

**Norfolk Southern Corporation**  
**Weekly Merchandise, Intermodal and Coal/Coke Car loadings**  
**Week 40 (Q4) From: 09-29-2019 To: 10-05-2019**  
Data Generated: Mon Oct 21 05:00:35 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	810	915	-(105)	810	915	-(105)	33,345	42,954	-(9,609)
Chemicals	8,039	8,481	-(442)	8,039	8,481	-(442)	327,605	340,722	-(13,117)
Crushed Stone, Sand and Gravel	4,877	5,273	-(396)	4,877	5,273	-(396)	195,290	189,940	5,350
Farm Products Ex Grain	177	167	10	177	167	10	6,831	6,447	384
Food and Kindred Products	1,791	1,791	0	1,791	1,791	0	67,238	67,466	-(228)
Grain	2,890	3,065	-(175)	2,890	3,065	-(175)	140,458	135,951	4,507
Grain Mill Products	2,477	2,745	-(268)	2,477	2,745	-(268)	101,206	101,763	-(557)
Iron and Steel Scrap	1,347	1,295	52	1,347	1,295	52	55,668	60,363	-(4,695)
Lumber and Wood Products	833	956	-(123)	833	956	-(123)	35,080	38,449	-(3,369)
Metallic Ores	74	84	-(10)	74	84	-(10)	3,623	3,513	110
Metals and Products	4,642	5,400	-(758)	4,642	5,400	-(758)	209,169	224,466	-(15,297)
Motor Vehicles and Equipment	7,065	8,063	-(998)	7,065	8,063	-(998)	304,738	312,841	-(8,103)
Non Metallic Minerals	447	455	-(8)	447	455	-(8)	23,011	22,123	888
Petroleum Products	4,323	3,524	799	4,323	3,524	799	131,325	137,375	-(6,050)
Primary Forest Products	383	433	-(50)	383	433	-(50)	17,035	16,493	542
Pulp, Paper and Allied Products	2,602	2,816	-(214)	2,602	2,816	-(214)	103,656	110,085	-(6,429)
Stone, Clay and Glass Products	2,589	2,541	48	2,589	2,541	48	103,810	105,110	-(1,300)
Waste and Scrap Materials	1,020	1,140	-(120)	1,020	1,140	-(120)	40,620	35,551	5,069
<b>Total Merchandise</b>	<b>46,386</b>	<b>49,144</b>	<b>-(2,758)</b>	<b>46,386</b>	<b>49,144</b>	<b>-(2,758)</b>	<b>1,899,708</b>	<b>1,951,612</b>	<b>-(51,904)</b>
Container	75,076	82,179	-(7,103)	75,076	82,179	-(7,103)	2,987,572	3,021,253	-(33,681)
Trailer	5,883	8,087	-(2,204)	5,883	8,087	-(2,204)	271,089	323,461	-(52,372)
<b>Total Intermodal</b>	<b>80,959</b>	<b>90,266</b>	<b>-(9,307)</b>	<b>80,959</b>	<b>90,266</b>	<b>-(9,307)</b>	<b>3,258,661</b>	<b>3,344,714</b>	<b>-(86,053)</b>
Coal	16,207	17,920	-(1,713)	16,207	17,920	-(1,713)	690,055	745,958	-(55,903)
Coke	880	1,130	-(250)	880	1,130	-(250)	43,618	53,405	-(9,787)
<b>Total Coal and Coke</b>	<b>17,087</b>	<b>19,050</b>	<b>-(1,963)</b>	<b>17,087</b>	<b>19,050</b>	<b>-(1,963)</b>	<b>733,673</b>	<b>799,363</b>	<b>-(65,690)</b>
<b>Total Carloadings</b>	<b>144,432</b>	<b>158,460</b>	<b>-(14,028)</b>	<b>144,432</b>	<b>158,460</b>	<b>-(14,028)</b>	<b>5,892,042</b>	<b>6,095,689</b>	<b>-(203,647)</b>

