		5
NS Commodity by AAR Group	AAR Codes	Percentage of NS
		Commodity included in
		AAR Category ¹
Agriculture, forest and consumer products		
Grain	1	100%
Farm Products	2	100%
Grain Mill Products	7	100%
Food and Kindred Products	8	100%
Primary Forest Products	9	100%
Lumber and Wood Products	10	100%
Pulp, Paper, and Allied Products	11	99%
Chemicals	12	41%
Waste and Scrap Materials	19	7%
Non-metallic Ores	6	2%
All Other Carloads	20	8%
Automotive		
Motor Vehicles and Equipment	17	100%
All Other Carloads	20	2%
Chemicals		
Petroleum Products	13	100%
Non-metallic Ores	6	88%
Waste and Scrap Materials	19	86%
Chemicals	12	59%
Crushed Stone, Sand and Gravel	5	37%
Coke	15	5%
Stone, Clay and Glass Products	14	2%
Pulp, Paper, and Allied Products	11	1%
Metals and Products	16	1%
All Other Carloads	20	4%
Metals and construction		
Iron and Steel Scrap	18	100%
Metals and Products	16	99%
Stone, Clay and Glass Products	14	98%
Metallic Ores	3	100%
All Other Carloads	20	86%
Crushed Stone, Sand and Gravel	5	63%
Non-metallic Ores	6	10%
Waste and Scrap Materials	19	7%
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.