

**Norfolk Southern Corporation**  
**Weekly Merchandise, Intermodal and Coal/Coke Car loadings**  
**Week 35 (Q3) From: 08-26-2018 To: 09-01-2018**  
 Data Generated: Mon Oct 01 05:00:54 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	1,023	1,019	4	8,370	7,315	1,055	37,801	31,495	6,306
Chemicals	7,948	8,036	-(88)	75,765	69,622	6,143	297,282	267,859	29,423
Crushed Stone, Sand and Gravel	4,687	5,309	-(622)	46,501	46,553	-(52)	165,538	160,890	4,648
Farm Products Ex Grain	171	142	29	1,531	1,352	179	5,700	5,505	195
Food and Kindred Products	1,663	1,744	-(81)	14,976	15,597	-(621)	58,583	60,383	-(1,800)
Grain	3,143	3,897	-(754)	32,459	33,150	-(691)	119,191	129,919	-(10,728)
Grain Mill Products	2,466	2,807	-(341)	23,187	22,703	484	88,869	88,169	700
Iron and Steel Scrap	1,522	1,717	-(195)	13,896	14,214	-(318)	53,033	55,091	-(2,058)
Lumber and Wood Products	1,022	1,016	6	8,797	8,174	623	33,350	33,212	138
Metallic Ores	109	89	20	831	795	36	3,074	3,279	-(205)
Metals and Products	5,617	5,717	-(100)	51,455	51,643	-(188)	196,799	201,136	-(4,337)
Motor Vehicles and Equipment	8,326	7,945	381	65,567	63,206	2,361	273,167	285,824	-(12,657)
Non Metallic Minerals	530	465	65	4,971	3,677	1,294	19,213	15,625	3,588
Petroleum Products	3,285	2,906	379	30,865	24,679	6,186	119,451	105,081	14,370
Primary Forest Products	418	472	-(54)	3,545	4,157	-(612)	14,444	17,380	-(2,936)
Pulp, Paper and Allied Products	2,839	3,076	-(237)	25,960	26,029	-(69)	96,085	94,977	1,108
Stone, Clay and Glass Products	2,884	2,969	-(85)	24,832	25,504	-(672)	92,531	95,815	-(3,284)
Waste and Scrap Materials	1,046	769	277	8,742	7,076	1,666	30,455	29,208	1,247
<b>Total Merchandise</b>	<b>48,699</b>	<b>50,095</b>	<b>-(1,396)</b>	<b>442,250</b>	<b>425,446</b>	<b>16,804</b>	<b>1,704,566</b>	<b>1,680,848</b>	<b>23,718</b>
Container	78,170	73,924	4,246	694,454	647,579	46,875	2,626,541	2,456,921	169,620
Trailer	8,645	7,265	1,380	75,111	59,863	15,248	290,520	240,944	49,576
<b>Total Intermodal</b>	<b>86,815</b>	<b>81,189</b>	<b>5,626</b>	<b>769,565</b>	<b>707,442</b>	<b>62,123</b>	<b>2,917,061</b>	<b>2,697,865</b>	<b>219,196</b>
Coal	20,578	20,383	195	167,392	170,495	-(3,103)	657,551	664,766	-(7,215)
Coke	1,390	1,490	-(100)	11,757	12,838	-(1,081)	47,525	48,037	-(512)
<b>Total Coal and Coke</b>	<b>21,968</b>	<b>21,873</b>	<b>95</b>	<b>179,149</b>	<b>183,333</b>	<b>-(4,184)</b>	<b>705,076</b>	<b>712,803</b>	<b>-(7,727)</b>
<b>Total Carloadings</b>	<b>157,482</b>	<b>153,157</b>	<b>4,325</b>	<b>1,390,964</b>	<b>1,316,221</b>	<b>74,743</b>	<b>5,326,703</b>	<b>5,091,516</b>	<b>235,187</b>

**Norfolk Southern Corporation**  
**Weekly Merchandise, Intermodal and Coal/Coke Car loadings**  
**Week 36 (Q3) From: 09-02-2018 To: 09-08-2018**  
Data Generated: Mon Oct 01 05:00:54 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	895	857	38	9,265	8,172	1,093	38,696	32,352	6,344
Chemicals	8,880	7,188	1,692	84,645	76,810	7,835	306,162	275,047	31,115
Crushed Stone, Sand and Gravel	4,244	4,392	-(148)	50,745	50,945	-(200)	169,782	165,282	4,500
Farm Products Ex Grain	134	125	9	1,665	1,477	188	5,834	5,630	204
Food and Kindred Products	1,559	1,774	-(215)	16,535	17,371	-(836)	60,142	62,157	-(2,015)
Grain	3,393	3,501	-(108)	35,852	36,651	-(799)	122,584	133,420	-(10,836)
