

**Norfolk Southern Corporation**  
**Weekly Merchandise, Intermodal and Coal/Coke Car loadings**  
**Week 9 (Q1) From: 02-25-2018 To: 03-03-2018**  
Data Generated: Tue Jul 24 01:56:58 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	1,123	1,025	98	9,325	7,921	1,404	9,325	7,921	1,404
Chemicals	8,592	7,835	757	74,028	68,343	5,685	74,028	68,343	5,685
Crushed Stone, Sand and Gravel	3,737	4,514	-(777)	30,834	31,653	-(819)	30,834	31,653	-(819)
Farm Products Ex Grain	147	184	-(37)	1,514	1,470	44	1,514	1,470	44
Food and Kindred Products	1,853	1,502	351	14,511	14,979	-(468)	14,511	14,979	-(468)
Grain	3,909	3,738	171	28,831	34,761	-(5,930)	28,831	34,761	-(5,930)
Grain Mill Products	2,605	2,596	9	21,896	22,544	-(648)	21,896	22,544	-(648)
Iron and Steel Scrap	1,471	1,448	23	13,070	13,404	-(334)	13,070	13,404	-(334)
Lumber and Wood Products	974	905	69	7,624	8,181	-(557)	7,624	8,181	-(557)
Metallic Ores	71	125	-(54)	745	815	-(70)	745	815	-(70)
Metals and Products	5,606	5,458	148	47,357	51,403	-(4,046)	47,357	51,403	-(4,046)
Motor Vehicles and Equipment	8,658	8,869	-(211)	70,823	75,650	-(4,827)	70,823	75,650	-(4,827)
Non Metallic Minerals	484	609	-(125)	4,129	4,123	6	4,129	4,123	6
Petroleum Products	3,041	2,814	227	30,416	28,883	1,533	30,416	28,883	1,533
Primary Forest Products	452	565	-(113)	3,925	4,615	-(690)	3,925	4,615	-(690)
Pulp, Paper and Allied Products	2,532	2,515	17	24,546	24,370	176	24,546	24,370	176
Stone, Clay and Glass Products	2,465	2,757	-(292)	20,784	23,062	-(2,278)	20,784	23,062	-(2,278)
Waste and Scrap Materials	895	1,042	-(147)	7,263	8,777	-(1,514)	7,263	8,777	-(1,514)
<b>Total Merchandise</b>	<b>48,615</b>	<b>48,501</b>	<b>114</b>	<b>411,621</b>	<b>424,954</b>	<b>-(13,333)</b>	<b>411,621</b>	<b>424,954</b>	<b>-(13,333)</b>
Container	76,973	71,495	5,478	651,027	614,701	36,326	651,027	614,701	36,326
Trailer	8,248	7,058	1,190	71,968	63,808	8,160	71,968	63,808	8,160
<b>Total Intermodal</b>	<b>85,221</b>	<b>78,553</b>	<b>6,668</b>	<b>722,995</b>	<b>678,509</b>	<b>44,486</b>	<b>722,995</b>	<b>678,509</b>	<b>44,486</b>
Coal	20,813	18,467	2,346	156,427	168,097	-(11,670)	156,427	168,097	-(11,670)
Coke	1,208	1,074	134	12,017	11,832	185	12,017	11,832	185
<b>Total Coal and Coke</b>	<b>22,021</b>	<b>19,541</b>	<b>2,480</b>	<b>168,444</b>	<b>179,929</b>	<b>-(11,485)</b>	<b>168,444</b>	<b>179,929</b>	<b>-(11,485)</b>
<b>Total Carloadings</b>	<b>155,857</b>	<b>146,595</b>	<b>9,262</b>	<b>1,303,060</b>	<b>1,283,392</b>	<b>19,668</b>	<b>1,303,060</b>	<b>1,283,392</b>	<b>19,668</b>

