

Norfolk Southern Corporation
Weekly Merchandise, Intermodal and Coal/Coke Car loadings
Week 14 (Q2) From: 04-01-2018 To: 04-07-2018
Data Generated: Tue Jul 24 01:56:01 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	869	759	110	869	759	110	14,784	12,900	1,884
Chemicals	8,787	8,184	603	8,787	8,184	603	118,289	107,728	10,561
Crushed Stone, Sand and Gravel	5,491	4,726	765	5,491	4,726	765	54,632	52,905	1,727
Farm Products Ex Grain	152	157	-(5)	152	157	-(5)	2,311	2,222	89
Food and Kindred Products	1,719	1,806	-(87)	1,719	1,806	-(87)	23,232	23,940	-(708)
Grain	3,593	3,650	-(57)	3,593	3,650	-(57)	45,148	54,096	-(8,948)
Grain Mill Products	2,527	2,557	-(30)	2,527	2,557	-(30)	34,667	35,276	-(609)
Iron and Steel Scrap	1,307	1,355	-(48)	1,307	1,355	-(48)	20,666	21,216	-(550)
Lumber and Wood Products	950	1,020	-(70)	950	1,020	-(70)	12,561	13,235	-(674)
Metallic Ores	100	94	6	100	94	6	1,198	1,307	-(109)
Metals and Products	5,409	5,165	244	5,409	5,165	244	76,727	79,539	-(2,812)
Motor Vehicles and Equipment	7,682	9,306	-(1,624)	7,682	9,306	-(1,624)	110,620	120,910	-(10,290)
Non Metallic Minerals	561	526	35	561	526	35	6,790	6,832	-(42)
Petroleum Products	3,063	3,081	-(18)	3,063	3,081	-(18)	46,125	44,940	1,185
Primary Forest Products	427	525	-(98)	427	525	-(98)	6,008	7,523	-(1,515)
Pulp, Paper and Allied Products	2,741	2,575	166	2,741	2,575	166	37,850	37,323	527
Stone, Clay and Glass Products	2,562	2,864	-(302)	2,562	2,864	-(302)	34,207	36,823	-(2,616)
Waste and Scrap Materials	843	733	110	843	733	110	11,222	12,703	-(1,481)
Total Merchandise	48,783	49,083	-(300)	48,783	49,083	-(300)	657,037	671,418	-(14,381)
Container	72,311	67,887	4,424	72,311	67,887	4,424	1,021,304	955,978	65,326
Trailer	8,336	7,511	825	8,336	7,511	825	114,336	100,369	13,967
Total Intermodal	80,647	75,398	5,249	80,647	75,398	5,249	1,135,640	1,056,347	79,293
Coal	18,918	18,365	553	18,918	18,365	553	253,395	264,237	-(10,842)
Coke	1,711	1,308	403	1,711	1,308	403	18,857	18,466	391
Total Coal and Coke	20,629	19,673	956	20,629	19,673	956	272,252	282,703	-(10,451)
Total Carloadings	150,059	144,154	5,905	150,059	144,154	5,905	2,064,929	2,010,468	54,461

Norfolk Southern Corporation
Weekly Merchandise, Intermodal and Coal/Coke Car loadings
Week 15 (Q2) From: 04-08-2018 To: 04-14-2018
Data Generated: Tue Jul 24 01:56:02 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	1,341	1,195	146	2,210	1,954	256	16,125	14,095	2,030
Chemicals	9,073	8,037	1,036	17,860	16,221	1,639	127,362	115,765	11,597
Crushed Stone, Sand and Gravel	5,508	4,589	919	10,999	9,315	1,684	60,140	57,494	2,646
Farm Products Ex Grain	152	168	-(16)	304	325	-(21)	2,463	2,390	73
Food and Kindred Products	1,714	1,827	-(113)	3,433	3,633	-(200)	24,946	25,767	-(821)
Grain	3,602	3,599	3	7,195	7,249	-(54)	48,750	57,695	-(8,945)
Grain Mill Products	2,542	2,302	240	5,069	4,859	210	37,209	37,578	-(369)
Iron and Steel Scrap	1,578	1,441	137	2,885	2,796	89	22,244	22,657	-(413)