**Norfolk Southern Corporation**  
**Weekly Merchandise, Intermodal and Coal/Coke Car loadings**  
**Week 41 (Q4) From: 10-06-2019 To: 10-12-2019**  
Data Generated: Mon Oct 21 05:00:35 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	833	967	-(134)	1,643	1,882	-(239)	34,178	43,921	-(9,743)
Chemicals	7,918	8,308	-(390)	15,957	16,789	-(832)	335,523	349,030	-(13,507)
Crushed Stone, Sand and Gravel	4,410	4,420	-(10)	9,287	9,693	-(406)	199,700	194,360	5,340
Farm Products Ex Grain	144	133	11	321	300	21	6,975	6,580	395
Food and Kindred Products	1,670	1,675	-(5)	3,461	3,466	-(5)	68,908	69,141	-(233)
Grain	3,036	3,685	-(649)	5,926	6,750	-(824)	143,494	139,636	3,858
Grain Mill Products	2,413	2,603	-(190)	4,890	5,348	-(458)	103,619	104,366	-(747)
Iron and Steel Scrap	1,296	1,465	-(169)	2,643	2,760	-(117)	56,964	61,828	-(4,864)
Lumber and Wood Products	788	886	-(98)	1,621	1,842	-(221)	35,868	39,335	-(3,467)
Metallic Ores	82	84	-(2)	156	168	-(12)	3,705	3,597	108
Metals and Products	4,616	5,169	-(553)	9,258	10,569	-(1,311)	213,785	229,635	-(15,850)
Motor Vehicles and Equipment	7,157	7,683	-(526)	14,222	15,746	-(1,524)	311,895	320,524	-(8,629)
Non Metallic Minerals	582	583	-(1)	1,029	1,038	-(9)	23,593	22,706	887
Petroleum Products	3,753	3,429	324	8,076	6,953	1,123	135,078	140,804	-(5,726)
Primary Forest Products	389	350	39	772	783	-(11)	17,424	16,843	581
Pulp, Paper and Allied Products	2,575	2,645	-(70)	5,177	5,461	-(284)	106,231	112,730	-(6,499)
Stone, Clay and Glass Products	2,746	2,384	362	5,335	4,925	410	106,556	107,494	-(938)
Waste and Scrap Materials	1,012	996	16	2,032	2,136	-(104)	41,632	36,547	5,085
<b>Total Merchandise</b>	<b>45,420</b>	<b>47,465</b>	<b>-(2,045)</b>	<b>91,806</b>	<b>96,609</b>	<b>-(4,803)</b>	<b>1,945,128</b>	<b>1,999,077</b>	<b>-(53,949)</b>
Container	76,961	79,545	-(2,584)	152,037	161,724	-(9,687)	3,064,533	3,100,798	-(36,265)
Trailer	5,200	7,987	-(2,787)	11,083	16,074	-(4,991)	276,289	331,448	-(55,159)
<b>Total Intermodal</b>	<b>82,161</b>	<b>87,532</b>	<b>-(5,371)</b>	<b>163,120</b>	<b>177,798</b>	<b>-(14,678)</b>	<b>3,340,822</b>	<b>3,432,246</b>	<b>-(91,424)</b>
Coal	14,429	17,994	-(3,565)	30,636	35,914	-(5,278)	704,484	763,952	-(59,468)
Coke	892	1,123	-(231)	1,772	2,253	-(481)	44,510	54,528	-(10,018)
<b>Total Coal and Coke</b>	<b>15,321</b>	<b>19,117</b>	<b>-(3,796)</b>	<b>32,408</b>	<b>38,167</b>	<b>-(5,759)</b>	<b>748,994</b>	<b>818,480</b>	<b>-(69,486)</b>
<b>Total Carloadings</b>	<b>142,902</b>	<b>154,114</b>	<b>-(11,212)</b>	<b>287,334</b>	<b>312,574</b>	<b>-(25,240)</b>	<b>6,034,944</b>	<b>6,249,803</b>	<b>-(214,859)</b>

