

Norfolk Southern Corporation
Weekly Merchandise, Intermodal and Coal/Coke Car loadings
Week 27 (Q3) From: 06-30-2019 To: 07-06-2019
Data Generated: Mon Jul 29 05:00:17 EST 2019

| | 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 | 507 | 928 | -(421) | 507 | 928 | -(421) | 21,675 | 30,336 | -(8,661) |
| Chemicals | 8,058 | 8,059 | -(1) | 8,058 | 8,059 | -(1) | 224,356 | 229,718 | -(5,362) |
| Crushed Stone, Sand and Gravel | 4,468 | 5,138 | -(670) | 4,468 | 5,138 | -(670) | 128,811 | 124,170 | 4,641 |
| Farm Products Ex Grain | 170 | 160 | 10 | 170 | 160 | 10 | 4,709 | 4,330 | 379 |
| Food and Kindred Products | 1,765 | 1,597 | 168 | 1,765 | 1,597 | 168 | 45,390 | 45,226 | 164 |
| Grain | 3,886 | 3,802 | 84 | 3,886 | 3,802 | 84 | 97,364 | 90,689 | 6,675 |
| Grain Mill Products | 2,330 | 2,698 | -(368) | 2,330 | 2,698 | -(368) | 68,590 | 68,368 | 222 |
| Iron and Steel Scrap | 938 | 1,120 | -(182) | 938 | 1,120 | -(182) | 38,327 | 40,258 | -(1,931) |
| Lumber and Wood Products | 871 | 911 | -(40) | 871 | 911 | -(40) | 24,228 | 25,469 | -(1,241) |
| Metallic Ores | 74 | 118 | -(44) | 74 | 118 | -(44) | 2,558 | 2,361 | 197 |
| Metals and Products | 4,702 | 5,074 | -(372) | 4,702 | 5,074 | -(372) | 142,994 | 150,331 | -(7,337) |
| Motor Vehicles and Equipment | 6,036 | 5,875 | 161 | 6,036 | 5,875 | 161 | 205,484 | 213,461 | -(7,977) |
| Non Metallic Minerals | 367 | 412 | -(45) | 367 | 412 | -(45) | 16,327 | 14,650 | 1,677 |
| Petroleum Products | 3,476 | 3,469 | 7 | 3,476 | 3,469 | 7 | 86,500 | 92,044 | -(5,544) |
| Primary Forest Products | 270 | 318 | -(48) | 270 | 318 | -(48) | 11,646 | 11,218 | 428 |
| Pulp, Paper and Allied Products | 2,687 | 2,954 | -(267) | 2,687 | 2,954 | -(267) | 70,197 | 73,059 | -(2,862) |
| Stone, Clay and Glass Products | 2,559 | 2,426 | 133 | 2,559 | 2,426 | 133 | 68,164 | 70,128 | -(1,964) |
| Waste and Scrap Materials | 998 | 827 | 171 | 998 | 827 | 171 | 27,243 | 22,441 | 4,802 |
| Total Merchandise | 44,162 | 45,886 | -(1,724) | 44,162 | 45,886 | -(1,724) | 1,284,563 | 1,308,257 | -(23,694) |
| Container | 67,928 | 71,154 | -(3,226) | 67,928 | 71,154 | -(3,226) | 2,011,378 | 2,008,695 | 2,683 |
| Trailer | 4,885 | 6,626 | -(1,741) | 4,885 | 6,626 | -(1,741) | 188,717 | 216,537 | -(27,820) |
| Total Intermodal | 72,813 | 77,780 | -(4,967) | 72,813 | 77,780 | -(4,967) | 2,200,095 | 2,225,232 | -(25,137) |
| Coal | 11,690 | 13,906 | -(2,216) | 11,690 | 13,906 | -(2,216) | 482,342 | 503,944 | -(21,602) |
| Coke | 1,073 | 1,241 | -(168) | 1,073 | 1,241 | -(168) | 30,213 | 37,013 | -(6,800) |
| Total Coal and Coke | 12,763 | 15,147 | -(2,384) | 12,763 | 15,147 | -(2,384) | 512,555 | 540,957 | -(28,402) |
| Total Carloadings | 129,738 | 138,813 | -(9,075) | 129,738 | 138,813 | -(9,075) | 3,997,213 | 4,074,446 | -(77,233) |