Lumber and Wood Products	932	1,048	-(116)	1,882	2,068	-(186)	13,493	14,283	-(790)
Metallic Ores	105	110	-(5)	205	204	1	1,303	1,417	-(114)
Metals and Products	5,832	5,517	315	11,241	10,682	559	82,559	85,056	-(2,497)
Motor Vehicles and Equipment	8,294	8,543	-(249)	15,976	17,849	-(1,873)	118,914	129,453	-(10,539)
Non Metallic Minerals	637	529	108	1,198	1,055	143	7,427	7,361	66
Petroleum Products	3,239	3,095	144	6,302	6,176	126	49,364	48,035	1,329
Primary Forest Products	374	429	-(55)	801	954	-(153)	6,382	7,952	-(1,570)
Pulp, Paper and Allied Products	2,586	2,549	37	5,327	5,124	203	40,436	39,872	564
Stone, Clay and Glass Products	2,927	3,010	-(83)	5,489	5,874	-(385)	37,134	39,833	-(2,699)
Waste and Scrap Materials	794	708	86	1,637	1,441	196	12,016	13,411	-(1,395)
Total Merchandise	51,230	48,696	2,534	100,013	97,779	2,234	708,267	720,114	-(11,847)
Container	75,381	69,916	5,465	147,692	137,803	9,889	1,096,685	1,025,894	70,791
Trailer	8,263	6,584	1,679	16,599	14,095	2,504	122,599	106,953	15,646
Total Intermodal	83,644	76,500	7,144	164,291	151,898	12,393	1,219,284	1,132,847	86,437
Coal	20,336	20,697	-(361)	39,254	39,062	192	273,731	284,934	-(11,203)
Coke	1,186	1,428	-(242)	2,897	2,736	161	20,043	19,894	149
Total Coal and Coke	21,522	22,125	-(603)	42,151	41,798	353	293,774	304,828	-(11,054)
Total Carloadings	156,396	147,321	9,075	306,455	291,475	14,980	2,221,325	2,157,789	63,536

Norfolk Southern Corporation
Weekly Merchandise, Intermodal and Coal/Coke Car loadings
Week 16 (Q2) From: 04-15-2018 To: 04-21-2018
Data Generated: Tue Jul 24 01:56:02 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	836	896	-(60)	3,046	2,850	196	16,961	14,991	1,970
Chemicals	8,425	7,461	964	26,285	23,682	2,603	135,787	123,226	12,561
Crushed Stone, Sand and Gravel	5,500	5,070	430	16,499	14,385	2,114	65,640	62,564	3,076
Farm Products Ex Grain	144	164	-(20)	448	489	-(41)	2,607	2,554	53
Food and Kindred Products	1,725	1,715	10	5,158	5,348	-(190)	26,671	27,482	-(811)
Grain	3,052	3,529	-(477)	10,247	10,778	-(531)	51,802	61,224	-(9,422)
Grain Mill Products	2,232	2,524	-(292)	7,301	7,383	-(82)	39,441	40,102	-(661)
Iron and Steel Scrap	1,700	1,750	-(50)	4,585	4,546	39	23,944	24,407	-(463)
Lumber and Wood Products	1,053	1,036	17	2,935	3,104	-(169)	14,546	15,319	-(773)
Metallic Ores	63	69	-(6)	268	273	-(5)	1,366	1,486	-(120)
Metals and Products	5,951	6,157	-(206)	17,192	16,839	353	88,510	91,213	-(2,703)
Motor Vehicles and Equipment	8,567	8,325	242	24,543	26,174	-(1,631)	127,481	137,778	-(10,297)
Non Metallic Minerals	641	532	109	1,839	1,587	252	8,068	7,893	175
Petroleum Products	3,753	2,918	835	10,055	9,094	961	53,117	50,953	2,164
Primary Forest Products	313	355	-(42)	1,114	1,309	-(195)	6,695	8,307	-(1,612)
Pulp, Paper and Allied Products	2,568	2,674	-(106)	7,895	7,798	97	43,004	42,546	458
Stone, Clay and Glass Products	2,762	2,849	-(87)	8,251	8,723	-(472)	39,896	42,682	-(2,786)