**Norfolk Southern Corporation**  
**Weekly Merchandise, Intermodal and Coal/Coke Car loadings**  
**Week 10 (Q1) From: 03-04-2018 To: 03-10-2018**  
Data Generated: Tue Jul 24 01:56:59 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	1,128	934	194	10,453	8,855	1,598	10,453	8,855	1,598
Chemicals	8,940	7,783	1,157	82,968	76,126	6,842	82,968	76,126	6,842
Crushed Stone, Sand and Gravel	4,068	3,679	389	34,902	35,332	-(430)	34,902	35,332	-(430)
Farm Products Ex Grain	144	143	1	1,658	1,613	45	1,658	1,613	45
Food and Kindred Products	1,787	1,865	-(78)	16,298	16,844	-(546)	16,298	16,844	-(546)
Grain	3,249	3,729	-(480)	32,080	38,490	-(6,410)	32,080	38,490	-(6,410)
Grain Mill Products	2,551	2,571	-(20)	24,447	25,115	-(668)	24,447	25,115	-(668)
Iron and Steel Scrap	1,567	1,619	-(52)	14,637	15,023	-(386)	14,637	15,023	-(386)
Lumber and Wood Products	1,011	1,028	-(17)	8,635	9,209	-(574)	8,635	9,209	-(574)
Metallic Ores	80	107	-(27)	825	922	-(97)	825	922	-(97)
Metals and Products	5,699	5,644	55	53,056	57,047	-(3,991)	53,056	57,047	-(3,991)
Motor Vehicles and Equipment	7,971	9,225	-(1,254)	78,794	84,875	-(6,081)	78,794	84,875	-(6,081)
Non Metallic Minerals	447	584	-(137)	4,576	4,707	-(131)	4,576	4,707	-(131)
Petroleum Products	3,226	3,136	90	33,642	32,019	1,623	33,642	32,019	1,623
Primary Forest Products	426	562	-(136)	4,351	5,177	-(826)	4,351	5,177	-(826)
Pulp, Paper and Allied Products	2,641	2,580	61	27,187	26,950	237	27,187	26,950	237
Stone, Clay and Glass Products	2,648	2,773	-(125)	23,432	25,835	-(2,403)	23,432	25,835	-(2,403)
Waste and Scrap Materials	829	990	-(161)	8,092	9,767	-(1,675)	8,092	9,767	-(1,675)
<b>Total Merchandise</b>	<b>48,412</b>	<b>48,952</b>	<b>-(540)</b>	<b>460,033</b>	<b>473,906</b>	<b>-(13,873)</b>	<b>460,033</b>	<b>473,906</b>	<b>-(13,873)</b>
Container	75,837	68,854	6,983	726,864	683,555	43,309	726,864	683,555	43,309
Trailer	8,184	6,796	1,388	80,152	70,604	9,548	80,152	70,604	9,548
<b>Total Intermodal</b>	<b>84,021</b>	<b>75,650</b>	<b>8,371</b>	<b>807,016</b>	<b>754,159</b>	<b>52,857</b>	<b>807,016</b>	<b>754,159</b>	<b>52,857</b>
Coal	18,092	18,776	-(684)	174,519	186,873	-(12,354)	174,519	186,873	-(12,354)
Coke	1,195	1,293	-(98)	13,212	13,125	87	13,212	13,125	87
<b>Total Coal and Coke</b>	<b>19,287</b>	<b>20,069</b>	<b>-(782)</b>	<b>187,731</b>	<b>199,998</b>	<b>-(12,267)</b>	<b>187,731</b>	<b>199,998</b>	<b>-(12,267)</b>
<b>Total Carloadings</b>	<b>151,720</b>	<b>144,671</b>	<b>7,049</b>	<b>1,454,780</b>	<b>1,428,063</b>	<b>26,717</b>	<b>1,454,780</b>	<b>1,428,063</b>	<b>26,717</b>