Norfolk Southern Corporation
Weekly Merchandise, Intermodal and Coal/Coke Car loadings
Week 28 (Q3) From: 07-07-2019 To: 07-13-2019
Data Generated: Mon Jul 29 05:00:17 EST 2019

| | 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 | 700 | 1,087 | -(387) | 1,207 | 2,015 | -(808) | 22,375 | 31,423 | -(9,048) |
| Chemicals | 8,520 | 8,960 | -(440) | 16,578 | 17,019 | -(441) | 232,876 | 238,678 | -(5,802) |
| Crushed Stone, Sand and Gravel | 4,981 | 5,180 | -(199) | 9,449 | 10,318 | -(869) | 133,792 | 129,350 | 4,442 |
| Farm Products Ex Grain | 181 | 171 | 10 | 351 | 331 | 20 | 4,890 | 4,501 | 389 |
| Food and Kindred Products | 1,630 | 1,690 | -(60) | 3,395 | 3,287 | 108 | 47,020 | 46,916 | 104 |
| Grain | 4,034 | 3,517 | 517 | 7,920 | 7,319 | 601 | 101,398 | 94,206 | 7,192 |
| Grain Mill Products | 2,618 | 2,570 | 48 | 4,948 | 5,268 | -(320) | 71,208 | 70,938 | 270 |
| Iron and Steel Scrap | 1,209 | 1,701 | -(492) | 2,147 | 2,821 | -(674) | 39,536 | 41,959 | -(2,423) |
| Lumber and Wood Products | 848 | 916 | -(68) | 1,719 | 1,827 | -(108) | 25,076 | 26,385 | -(1,309) |
| Metallic Ores | 111 | 77 | 34 | 185 | 195 | -(10) | 2,669 | 2,438 | 231 |
| Metals and Products | 4,992 | 5,562 | -(570) | 9,694 | 10,636 | -(942) | 147,986 | 155,893 | -(7,907) |
| Motor Vehicles and Equipment | 6,805 | 7,089 | -(284) | 12,841 | 12,964 | -(123) | 212,289 | 220,550 | -(8,261) |
| Non Metallic Minerals | 613 | 415 | 198 | 980 | 827 | 153 | 16,940 | 15,065 | 1,875 |
| Petroleum Products | 3,217 | 3,405 | -(188) | 6,693 | 6,874 | -(181) | 89,717 | 95,449 | -(5,732) |
| Primary Forest Products | 405 | 433 | -(28) | 675 | 751 | -(76) | 12,051 | 11,651 | 400 |
| Pulp, Paper and Allied Products | 2,676 | 3,061 | -(385) | 5,363 | 6,015 | -(652) | 72,873 | 76,120 | -(3,247) |
| Stone, Clay and Glass Products | 2,950 | 2,982 | -(32) | 5,509 | 5,408 | 101 | 71,114 | 73,110 | -(1,996) |
| Waste and Scrap Materials | 1,028 | 969 | 59 | 2,026 | 1,796 | 230 | 28,271 | 23,410 | 4,861 |
| Total Merchandise | 47,518 | 49,785 | -(2,267) | 91,680 | 95,671 | -(3,991) | 1,332,081 | 1,358,042 | -(25,961) |
| Container | 72,310 | 75,612 | -(3,302) | 140,238 | 146,766 | -(6,528) | 2,083,688 | 2,084,307 | -(619) |
| Trailer | 5,158 | 7,576 | -(2,418) | 10,043 | 14,202 | -(4,159) | 193,875 | 224,113 | -(30,238) |
| Total Intermodal | 77,468 | 83,188 | -(5,720) | 150,281 | 160,968 | -(10,687) | 2,277,563 | 2,308,420 | -(30,857) |
| Coal | 15,530 | 17,612 | -(2,082) | 27,220 | 31,518 | -(4,298) | 497,872 | 521,556 | -(23,684) |
| Coke | 1,090 | 1,321 | -(231) | 2,163 | 2,562 | -(399) | 31,303 | 38,334 | -(7,031) |
| Total Coal and Coke | 16,620 | 18,933 | -(2,313) | 29,383 | 34,080 | -(4,697) | 529,175 | 559,890 | -(30,715) |
| Total Carloadings | 141,606 | 151,906 | -(10,300) | 271,344 | 290,719 | -(19,375) | 4,138,819 | 4,226,352 | -(87,533) |