Waste and Scrap Materials	757	733	24	2,394	2,174	220	12,773	14,144	-(1,371)
Total Merchandise	50,042	48,757	1,285	150,055	146,536	3,519	758,309	768,871	-(10,562)
Container	75,803	67,526	8,277	223,495	205,329	18,166	1,172,488	1,093,420	79,068
Trailer	8,300	6,086	2,214	24,899	20,181	4,718	130,899	113,039	17,860
Total Intermodal	84,103	73,612	10,491	248,394	225,510	22,884	1,303,387	1,206,459	96,928
Coal	20,392	18,434	1,958	59,646	57,496	2,150	294,123	303,368	-(9,245)
Coke	1,244	1,364	-(120)	4,141	4,100	41	21,287	21,258	29
Total Coal and Coke	21,636	19,798	1,838	63,787	61,596	2,191	315,410	324,626	-(9,216)
Total Carloadings	155,781	142,167	13,614	462,236	433,642	28,594	2,377,106	2,299,956	77,150

Norfolk Southern Corporation
Weekly Merchandise, Intermodal and Coal/Coke Car loadings
Week 17 (Q2) From: 04-22-2018 To: 04-28-2018
Data Generated: Tue Jul 24 01:56:02 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	1,859	833	1,026	4,905	3,683	1,222	18,820	15,824	2,996
Chemicals	8,858	7,680	1,178	35,143	31,362	3,781	144,645	130,906	13,739
Crushed Stone, Sand and Gravel	5,219	5,574	-(355)	21,718	19,959	1,759	70,859	68,138	2,721
Farm Products Ex Grain	159	164	-(5)	607	653	-(46)	2,766	2,718	48
Food and Kindred Products	1,909	1,734	175	7,067	7,082	-(15)	28,580	29,216	-(636)
Grain	4,003	3,374	629	14,250	14,152	98	55,805	64,598	-(8,793)
Grain Mill Products	2,564	2,307	257	9,865	9,690	175	42,005	42,409	-(404)
Iron and Steel Scrap	1,763	1,801	-(38)	6,348	6,347	1	25,707	26,208	-(501)
Lumber and Wood Products	933	1,062	-(129)	3,868	4,166	-(298)	15,479	16,381	-(902)
Metallic Ores	94	95	-(1)	362	368	-(6)	1,460	1,581	-(121)
Metals and Products	5,854	6,296	-(442)	23,046	23,135	-(89)	94,364	97,509	-(3,145)
Motor Vehicles and Equipment	8,399	8,387	12	32,942	34,561	-(1,619)	135,880	146,165	-(10,285)
Non Metallic Minerals	690	637	53	2,529	2,224	305	8,758	8,530	228
Petroleum Products	2,991	3,048	-(57)	13,046	12,142	904	56,108	54,001	2,107
Primary Forest Products	421	464	-(43)	1,535	1,773	-(238)	7,116	8,771	-(1,655)
Pulp, Paper and Allied Products	2,778	2,576	202	10,673	10,374	299	45,782	45,122	660
Stone, Clay and Glass Products	2,916	2,754	162	11,167	11,477	-(310)	42,812	45,436	-(2,624)
Waste and Scrap Materials	770	822	-(52)	3,164	2,996	168	13,543	14,966	-(1,423)
Total Merchandise	52,180	49,608	2,572	202,235	196,144	6,091	810,489	818,479	-(7,990)
Container	76,065	71,169	4,896	299,560	276,498	23,062	1,248,553	1,164,589	83,964
Trailer	8,434	6,708	1,726	33,333	26,889	6,444	139,333	119,747	19,586
Total Intermodal	84,499	77,877	6,622	332,893	303,387	29,506	1,387,886	1,284,336	103,550
Coal	20,954	20,691	263	80,600	78,187	2,413	315,077	324,059	-(8,982)
Coke	1,623	1,476	147	5,764	5,576	188	22,910	22,734	176
Total Coal and Coke	22,577	22,167	410	86,364	83,763	2,601	337,987	346,793	-(8,806)
Total Carloadings	159,256	149,652	9,604	621,492	583,294	38,198	2,536,362	2,449,608	86,754