**Norfolk Southern Corporation**  
**Weekly Merchandise, Intermodal and Coal/Coke Car loadings**  
**Week 11 (Q1) From: 03-11-2018 To: 03-17-2018**  
Data Generated: Tue Jul 24 01:56:59 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	1,125	925	200	11,578	9,780	1,798	11,578	9,780	1,798
Chemicals	9,127	7,735	1,392	92,095	83,861	8,234	92,095	83,861	8,234
Crushed Stone, Sand and Gravel	4,439	3,770	669	39,341	39,102	239	39,341	39,102	239
Farm Products Ex Grain	171	148	23	1,829	1,761	68	1,829	1,761	68
Food and Kindred Products	1,676	1,675	1	17,974	18,519	-(545)	17,974	18,519	-(545)
Grain	3,063	3,696	-(633)	35,143	42,186	-(7,043)	35,143	42,186	-(7,043)
Grain Mill Products	2,621	2,242	379	27,068	27,357	-(289)	27,068	27,357	-(289)
Iron and Steel Scrap	1,618	1,376	242	16,255	16,399	-(144)	16,255	16,399	-(144)
Lumber and Wood Products	1,023	929	94	9,658	10,138	-(480)	9,658	10,138	-(480)
Metallic Ores	114	107	7	939	1,029	-(90)	939	1,029	-(90)
Metals and Products	6,321	5,768	553	59,377	62,815	-(3,438)	59,377	62,815	-(3,438)
Motor Vehicles and Equipment	8,376	8,596	-(220)	87,170	93,471	-(6,301)	87,170	93,471	-(6,301)
Non Metallic Minerals	697	510	187	5,273	5,217	56	5,273	5,217	56
Petroleum Products	3,415	3,104	311	37,057	35,123	1,934	37,057	35,123	1,934
Primary Forest Products	421	559	-(138)	4,772	5,736	-(964)	4,772	5,736	-(964)
Pulp, Paper and Allied Products	2,605	2,569	36	29,792	29,519	273	29,792	29,519	273
Stone, Clay and Glass Products	2,529	2,541	-(12)	25,961	28,376	-(2,415)	25,961	28,376	-(2,415)
Waste and Scrap Materials	839	814	25	8,931	10,581	-(1,650)	8,931	10,581	-(1,650)
<b>Total Merchandise</b>	<b>50,180</b>	<b>47,064</b>	<b>3,116</b>	<b>510,213</b>	<b>520,970</b>	<b>-(10,757)</b>	<b>510,213</b>	<b>520,970</b>	<b>-(10,757)</b>
Container	74,582	63,631	10,951	801,446	747,186	54,260	801,446	747,186	54,260
Trailer	8,272	7,267	1,005	88,424	77,871	10,553	88,424	77,871	10,553
<b>Total Intermodal</b>	<b>82,854</b>	<b>70,898</b>	<b>11,956</b>	<b>889,870</b>	<b>825,057</b>	<b>64,813</b>	<b>889,870</b>	<b>825,057</b>	<b>64,813</b>
Coal	20,943	18,694	2,249	195,462	205,567	-(10,105)	195,462	205,567	-(10,105)
Coke	1,366	1,500	-(134)	14,578	14,625	-(47)	14,578	14,625	-(47)
<b>Total Coal and Coke</b>	<b>22,309</b>	<b>20,194</b>	<b>2,115</b>	<b>210,040</b>	<b>220,192</b>	<b>-(10,152)</b>	<b>210,040</b>	<b>220,192</b>	<b>-(10,152)</b>
<b>Total Carloadings</b>	<b>155,343</b>	<b>138,156</b>	<b>17,187</b>	<b>1,610,123</b>	<b>1,566,219</b>	<b>43,904</b>	<b>1,610,123</b>	<b>1,566,219</b>	<b>43,904</b>