Norfolk Southern Corporation
Weekly Merchandise, Intermodal and Coal/Coke Car loadings
Week 29 (Q3) From: 07-14-2019 To: 07-20-2019
Data Generated: Mon Jul 29 05:00:17 EST 2019

| | 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 | 848 | 1,219 | -(371) | 2,055 | 3,234 | -(1,179) | 23,223 | 32,642 | -(9,419) |
| Chemicals | 7,768 | 8,329 | -(561) | 24,346 | 25,348 | -(1,002) | 240,644 | 247,007 | -(6,363) |
| Crushed Stone, Sand and Gravel | 5,492 | 5,647 | -(155) | 14,941 | 15,965 | -(1,024) | 139,284 | 134,997 | 4,287 |
| Farm Products Ex Grain | 137 | 153 | -(16) | 488 | 484 | 4 | 5,027 | 4,654 | 373 |
| Food and Kindred Products | 1,638 | 1,650 | -(12) | 5,033 | 4,937 | 96 | 48,658 | 48,566 | 92 |
| Grain | 3,840 | 3,616 | 224 | 11,760 | 10,935 | 825 | 105,238 | 97,822 | 7,416 |
| Grain Mill Products | 2,528 | 2,561 | -(33) | 7,476 | 7,829 | -(353) | 73,736 | 73,499 | 237 |
| Iron and Steel Scrap | 1,307 | 1,576 | -(269) | 3,454 | 4,397 | -(943) | 40,843 | 43,535 | -(2,692) |
| Lumber and Wood Products | 799 | 978 | -(179) | 2,518 | 2,805 | -(287) | 25,875 | 27,363 | -(1,488) |
| Metallic Ores | 115 | 100 | 15 | 300 | 295 | 5 | 2,784 | 2,538 | 246 |
| Metals and Products | 5,051 | 5,766 | -(715) | 14,745 | 16,402 | -(1,657) | 153,037 | 161,659 | -(8,622) |
| Motor Vehicles and Equipment | 6,327 | 6,540 | -(213) | 19,168 | 19,504 | -(336) | 218,616 | 227,090 | -(8,474) |
| Non Metallic Minerals | 532 | 677 | -(145) | 1,512 | 1,504 | 8 | 17,472 | 15,742 | 1,730 |
| Petroleum Products | 3,360 | 3,655 | -(295) | 10,053 | 10,529 | -(476) | 93,077 | 99,104 | -(6,027) |
| Primary Forest Products | 413 | 412 | 1 | 1,088 | 1,163 | -(75) | 12,464 | 12,063 | 401 |
| Pulp, Paper and Allied Products | 2,511 | 2,823 | -(312) | 7,874 | 8,838 | -(964) | 75,384 | 78,943 | -(3,559) |
| Stone, Clay and Glass Products | 2,785 | 2,678 | 107 | 8,294 | 8,086 | 208 | 73,899 | 75,788 | -(1,889) |
| Waste and Scrap Materials | 1,192 | 957 | 235 | 3,218 | 2,753 | 465 | 29,463 | 24,367 | 5,096 |
| Total Merchandise | 46,643 | 49,337 | -(2,694) | 138,323 | 145,008 | -(6,685) | 1,378,724 | 1,407,379 | -(28,655) |
| Container | 74,888 | 78,282 | -(3,394) | 215,126 | 225,048 | -(9,922) | 2,158,576 | 2,162,589 | -(4,013) |
| Trailer | 6,277 | 8,174 | -(1,897) | 16,320 | 22,376 | -(6,056) | 200,152 | 232,287 | -(32,135) |
| Total Intermodal | 81,165 | 86,456 | -(5,291) | 231,446 | 247,424 | -(15,978) | 2,358,728 | 2,394,876 | -(36,148) |
| Coal | 15,600 | 18,169 | -(2,569) | 42,820 | 49,687 | -(6,867) | 513,472 | 539,725 | -(26,253) |
| Coke | 923 | 1,491 | -(568) | 3,086 | 4,053 | -(967) | 32,226 | 39,825 | -(7,599) |
| Total Coal and Coke | 16,523 | 19,660 | -(3,137) | 45,906 | 53,740 | -(7,834) | 545,698 | 579,550 | -(33,852) |
| Total Carloadings | 144,331 | 155,453 | -(11,122) | 415,675 | 446,172 | -(30,497) | 4,283,150 | 4,381,805 | -(98,655) |

