

Norfolk Southern Corporation
Weekly Merchandise, Intermodal and Coal/Coke Car loadings
Week 31 (Q3) From: 07-29-2018 To: 08-04-2018
Data Generated: Mon Aug 27 05:00:20 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	1,009	987	22	5,088	3,838	1,250	34,519	28,018	6,501
Chemicals	7,976	7,573	403	41,925	37,632	4,293	263,442	235,869	27,573
Crushed Stone, Sand and Gravel	5,165	5,407	-(242)	26,646	26,116	530	145,683	140,453	5,230
Farm Products Ex Grain	185	173	12	837	709	128	5,006	4,862	144
Food and Kindred Products	1,748	1,846	-(98)	8,258	8,474	-(216)	51,865	53,260	-(1,395)
Grain	3,956	3,540	416	18,690	19,058	-(368)	105,422	115,827	-(10,405)
Grain Mill Products	2,456	2,461	-(5)	13,038	12,175	863	78,720	77,641	1,079
Iron and Steel Scrap	1,594	1,568	26	7,761	7,360	401	46,898	48,237	-(1,339)
Lumber and Wood Products	993	916	77	4,785	4,497	288	29,338	29,535	-(197)
Metallic Ores	100	81	19	483	436	47	2,726	2,920	-(194)
Metals and Products	6,120	5,911	209	28,243	28,236	7	173,587	177,729	-(4,142)
Motor Vehicles and Equipment	7,675	7,704	-(29)	33,877	31,694	2,183	241,477	254,312	-(12,835)
Non Metallic Minerals	534	327	207	2,662	1,942	720	16,904	13,890	3,014
Petroleum Products	3,318	2,522	796	17,334	12,861	4,473	105,920	93,263	12,657
Primary Forest Products	410	506	-(96)	1,982	2,295	-(313)	12,881	15,518	-(2,637)
Pulp, Paper and Allied Products	2,778	2,920	-(142)	14,487	14,288	199	84,612	83,236	1,376
Stone, Clay and Glass Products	2,736	2,916	-(180)	13,722	13,967	-(245)	81,421	84,278	-(2,857)
Waste and Scrap Materials	973	771	202	4,577	3,940	637	26,290	26,072	218
Total Merchandise	49,726	48,129	1,597	244,395	229,518	14,877	1,506,711	1,484,920	21,791
Container	77,564	76,309	1,255	380,043	351,445	28,598	2,312,130	2,160,787	151,343
Trailer	9,334	7,426	1,908	41,131	31,415	9,716	256,540	212,496	44,044
Total Intermodal	86,898	83,735	3,163	421,174	382,860	38,314	2,568,670	2,373,283	195,387
Coal	19,368	20,825	-(1,457)	87,761	88,347	-(586)	577,920	582,618	-(4,698)
Coke	1,243	1,584	-(341)	6,676	7,097	-(421)	42,444	42,296	148
Total Coal and Coke	20,611	22,409	-(1,798)	94,437	95,444	-(1,007)	620,364	624,914	-(4,550)
Total Carloadings	157,235	154,273	2,962	760,006	707,822	52,184	4,695,745	4,483,117	212,628

Norfolk Southern Corporation
Weekly Merchandise, Intermodal and Coal/Coke Car loadings
Week 32 (Q3) From: 08-05-2018 To: 08-11-2018
Data Generated: Mon Aug 27 05:00:21 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	705	636	69	5,793	4,474	1,319	35,224	28,654	6,570
Chemicals	8,682	8,079	603	50,607	45,711	4,896	272,124	243,948	28,176
Crushed Stone, Sand and Gravel	5,106	4,967	139	31,752	31,083	669	150,789	145,420	5,369
Farm Products Ex Grain	144	162	-(18)	981	871	110	5,150	5,024	126
Food and Kindred Products	1,619	1,741	-(122)	9,877	10,215	-(338)	53,484	55,001	-(1,517)
Grain	3,759	3,597	162	22,449	22,655	-(206)	109,181	119,424	-(10,243)
Grain Mill Products	2,639	2,620	19	15,677	14,795	882	81,359	80,261	1,098
Iron and Steel Scrap	1,434	1,675	-(241)	9,195	9,035	160	48,332	49,912	-(1,580)
