068	938,635	901,353	37,282	2,928,860	2,797,794	131,066
Coal	19,435	18,019	1,416	228,030	200,974	27,056	722,225	596,624	125,601
Coke	1,493	1,310	183	17,420	16,729	691	52,620	48,925	3,695
Total Coal and Coke	20,928	19,329	1,599	245,450	217,703	27,747	774,845	645,549	129,296
Total Carloadings	156,028	145,668	10,360	1,754,935	1,691,435	63,500	5,530,096	5,272,297	257,799

Norfolk Southern Corporation
Weekly Merchandise, Intermodal and Coal/Coke Car loadings
Week 39 (Q3) From: 09-24-2017 To: 09-30-2017
Data Generated: Mon Jul 23 02:53:55 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	945	1,100	-(155)	10,495	11,850	-(1,355)	34,444	38,059	-(3,615)
Chemicals	8,095	7,490	605	102,769	98,229	4,540	300,852	303,413	-(2,561)
Crushed Stone, Sand and Gravel	5,356	4,813	543	66,743	63,822	2,921	181,065	166,618	14,447
Farm Products Ex Grain	140	154	-(14)	1,859	1,947	-(88)	6,014	6,367	-(353)
Food and Kindred Products	1,864	1,843	21	22,670	23,412	-(742)	67,496	68,450	-(954)
Grain	4,446	3,655	791	47,976	45,941	2,035	144,764	138,560	6,204
Grain Mill Products	2,467	2,588	-(121)	32,700	31,388	1,312	98,174	97,056	1,118
Iron and Steel Scrap	1,957	1,652	305	21,203	20,116	1,087	62,020	58,990	3,030
Lumber and Wood Products	1,002	982	20	12,099	12,214	-(115)	37,136	38,318	-(1,182)
Metallic Ores	74	97	-(23)	1,129	1,113	16	3,668	3,501	167
Metals and Products	6,066	5,774	292	74,676	70,449	4,227	224,133	208,313	15,820
Motor Vehicles and Equipment	8,338	9,390	-(1,052)	95,044	105,647	-(10,603)	317,685	332,797	-(15,112)
Non Metallic Minerals	366	354	12	5,107	4,591	516	17,059	13,012	4,047
Petroleum Products	2,948	3,038	-(90)	37,076	39,827	-(2,751)	117,484	131,300	-(13,816)
Primary Forest Products	554	476	78	6,078	6,542	-(464)	19,310	21,522	-(2,212)
Pulp, Paper and Allied Products	2,932	2,517	415	36,977	35,311	1,666	105,913	108,038	-(2,125)
Stone, Clay and Glass Products	2,966	2,708	258	36,973	36,991	-(18)	107,280	111,301	-(4,021)
Waste and Scrap Materials	820	1,049	-(229)	10,612	12,669	-(2,057)	33,230	33,019	211
Total Merchandise	51,336	49,680	1,656	622,186	622,059	127	1,877,727	1,878,634	-(907)
Container	77,485	74,052	3,433	932,242	904,047	28,195	2,735,632	2,637,870	97,762
Trailer	7,853	6,623	1,230	91,731	77,981	13,750	278,566	240,599	37,967
Total Intermodal	85,338	80,675	4,663	1,023,973	982,028	41,945	3,014,198	2,878,469	135,729
Coal	18,031	18,757	-(726)	246,061	219,731	26,330	740,256	615,381	124,875
Coke	1,590	1,265	325	19,010	17,994	1,016	54,210	50,190	4,020
Total Coal and Coke	19,621	20,022	-(401)	265,071	237,725	27,346	794,466	665,571	128,895
Total Carloadings	156,295	150,377	5,918	1,911,230	1,841,812	69,418	5,686,391	5,422,674	263,717