Norfolk Southern Corporation
Weekly Merchandise, Intermodal and Coal/Coke Car loadings
Week 30 (Q3) From: 07-21-2019 To: 07-27-2019
Data Generated: Mon Jul 29 05:00:17 EST 2019

| | 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 | 835 | 829 | 6 | 2,890 | 4,063 | -(1,173) | 24,058 | 33,471 | -(9,413) |
| Chemicals | 7,621 | 8,608 | -(987) | 31,967 | 33,956 | -(1,989) | 248,265 | 255,615 | -(7,350) |
| Crushed Stone, Sand and Gravel | 5,319 | 5,449 | -(130) | 20,260 | 21,414 | -(1,154) | 144,603 | 140,446 | 4,157 |
| Farm Products Ex Grain | 131 | 168 | -(37) | 619 | 652 | -(33) | 5,158 | 4,822 | 336 |
| Food and Kindred Products | 1,594 | 1,567 | 27 | 6,627 | 6,504 | 123 | 50,252 | 50,133 | 119 |
| Grain | 3,113 | 3,728 | -(615) | 14,873 | 14,663 | 210 | 108,351 | 101,550 | 6,801 |
| Grain Mill Products | 2,700 | 2,752 | -(52) | 10,176 | 10,581 | -(405) | 76,436 | 76,251 | 185 |
| Iron and Steel Scrap | 1,276 | 1,772 | -(496) | 4,730 | 6,169 | -(1,439) | 42,119 | 45,307 | -(3,188) |
| Lumber and Wood Products | 789 | 987 | -(198) | 3,307 | 3,792 | -(485) | 26,664 | 28,350 | -(1,686) |
| Metallic Ores | 55 | 87 | -(32) | 355 | 382 | -(27) | 2,839 | 2,625 | 214 |
| Metals and Products | 5,518 | 5,724 | -(206) | 20,263 | 22,126 | -(1,863) | 158,555 | 167,383 | -(8,828) |
| Motor Vehicles and Equipment | 7,069 | 6,702 | 367 | 26,237 | 26,206 | 31 | 225,685 | 233,792 | -(8,107) |
| Non Metallic Minerals | 561 | 629 | -(68) | 2,073 | 2,133 | -(60) | 18,033 | 16,371 | 1,662 |
| Petroleum Products | 3,422 | 3,505 | -(83) | 13,475 | 14,034 | -(559) | 96,499 | 102,609 | -(6,110) |
| Primary Forest Products | 455 | 406 | 49 | 1,543 | 1,569 | -(26) | 12,919 | 12,469 | 450 |
| Pulp, Paper and Allied Products | 2,359 | 2,883 | -(524) | 10,233 | 11,721 | -(1,488) | 77,743 | 81,826 | -(4,083) |
| Stone, Clay and Glass Products | 2,844 | 2,890 | -(46) | 11,138 | 10,976 | 162 | 76,743 | 78,678 | -(1,935) |
| Waste and Scrap Materials | 843 | 922 | -(79) | 4,061 | 3,675 | 386 | 30,306 | 25,289 | 5,017 |
| Total Merchandise | 46,504 | 49,608 | -(3,104) | 184,827 | 194,616 | -(9,789) | 1,425,228 | 1,456,987 | -(31,759) |
| Container | 75,985 | 78,380 | -(2,395) | 291,111 | 303,428 | -(12,317) | 2,234,561 | 2,240,969 | -(6,408) |
| Trailer | 6,593 | 8,488 | -(1,895) | 22,913 | 30,864 | -(7,951) | 206,745 | 240,775 | -(34,030) |
| Total Intermodal | 82,578 | 86,868 | -(4,290) | 314,024 | 334,292 | -(20,268) | 2,441,306 | 2,481,744 | -(40,438) |
| Coal | 16,290 | 18,921 | -(2,631) | 59,110 | 68,608 | -(9,498) | 529,762 | 558,646 | -(28,884) |
| Coke | 1,075 | 1,380 | -(305) | 4,161 | 5,433 | -(1,272) | 33,301 | 41,205 | -(7,904) |
| Total Coal and Coke | 17,365 | 20,301 | -(2,936) | 63,271 | 74,041 | -(10,770) | 563,063 | 599,851 | -(36,788) |
| Total Carloadings | 146,447 | 156,777 | -(10,330) | 562,122 | 602,949 | -(40,827) | 4,429,597 | 4,538,582 | -(108,985) |