**Norfolk Southern Corporation**  
**Weekly Merchandise, Intermodal and Coal/Coke Car loadings**  
**Week 42 (Q4) From: 10-13-2019 To: 10-19-2019**  
Data Generated: Mon Oct 21 05:00:35 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	1,094	859	235	2,737	2,741	-(4)	35,272	44,780	-(9,508)
Chemicals	7,476	8,375	-(899)	23,433	25,164	-(1,731)	342,999	357,405	-(14,406)
Crushed Stone, Sand and Gravel	4,409	4,968	-(559)	13,696	14,661	-(965)	204,109	199,328	4,781
Farm Products Ex Grain	158	166	-(8)	479	466	13	7,133	6,746	387
Food and Kindred Products	1,678	1,976	-(298)	5,139	5,442	-(303)	70,586	71,117	-(531)
Grain	3,122	3,116	6	9,048	9,866	-(818)	146,616	142,752	3,864
Grain Mill Products	2,297	2,646	-(349)	7,187	7,994	-(807)	105,916	107,012	-(1,096)
Iron and Steel Scrap	1,306	1,448	-(142)	3,949	4,208	-(259)	58,270	63,276	-(5,006)
Lumber and Wood Products	760	876	-(116)	2,381	2,718	-(337)	36,628	40,211	-(3,583)
Metallic Ores	79	109	-(30)	235	277	-(42)	3,784	3,706	78
Metals and Products	4,536	5,034	-(498)	13,794	15,603	-(1,809)	218,321	234,669	-(16,348)
Motor Vehicles and Equipment	6,962	7,821	-(859)	21,184	23,567	-(2,383)	318,857	328,345	-(9,488)
Non Metallic Minerals	355	574	-(219)	1,384	1,612	-(228)	23,948	23,280	668
Petroleum Products	3,742	3,186	556	11,818	10,139	1,679	138,820	143,990	-(5,170)
Primary Forest Products	418	454	-(36)	1,190	1,237	-(47)	17,842	17,297	545
Pulp, Paper and Allied Products	2,478	2,527	-(49)	7,655	7,988	-(333)	108,709	115,257	-(6,548)
Stone, Clay and Glass Products	2,547	2,487	60	7,882	7,412	470	109,103	109,981	-(878)
Waste and Scrap Materials	940	1,281	-(341)	2,972	3,417	-(445)	42,572	37,828	4,744
<b>Total Merchandise</b>	<b>44,357</b>	<b>47,903</b>	<b>-(3,546)</b>	<b>136,163</b>	<b>144,512</b>	<b>-(8,349)</b>	<b>1,989,485</b>	<b>2,046,980</b>	<b>-(57,495)</b>
Container	75,100	81,947	-(6,847)	227,137	243,671	-(16,534)	3,139,633	3,182,745	-(43,112)
Trailer	5,850	8,084	-(2,234)	16,933	24,158	-(7,225)	282,139	339,532	-(57,393)
<b>Total Intermodal</b>	<b>80,950</b>	<b>90,031</b>	<b>-(9,081)</b>	<b>244,070</b>	<b>267,829</b>	<b>-(23,759)</b>	<b>3,421,772</b>	<b>3,522,277</b>	<b>-(100,505)</b>
Coal	15,382	19,192	-(3,810)	46,018	55,106	-(9,088)	719,866	783,144	-(63,278)
Coke	885	741	144	2,657	2,994	-(337)	45,395	55,269	-(9,874)
<b>Total Coal and Coke</b>	<b>16,267</b>	<b>19,933</b>	<b>-(3,666)</b>	<b>48,675</b>	<b>58,100</b>	<b>-(9,425)</b>	<b>765,261</b>	<b>838,413</b>	<b>-(73,152)</b>
<b>Total Carloadings</b>	<b>141,574</b>	<b>157,867</b>	<b>-(16,293)</b>	<b>428,908</b>	<b>470,441</b>	<b>-(41,533)</b>	<b>6,176,518</b>	<b>6,407,670</b>	<b>-(231,152)</b>