Lumber and Wood Products	950	859	91	5,735	5,356	379	30,288	30,394	-(106)
Metallic Ores	89	76	13	572	512	60	2,815	2,996	-(181)
Metals and Products	5,944	5,760	184	34,187	33,996	191	179,531	183,489	-(3,958)
Motor Vehicles and Equipment	7,536	7,797	-(261)	41,413	39,491	1,922	249,013	262,109	-(13,096)
Non Metallic Minerals	575	333	242	3,237	2,275	962	17,479	14,223	3,256
Petroleum Products	3,248	2,988	260	20,582	15,849	4,733	109,168	96,251	12,917
Primary Forest Products	388	509	-(121)	2,370	2,804	-(434)	13,269	16,027	-(2,758)
Pulp, Paper and Allied Products	2,858	2,752	106	17,345	17,040	305	87,470	85,988	1,482
Stone, Clay and Glass Products	2,633	2,938	-(305)	16,355	16,905	-(550)	84,054	87,216	-(3,162)
Waste and Scrap Materials	1,034	771	263	5,611	4,711	900	27,324	26,843	481
Total Merchandise	49,343	48,260	1,083	293,738	277,778	15,960	1,556,054	1,533,180	22,874
Container	77,288	74,557	2,731	457,331	426,002	31,329	2,389,418	2,235,344	154,074
Trailer	8,618	7,136	1,482	49,749	38,551	11,198	265,158	219,632	45,526
Total Intermodal	85,906	81,693	4,213	507,080	464,553	42,527	2,654,576	2,454,976	199,600
Coal	19,063	20,146	-(1,083)	106,824	108,493	-(1,669)	596,983	602,764	-(5,781)
Coke	1,154	1,424	-(270)	7,830	8,521	-(691)	43,598	43,720	-(122)
Total Coal and Coke	20,217	21,570	-(1,353)	114,654	117,014	-(2,360)	640,581	646,484	-(5,903)
Total Carloadings	155,466	151,523	3,943	915,472	859,345	56,127	4,851,211	4,634,640	216,571

Norfolk Southern Corporation
Weekly Merchandise, Intermodal and Coal/Coke Car loadings
Week 33 (Q3) From: 08-12-2018 To: 08-18-2018
Data Generated: Mon Aug 27 05:00:21 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	784	976	-(192)	6,577	5,450	1,127	36,008	29,630	6,378
Chemicals	8,517	8,233	284	59,124	53,944	5,180	280,641	252,181	28,460
Crushed Stone, Sand and Gravel	5,180	5,014	166	36,932	36,097	835	155,969	150,434	5,535
Farm Products Ex Grain	172	155	17	1,153	1,026	127	5,322	5,179	143
Food and Kindred Products	1,763	1,811	-(48)	11,640	12,026	-(386)	55,247	56,812	-(1,565)
Grain	3,861	3,057	804	26,310	25,712	598	113,042	122,481	-(9,439)
Grain Mill Products	2,629	2,500	129	18,306	17,295	1,011	83,988	82,761	1,227
Iron and Steel Scrap	1,585	1,719	-(134)	10,780	10,754	26	49,917	51,631	-(1,714)
Lumber and Wood Products	1,025	910	115	6,760	6,266	494	31,313	31,304	9
Metallic Ores	78	100	-(22)	650	612	38	2,893	3,096	-(203)
Metals and Products	5,534	5,759	-(225)	39,721	39,755	-(34)	185,065	189,248	-(4,183)
Motor Vehicles and Equipment	7,689	7,879	-(190)	49,102	47,370	1,732	256,702	269,988	-(13,286)
Non Metallic Minerals	600	421	179	3,837	2,696	1,141	18,079	14,644	3,435
Petroleum Products	3,523	2,984	539	24,105	18,833	5,272	112,691	99,235	13,456
Primary Forest Products	370	438	-(68)	2,740	3,242	-(502)	13,639	16,465	-(2,826)
Pulp, Paper and Allied Products	2,774	2,969	-(195)	20,119	20,009	110	90,244	88,957	1,287
Stone, Clay and Glass Products	2,819	2,881	-(62)	19,174	19,786	-(612)	86,873	90,097	-(3,224)