Grain Mill Products	2,519	2,509	10	25,706	25,212	494	91,388	90,678	710
Iron and Steel Scrap	1,104	1,238	-(134)	15,000	15,452	-(452)	54,137	56,329	-(2,192)
Lumber and Wood Products	998	988	10	9,795	9,162	633	34,348	34,200	148
Metallic Ores	69	77	-(8)	900	872	28	3,143	3,356	-(213)
Metals and Products	5,500	5,370	130	56,955	57,013	-(58)	202,299	206,506	-(4,207)
Motor Vehicles and Equipment	7,243	6,656	587	72,810	69,862	2,948	280,410	292,480	-(12,070)
Non Metallic Minerals	763	386	377	5,734	4,063	1,671	19,976	16,011	3,965
Petroleum Products	3,442	2,958	484	34,307	27,637	6,670	122,893	108,039	14,854
Primary Forest Products	403	482	-(79)	3,948	4,639	-(691)	14,847	17,862	-(3,015)
Pulp, Paper and Allied Products	2,877	2,818	59	28,837	28,847	-(10)	98,962	97,795	1,167
Stone, Clay and Glass Products	2,522	2,753	-(231)	27,354	28,257	-(903)	95,053	98,568	-(3,515)
Waste and Scrap Materials	943	746	197	9,685	7,822	1,863	31,398	29,954	1,444
<b>Total Merchandise</b>	<b>47,488</b>	<b>44,818</b>	<b>2,670</b>	<b>489,738</b>	<b>470,264</b>	<b>19,474</b>	<b>1,752,054</b>	<b>1,725,666</b>	<b>26,388</b>
Container	68,262	61,882	6,380	762,716	709,461	53,255	2,694,803	2,518,803	176,000
Trailer	7,398	6,559	839	82,509	66,422	16,087	297,918	247,503	50,415
<b>Total Intermodal</b>	<b>75,660</b>	<b>68,441</b>	<b>7,219</b>	<b>845,225</b>	<b>775,883</b>	<b>69,342</b>	<b>2,992,721</b>	<b>2,766,306</b>	<b>226,415</b>
Coal	17,484	18,983	-(1,499)	184,876	189,478	-(4,602)	675,035	683,749	-(8,714)
Coke	1,070	1,476	-(406)	12,827	14,314	-(1,487)	48,595	49,513	-(918)
<b>Total Coal and Coke</b>	<b>18,554</b>	<b>20,459</b>	<b>-(1,905)</b>	<b>197,703</b>	<b>203,792</b>	<b>-(6,089)</b>	<b>723,630</b>	<b>733,262</b>	<b>-(9,632)</b>
<b>Total Carloadings</b>	<b>141,702</b>	<b>133,718</b>	<b>7,984</b>	<b>1,532,666</b>	<b>1,449,939</b>	<b>82,727</b>	<b>5,468,405</b>	<b>5,225,234</b>	<b>243,171</b>

**Norfolk Southern Corporation**  
**Weekly Merchandise, Intermodal and Coal/Coke Car loadings**  
**Week 37 (Q3) From: 09-09-2018 To: 09-15-2018**  
Data Generated: Mon Oct 01 05:00:54 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	1,028	738	290	10,293	8,910	1,383	39,724	33,090	6,634
Chemicals	8,318	9,300	-(982)	92,963	86,110	6,853	314,480	284,347	30,133
Crushed Stone, Sand and Gravel	4,585	5,120	-(535)	55,330	56,065	-(735)	174,367	170,402	3,965
Farm Products Ex Grain	171	102	69	1,836	1,579	257	6,005	5,732	273
Food and Kindred Products	1,860	1,597	263	18,395	18,968	-(573)	62,002	63,754	-(1,752)
Grain	3,813	3,328	485	39,665	39,979	-(314)	126,397	136,748	-(10,351)
Grain Mill Products	2,632	2,472	160	28,338	27,684	654	94,020	93,150	870
Iron and Steel Scrap	1,699	1,849	-(150)	16,699	17,301	-(602)	55,836	58,178	-(2,342)
Lumber and Wood Products	1,055	904	151	10,850	10,066	784	35,403	35,104	299
Metallic Ores	95	103	-(8)	995	975	20	3,238	3,459	-(221)
Metals and Products	5,427	5,995	-(568)	62,382	63,008	-(626)	207,726	212,501	-(4,775)
Motor Vehicles and Equipment	8,169	8,111	58	80,979	77,973	3,006	288,579	300,591	-(12,012)
Non Metallic Minerals	631	394	237	6,365	4,457	1,908	20,607	16,405	4,202
Petroleum Products	3,719	3,088	631	38,026	30,725	7,301	126,612	111,127	15,485
