

AAR Weekly Carloading Mapping Key to NS Commodities
(as of September 30, 2019)

NS Commodity by AAR Group	AAR Codes	Percentage of NS Commodity included in AAR Category ¹
Agriculture Products		
Grain	1	100%
Farm Products	2	100%
Grain Mill Products	7	99%
Food and Kindred Products	8	68%
Chemicals	12	36%
Non-metallic Ores	6	5%
Automotive		
Motor Vehicles and Equipment	17	100%
All Other Carloads	20	2%
Chemicals		
Petroleum Products	13	100%
Non-metallic Ores	6	86%
Waste and Scrap Materials	19	76%
Chemicals	12	64%
Coke	15	5%
Metals and Products	16	1%
All Other Carloads	20	4%
Metals and Construction		
Iron and Steel Scrap	18	100%
Crushed Stone, Sand and Gravel	5	100%
Metallic Ores	3	100%
Metals and Products	16	99%
Stone, Clay and Glass Products	14	73%
Waste and Scrap Materials	19	13%
Non-metallic Ores	6	9%
All Other Carloads	20	88%
Forest and Consumer		
Primary Forest Products	9	100%
Lumber and Wood Products	10	100%
Pulp, Paper, and Allied Products	11	100%
Food and Kindred Products	8	32%
Stone, Clay and Glass Products	14	27%
Waste and Scrap Materials	19	11%
Grain Mill Products	7	1%
All Other Carloads	20	6%
Intermodal		
Trailers		100%
Containers		100%
Coal		
Coal	4	100%
Coke	15	95%

¹Percentages represent weightings for most recent quarter. AAR carloadings are reported weekly and may not equal NS' quarterly carloadings.

**Norfolk Southern Railway Company
New Merchandise Commodity Group Mapping**

2018 Merchandise Commodity Group Mapping				
Agriculture/Consumer/Gov't	Automotive	Chemicals	Metals and Construction	Paper/Clay/Forest
Agrifuels	Auto Parts	Crude	Aggregates	Graphic Paper
Beverages & Consumer Prod	Finished Vehicles	Environmental Services	Aluminum Products	Kaolin
Canned Goods		Inorganic Chemicals	Cement	Lumber & Wood
Corn & Other Grains		NGLS	Coil	Pulpboard
Feed		Organic Chemicals	Iron & Steel	Pulp
Fertilizers		Plastics	Machinery	Waste
Flour		Petroleum Products	Misc. Construction	Wood Chips
Food Oils			Sand - Proppants	
Food Products			Scrap Metal	
Military and Misc Transportation				
Sweeteners				
Soybeans				
Wheat				

2019 Merchandise Commodity Group Mapping				
Agriculture Products	Automotive	Chemicals	Metals and Construction	Forest and Consumer
Agrifuels	Auto Parts	Crude	Aggregates	Beverages & Consumer Prod
Corn & Other Grains	Finished Vehicles	Inorganic Chemicals	Aluminum Products	Canned Goods
Feed		NGLS	Cement	Graphic Paper
Fertilizers		Organic Chemicals	Coil	Kaolin
Flour		Plastics	Iron & Steel	Lumber & Wood
Food Oils		Petroleum Products	Machinery	Pulpboard
Food Products		Waste (includes Env Serv)	Military and Misc Transportation	Pulp
Sweeteners			Misc. Construction	Wood Chips
Soybeans			Sand - Proppants	
Wheat			Scrap Metal	