Waste and Scrap Materials	1,012	775	237	6,623	5,486	1,137	28,336	27,618	718
Total Merchandise	49,915	48,581	1,334	343,653	326,359	17,294	1,605,969	1,581,761	24,208
Container	79,710	74,273	5,437	537,041	500,275	36,766	2,469,128	2,309,617	159,511
Trailer	8,402	7,062	1,340	58,151	45,613	12,538	273,560	226,694	46,866
Total Intermodal	88,112	81,335	6,777	595,192	545,888	49,304	2,742,688	2,536,311	206,377
Coal	19,952	20,747	-(795)	126,776	129,240	-(2,464)	616,935	623,511	-(6,576)
Coke	1,357	1,429	-(72)	9,187	9,950	-(763)	44,955	45,149	-(194)
Total Coal and Coke	21,309	22,176	-(867)	135,963	139,190	-(3,227)	661,890	668,660	-(6,770)
Total Carloadings	159,336	152,092	7,244	1,074,808	1,011,437	63,371	5,010,547	4,786,732	223,815

Norfolk Southern Corporation
Weekly Merchandise, Intermodal and Coal/Coke Car loadings
Week 34 (Q3) From: 08-19-2018 To: 08-25-2018
Data Generated: Mon Aug 27 05:00:21 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	770	846	-(76)	7,347	6,296	1,051	36,778	30,476	6,302
Chemicals	8,693	7,642	1,051	67,817	61,586	6,231	289,334	259,823	29,511
Crushed Stone, Sand and Gravel	4,882	5,147	-(265)	41,814	41,244	570	160,851	155,581	5,270
Farm Products Ex Grain	207	184	23	1,360	1,210	150	5,529	5,363	166
Food and Kindred Products	1,673	1,827	-(154)	13,313	13,853	-(540)	56,920	58,639	-(1,719)
Grain	3,006	3,541	-(535)	29,316	29,253	63	116,048	126,022	-(9,974)
Grain Mill Products	2,415	2,601	-(186)	20,721	19,896	825	86,403	85,362	1,041
Iron and Steel Scrap	1,594	1,743	-(149)	12,374	12,497	-(123)	51,511	53,374	-(1,863)
Lumber and Wood Products	1,015	892	123	7,775	7,158	617	32,328	32,196	132
Metallic Ores	72	94	-(22)	722	706	16	2,965	3,190	-(225)
Metals and Products	6,117	6,171	-(54)	45,838	45,926	-(88)	191,182	195,419	-(4,237)
Motor Vehicles and Equipment	8,139	7,891	248	57,241	55,261	1,980	264,841	277,879	-(13,038)
Non Metallic Minerals	604	516	88	4,441	3,212	1,229	18,683	15,160	3,523
Petroleum Products	3,475	2,940	535	27,580	21,773	5,807	116,166	102,175	13,991
Primary Forest Products	387	443	-(56)	3,127	3,685	-(558)	14,026	16,908	-(2,882)
Pulp, Paper and Allied Products	3,002	2,944	58	23,121	22,953	168	93,246	91,901	1,345
Stone, Clay and Glass Products	2,774	2,749	25	21,948	22,535	-(587)	89,647	92,846	-(3,199)
Waste and Scrap Materials	1,073	821	252	7,696	6,307	1,389	29,409	28,439	970
Total Merchandise	49,898	48,992	906	393,551	375,351	18,200	1,655,867	1,630,753	25,114
Container	79,243	73,380	5,863	616,284	573,655	42,629	2,548,371	2,382,997	165,374
Trailer	8,315	6,985	1,330	66,466	52,598	13,868	281,875	233,679	48,196
Total Intermodal	87,558	80,365	7,193	682,750	626,253	56,497	2,830,246	2,616,676	213,570
Coal	20,038	20,872	-(834)	146,814	150,112	-(3,298)	636,973	644,383	-(7,410)
Coke	1,180	1,398	-(218)	10,367	11,348	-(981)	46,135	46,547	-(412)
Total Coal and Coke	21,218	22,270	-(1,052)	157,181	161,460	-(4,279)	683,108	690,930	-(7,822)
Total Carloadings	158,674	151,627	7,047	1,233,482	1,163,064	70,418	5,169,221	4,938,359	230,862