Primary Forest Products	388	380	8	4,336	5,019	-(683)	15,235	18,242	-(3,007)
Pulp, Paper and Allied Products	2,730	2,509	221	31,567	31,356	211	101,692	100,304	1,388
Stone, Clay and Glass Products	2,517	2,715	-(198)	29,871	30,972	-(1,101)	97,570	101,283	-(3,713)
Waste and Scrap Materials	869	836	33	10,554	8,658	1,896	32,267	30,790	1,477
<b>Total Merchandise</b>	<b>49,706</b>	<b>49,541</b>	<b>165</b>	<b>539,444</b>	<b>519,805</b>	<b>19,639</b>	<b>1,801,760</b>	<b>1,775,207</b>	<b>26,553</b>
Container	73,564	71,484	2,080	836,280	780,945	55,335	2,768,367	2,590,287	178,080
Trailer	8,300	7,281	1,019	90,809	73,703	17,106	306,218	254,784	51,434
<b>Total Intermodal</b>	<b>81,864</b>	<b>78,765</b>	<b>3,099</b>	<b>927,089</b>	<b>854,648</b>	<b>72,441</b>	<b>3,074,585</b>	<b>2,845,071</b>	<b>229,514</b>
Coal	17,146	18,951	-(1,805)	202,022	208,429	-(6,407)	692,181	702,700	-(10,519)
Coke	1,341	1,612	-(271)	14,168	15,926	-(1,758)	49,936	51,125	-(1,189)
<b>Total Coal and Coke</b>	<b>18,487</b>	<b>20,563</b>	<b>-(2,076)</b>	<b>216,190</b>	<b>224,355</b>	<b>-(8,165)</b>	<b>742,117</b>	<b>753,825</b>	<b>-(11,708)</b>
<b>Total Carloadings</b>	<b>150,057</b>	<b>148,869</b>	<b>1,188</b>	<b>1,682,723</b>	<b>1,598,808</b>	<b>83,915</b>	<b>5,618,462</b>	<b>5,374,103</b>	<b>244,359</b>

**Norfolk Southern Corporation**  
**Weekly Merchandise, Intermodal and Coal/Coke Car loadings**  
**Week 38 (Q3) From: 09-16-2018 To: 09-22-2018**  
 Data Generated: Mon Oct 01 05:00:55 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	1,205	662	543	11,498	9,572	1,926	40,929	33,752	7,177
Chemicals	8,684	8,587	97	101,647	94,697	6,950	323,164	292,934	30,230
Crushed Stone, Sand and Gravel	5,089	5,329	-(240)	60,419	61,394	-(975)	179,456	175,731	3,725
Farm Products Ex Grain	126	141	-(15)	1,962	1,720	242	6,131	5,873	258
Food and Kindred Products	1,766	1,816	-(50)	20,161	20,784	-(623)	63,768	65,570	-(1,802)
Grain	2,901	3,596	-(695)	42,566	43,575	-(1,009)	129,298	140,344	-(11,046)
Grain Mill Products	2,432	2,546	-(114)	30,770	30,230	540	96,452	95,696	756
Iron and Steel Scrap	1,632	1,958	-(326)	18,331	19,259	-(928)	57,468	60,136	-(2,668)
Lumber and Wood Products	1,116	1,035	81	11,966	11,101	865	36,519	36,139	380
Metallic Ores	110	80	30	1,105	1,055	50	3,348	3,539	-(191)
Metals and Products	5,420	5,580	-(160)	67,802	68,588	-(786)	213,146	218,081	-(4,935)
Motor Vehicles and Equipment	8,649	8,709	-(60)	89,628	86,682	2,946	297,228	309,300	-(12,072)
Non Metallic Minerals	498	278	220	6,863	4,735	2,128	21,105	16,683	4,422
Petroleum Products	3,763	3,392	371	41,789	34,117	7,672	130,375	114,519	15,856
Primary Forest Products	415	506	-(91)	4,751	5,525	-(774)	15,650	18,748	-(3,098)
Pulp, Paper and Allied Products	2,642	2,660	-(18)	34,209	34,016	193	104,334	102,964	1,370
Stone, Clay and Glass Products	2,489	3,027	-(538)	32,360	33,999	-(1,639)	100,059	104,310	-(4,251)
Waste and Scrap Materials	1,046	839	207	11,600	9,497	2,103	33,313	31,629	1,684
<b>Total Merchandise</b>	<b>49,983</b>	<b>50,741</b>	<b>-(758)</b>	<b>589,427</b>	<b>570,546</b>	<b>18,881</b>	<b>1,851,743</b>	<b>1,825,948</b>	<b>25,795</b>
Container	80,836	76,678	4,158	917,116	857,623	59,493	2,849,203	2,666,965	182,238
Trailer	8,581	7,583	998	99,390	81,286	18,104	314,799	262,367	52,432