**Norfolk Southern Corporation**  
**Weekly Merchandise, Intermodal and Coal/Coke Car loadings**  
**Week 12 (Q1) From: 03-18-2018 To: 03-24-2018**  
Data Generated: Tue Jul 24 01:56:59 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	952	1,128	-(176)	12,530	10,908	1,622	12,530	10,908	1,622
Chemicals	9,060	7,526	1,534	101,155	91,387	9,768	101,155	91,387	9,768
Crushed Stone, Sand and Gravel	4,392	4,589	-(197)	43,733	43,691	42	43,733	43,691	42
Farm Products Ex Grain	154	153	1	1,983	1,914	69	1,983	1,914	69
Food and Kindred Products	1,791	1,865	-(74)	19,765	20,384	-(619)	19,765	20,384	-(619)
Grain	3,444	4,224	-(780)	38,587	46,410	-(7,823)	38,587	46,410	-(7,823)
Grain Mill Products	2,606	2,751	-(145)	29,674	30,108	-(434)	29,674	30,108	-(434)
Iron and Steel Scrap	1,601	1,717	-(116)	17,856	18,116	-(260)	17,856	18,116	-(260)
Lumber and Wood Products	948	1,035	-(87)	10,606	11,173	-(567)	10,606	11,173	-(567)
Metallic Ores	75	97	-(22)	1,014	1,126	-(112)	1,014	1,126	-(112)
Metals and Products	5,836	5,728	108	65,213	68,543	-(3,330)	65,213	68,543	-(3,330)
Motor Vehicles and Equipment	7,372	9,090	-(1,718)	94,542	102,561	-(8,019)	94,542	102,561	-(8,019)
Non Metallic Minerals	490	574	-(84)	5,763	5,791	-(28)	5,763	5,791	-(28)
Petroleum Products	3,007	3,302	-(295)	40,064	38,425	1,639	40,064	38,425	1,639
Primary Forest Products	395	674	-(279)	5,167	6,410	-(1,243)	5,167	6,410	-(1,243)
Pulp, Paper and Allied Products	2,679	2,615	64	32,471	32,134	337	32,471	32,134	337
Stone, Clay and Glass Products	2,772	2,865	-(93)	28,733	31,241	-(2,508)	28,733	31,241	-(2,508)
Waste and Scrap Materials	750	594	156	9,681	11,175	-(1,494)	9,681	11,175	-(1,494)
<b>Total Merchandise</b>	<b>48,324</b>	<b>50,527</b>	<b>-(2,203)</b>	<b>558,537</b>	<b>571,497</b>	<b>-(12,960)</b>	<b>558,537</b>	<b>571,497</b>	<b>-(12,960)</b>
Container	72,828	68,690	4,138	874,274	815,876	58,398	874,274	815,876	58,398
Trailer	8,998	7,653	1,345	97,422	85,524	11,898	97,422	85,524	11,898
<b>Total Intermodal</b>	<b>81,826</b>	<b>76,343</b>	<b>5,483</b>	<b>971,696</b>	<b>901,400</b>	<b>70,296</b>	<b>971,696</b>	<b>901,400</b>	<b>70,296</b>
Coal	20,253	19,984	269	215,715	225,551	-(9,836)	215,715	225,551	-(9,836)
Coke	1,407	1,378	29	15,985	16,003	-(18)	15,985	16,003	-(18)
<b>Total Coal and Coke</b>	<b>21,660</b>	<b>21,362</b>	<b>298</b>	<b>231,700</b>	<b>241,554</b>	<b>-(9,854)</b>	<b>231,700</b>	<b>241,554</b>	<b>-(9,854)</b>
<b>Total Carloadings</b>	<b>151,810</b>	<b>148,232</b>	<b>3,578</b>	<b>1,761,933</b>	<b>1,714,451</b>	<b>47,482</b>	<b>1,761,933</b>	<b>1,714,451</b>	<b>47,482</b>

**Norfolk Southern Corporation**  
**Weekly Merchandise, Intermodal and Coal/Coke Car loadings**  
**Week 13 (Q1) From: 03-25-2018 To: 03-31-2018**  
 Data Generated: Tue Jul 24 01:57:00 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	1,385	1,233	152	13,915	12,141	1,774	13,915	12,141	1,774
Chemicals	8,347	8,157	190	109,502	99,544	9,958	109,502	99,544	9,958
Crushed Stone, Sand and Gravel	5,408	4,488	920	49,141	48,179	962	49,141	48,179	962
Farm Products Ex Grain	176	151	25	2,159	2,065	94	2,159	2,065	94
Food and Kindred Products	1,748	1,750	-(2)	21,513	22,134	-(621)	21,513	22,134	-(621)
Grain	2,968	4,036	-(1,068)	41,555	50,446	-(8,891)	41,555	50,446	-(8,891)
Grain Mill Products	2,466	2,611	-(145)	32,140	32,719	-(579)	32,140	32,719	-(579)
Iron and Steel Scrap	1,503	1,745	-(242)	19,359	19,861	-(502)	19,359	19,861	-(502)
Lumber and Wood Products	1,005	1,042	-(37)	11,611	12,215	-(604)	11,611	12,215	-(604)
Metallic Ores	84	87	-(3)	1,098	1,213	-(115)	1,098	1,213	-(115)
Metals and Products	6,105	5,831	274	71,318	74,374	-(3,056)	71,318	74,374	-(3,056)
Motor Vehicles and Equipment	8,396	9,043	-(647)	102,938	111,604	-(8,666)	102,938	111,604	-(8,666)
Non Metallic Minerals	466	515	-(49)	6,229	6,306	-(77)	6,229	6,306	-(77)
Petroleum Products	2,998	3,434	-(436)	43,062	41,859	1,203	43,062	41,859	1,203
Primary Forest Products	414	588	-(174)	5,581	6,998	-(1,417)	5,581	6,998	-(1,417)
Pulp, Paper and Allied Products	2,638	2,614	24	35,109	34,748	361	35,109	34,748	361
Stone, Clay and Glass Products	2,912	2,718	194	31,645	33,959	-(2,314)	31,645	33,959	-(2,314)
Waste and Scrap Materials	698	795	-(97)	10,379	11,970	-(1,591)	10,379	11,970	-(1,591)
<b>Total Merchandise</b>	<b>49,717</b>	<b>50,838</b>	<b>-(1,121)</b>	<b>608,254</b>	<b>622,335</b>	<b>-(14,081)</b>	<b>608,254</b>	<b>622,335</b>	<b>-(14,081)</b>
Container	74,719	72,215	2,504	948,993	888,091	60,902	948,993	888,091	60,902
Trailer	8,578	7,334	1,244	106,000	92,858	13,142	106,000	92,858	13,142
<b>Total Intermodal</b>	<b>83,297</b>	<b>79,549</b>	<b>3,748</b>	<b>1,054,993</b>	<b>980,949</b>	<b>74,044</b>	<b>1,054,993</b>	<b>980,949</b>	<b>74,044</b>
Coal	18,762	20,321	-(1,559)	234,477	245,872	-(11,395)	234,477	245,872	-(11,395)
Coke	1,161	1,155	6	17,146	17,158	-(12)	17,146	17,158	-(12)
<b>Total Coal and Coke</b>	<b>19,923</b>	<b>21,476</b>	<b>-(1,553)</b>	<b>251,623</b>	<b>263,030</b>	<b>-(11,407)</b>	<b>251,623</b>	<b>263,030</b>	<b>-(11,407)</b>
<b>Total Carloadings</b>	<b>152,937</b>	<b>151,863</b>	<b>1,074</b>	<b>1,914,870</b>	<b>1,866,314</b>	<b>48,556</b>	<b>1,914,870</b>	<b>1,866,314</b>	<b>48,556</b>