<b>Total Intermodal</b>	<b>89,417</b>	<b>84,261</b>	<b>5,156</b>	<b>1,016,506</b>	<b>938,909</b>	<b>77,597</b>	<b>3,164,002</b>	<b>2,929,332</b>	<b>234,670</b>
Coal	18,061	19,446	-(1,385)	220,083	227,875	-(7,792)	710,242	722,146	-(11,904)
Coke	1,219	1,493	-(274)	15,387	17,419	-(2,032)	51,155	52,618	-(1,463)
<b>Total Coal and Coke</b>	<b>19,280</b>	<b>20,939</b>	<b>-(1,659)</b>	<b>235,470</b>	<b>245,294</b>	<b>-(9,824)</b>	<b>761,397</b>	<b>774,764</b>	<b>-(13,367)</b>
<b>Total Carloadings</b>	<b>158,680</b>	<b>155,941</b>	<b>2,739</b>	<b>1,841,403</b>	<b>1,754,749</b>	<b>86,654</b>	<b>5,777,142</b>	<b>5,530,044</b>	<b>247,098</b>

**Norfolk Southern Corporation**  
**Weekly Merchandise, Intermodal and Coal/Coke Car loadings**  
**Week 39 (Q3) From: 09-23-2018 To: 09-29-2018**  
Data Generated: Mon Oct 01 05:00:55 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	1,216	944	272	12,714	10,516	2,198	42,145	34,696	7,449
Chemicals	8,904	8,119	785	110,551	102,816	7,735	332,068	301,053	31,015
Crushed Stone, Sand and Gravel	5,227	5,356	-(129)	65,646	66,750	-(1,104)	184,683	181,087	3,596
Farm Products Ex Grain	149	140	9	2,111	1,860	251	6,280	6,013	267
Food and Kindred Products	1,891	1,878	13	22,052	22,662	-(610)	65,659	67,448	-(1,789)
Grain	3,481	4,450	-(969)	46,047	48,025	-(1,978)	132,779	144,794	-(12,015)
Grain Mill Products	2,688	2,451	237	33,458	32,681	777	99,140	98,147	993
Iron and Steel Scrap	1,589	1,956	-(367)	19,920	21,215	-(1,295)	59,057	62,092	-(3,035)
Lumber and Wood Products	972	1,002	-(30)	12,938	12,103	835	37,491	37,141	350
Metallic Ores	83	74	9	1,188	1,129	59	3,431	3,613	-(182)
Metals and Products	6,001	6,069	-(68)	73,803	74,657	-(854)	219,147	224,150	-(5,003)
Motor Vehicles and Equipment	7,541	8,347	-(806)	97,169	95,029	2,140	304,769	317,647	-(12,878)
Non Metallic Minerals	567	368	199	7,430	5,103	2,327	21,672	17,051	4,621
Petroleum Products	3,501	2,935	566	45,290	37,052	8,238	133,876	117,454	16,422
Primary Forest Products	408	551	-(143)	5,159	6,076	-(917)	16,058	19,299	-(3,241)
Pulp, Paper and Allied Products	2,945	2,938	7	37,154	36,954	200	107,279	105,902	1,377
Stone, Clay and Glass Products	2,521	2,965	-(444)	34,881	36,964	-(2,083)	102,580	107,275	-(4,695)
Waste and Scrap Materials	1,040	813	227	12,640	10,310	2,330	34,353	32,442	1,911
<b>Total Merchandise</b>	<b>50,724</b>	<b>51,356</b>	<b>-(632)</b>	<b>640,151</b>	<b>621,902</b>	<b>18,249</b>	<b>1,902,467</b>	<b>1,877,304</b>	<b>25,163</b>
Container	82,086	77,763	4,323	999,202	935,386	63,816	2,931,289	2,744,728	186,561
Trailer	8,452	7,613	839	107,842	88,899	18,943	323,251	269,980	53,271
<b>Total Intermodal</b>	<b>90,538</b>	<b>85,376</b>	<b>5,162</b>	<b>1,107,044</b>	<b>1,024,285</b>	<b>82,759</b>	<b>3,254,540</b>	<b>3,014,708</b>	<b>239,832</b>
Coal	17,791	18,044	-(253)	237,874	245,919	-(8,045)	728,033	740,190	-(12,157)
Coke	1,162	1,592	-(430)	16,549	19,011	-(2,462)	52,317	54,210	-(1,893)
<b>Total Coal and Coke</b>	<b>18,953</b>	<b>19,636</b>	<b>-(683)</b>	<b>254,423</b>	<b>264,930</b>	<b>-(10,507)</b>	<b>780,350</b>	<b>794,400</b>	<b>-(14,050)</b>
<b>Total Carloadings</b>	<b>160,215</b>	<b>156,368</b>	<b>3,847</b>	<b>2,001,618</b>	<b>1,911,117</b>	<b>90,501</b>	<b>5,937,357</b>	<b>5,686,412</b>	<b>250,945</b>