

Norfolk Southern Corporation
Weekly Merchandise, Intermodal and Coal/Coke Car loadings
Week 27 (Q3) From: 06-28-2020 To: 07-04-2020
Data Generated: Mon Jul 27 09:01:03 EST 2020

| | 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 | 696 | 578 | 118 | 8,911 | 11,165 | -(2,254) | 19,416 | 21,724 | -(2,308) |
| Chemicals | 6,748 | 8,044 | -(1,296) | 86,471 | 108,489 | -(22,018) | 196,689 | 224,482 | -(27,793) |
| Crushed Stone, Sand and Gravel | 3,222 | 4,448 | -(1,226) | 52,614 | 72,577 | -(19,963) | 98,483 | 128,793 | -(30,310) |
| Farm Products Ex Grain | 146 | 169 | -(23) | 2,523 | 2,290 | 233 | 5,248 | 4,709 | 539 |
| Food and Kindred Products | 1,634 | 1,767 | -(133) | 19,851 | 22,375 | -(2,524) | 43,630 | 45,390 | -(1,760) |
| Grain | 2,916 | 3,969 | -(1,053) | 38,821 | 49,850 | -(11,029) | 81,170 | 97,401 | -(16,231) |
| Grain Mill Products | 2,407 | 2,339 | 68 | 28,664 | 33,130 | -(4,466) | 60,745 | 68,592 | -(7,847) |
| Iron and Steel Scrap | 1,050 | 943 | 107 | 13,973 | 18,105 | -(4,132) | 33,369 | 38,339 | -(4,970) |
| Lumber and Wood Products | 651 | 872 | -(221) | 9,760 | 12,120 | -(2,360) | 20,549 | 24,203 | -(3,654) |
| Metallic Ores | 68 | 74 | -(6) | 800 | 1,193 | -(393) | 1,966 | 2,580 | -(614) |
| Metals and Products | 3,456 | 4,716 | -(1,260) | 41,085 | 67,253 | -(26,168) | 109,946 | 142,955 | -(33,009) |
| Motor Vehicles and Equipment | 6,985 | 6,030 | 955 | 34,518 | 101,372 | -(66,854) | 132,462 | 205,464 | -(73,002) |
| Non Metallic Minerals | 435 | 367 | 68 | 4,475 | 8,434 | -(3,959) | 12,055 | 16,358 | -(4,303) |
| Petroleum Products | 1,458 | 3,476 | -(2,018) | 30,689 | 42,751 | -(12,062) | 78,996 | 86,527 | -(7,531) |
| Primary Forest Products | 232 | 269 | -(37) | 3,994 | 5,674 | -(1,680) | 8,504 | 11,653 | -(3,149) |
| Pulp, Paper and Allied Products | 2,170 | 2,699 | -(529) | 29,933 | 32,421 | -(2,488) | 65,429 | 70,198 | -(4,769) |
| Stone, Clay and Glass Products | 2,355 | 2,557 | -(202) | 30,212 | 34,661 | -(4,449) | 63,371 | 68,155 | -(4,784) |
| Waste and Scrap Materials | 1,021 | 997 | 24 | 12,044 | 13,226 | -(1,182) | 25,653 | 27,300 | -(1,647) |
| Total Merchandise | 37,650 | 44,314 | -(6,664) | 449,338 | 637,086 | -(187,748) | 1,057,681 | 1,284,823 | -(227,142) |
| Container | 67,459 | 67,988 | -(529) | 816,770 | 967,013 | -(150,243) | 1,767,005 | 2,014,342 | -(247,337) |
| Trailer | 6,121 | 4,846 | 1,275 | 64,686 | 81,507 | -(16,821) | 141,871 | 185,579 | -(43,708) |
| Total Intermodal | 73,580 | 72,834 | 746 | 881,456 | 1,048,520 | -(167,064) | 1,908,876 | 2,199,921 | -(291,045) |
| Coal | 8,669 | 11,796 | -(3,127) | 106,321 | 243,990 | -(137,669) | 269,747 | 482,535 | -(212,788) |
| Coke | 390 | 1,075 | -(685) | 7,028 | 15,054 | -(8,026) | 17,252 | 30,215 | -(12,963) |
| Total Coal and Coke | 9,059 | 12,871 | -(3,812) | 113,349 | 259,044 | -(145,695) | 286,999 | 512,750 | -(225,751) |
| Total Carloadings | 120,289 | 130,019 | -(9,730) | 1,444,143 | 1,944,650 | -(500,507) | 3,253,556 | 3,997,494 | -(743,938) |

Norfolk Southern Corporation
Weekly Merchandise, Intermodal and Coal/Coke Car loadings
Week 28 (Q3) From: 07-05-2020 To: 07-11-2020
Data Generated: Mon Jul 27 09:01:03 EST 2020

| | 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 | 737 | 675 | 62 | 1,433 | 1,253 | 180 | 20,153 | 22,399 | -(2,246) |
| Chemicals | 7,252 | 8,478 | -(1,226) | 14,000 | 16,522 | -(2,522) | 203,941 | 232,960 | -(29,019) |
| Crushed Stone, Sand and Gravel | 4,506 | 4,999 | -(493) | 7,728 | 9,447 | -(1,719) | 102,989 | 133,792 | -(30,803) |
| Farm Products Ex Grain | 184 | 181 | 3 | 330 | 350 | -(20) | 5,432 | 4,890 | 542 |
| Food and Kindred Products | 1,598 | 1,631 | -(33) | 3,232 | 3,398 | -(166) | 45,228 | 47,021 | -(1,793) |
| Grain | 3,283 | 4,032 | -(749) | 6,199 | 8,001 | -(1,802) | 84,453 | 101,433 | -(16,980) |
| Grain Mill Products | 2,604 | 2,594 | 10 | 5,011 | 4,933 | 78 | 63,349 | 71,186 | -(7,837) |
| Iron and Steel Scrap | 1,085 | 1,217 | -(132) | 2,135 | 2,160 | -(25) | 34,454 | 39,556 | -(5,102) |
| Lumber and Wood Products | 733 | 845 | -(112) | 1,384 | 1,717 | -(333) | 21,282 | 25,048 | -(3,766) |
| Metallic Ores | 57 | 111 | -(54) | 125 | 185 | -(60) | 2,023 | 2,691 | -(668) |
| Metals and Products | 3,237 | 5,035 | -(1,798) | 6,693 | 9,751 | -(3,058) | 113,183 | 147,990 | -(34,807) |
| Motor Vehicles and Equipment | 7,195 | 6,797 | 398 | 14,180 | 12,827 | 1,353 | 139,657 | 212,261 | -(72,604) |
| Non Metallic Minerals | 401 | 613 | -(212) | 836 | 980 | -(144) | 12,456 | 16,971 | -(4,515) |
| Petroleum Products | 1,572 | 3,218 | -(1,646) | 3,030 | 6,694 | -(3,664) | 80,568 | 89,745 | -(9,177) |
| Primary Forest Products | 309 | 405 | -(96) | 541 | 674 | -(133) | 8,813 | 12,058 | -(3,245) |
| Pulp, Paper and Allied Products | 2,379 | 2,676 | -(297) | 4,549 | 5,375 | -(826) | 67,808 | 72,874 | -(5,066) |
| Stone, Clay and Glass Products | 2,477 | 2,951 | -(474) | 4,832 | 5,508 | -(676) | 65,848 | 71,106 | -(5,258) |
| Waste and Scrap Materials | 1,077 | 1,035 | 42 | 2,098 | 2,032 | 66 | 26,730 | 28,335 | -(1,605) |
| Total Merchandise | 40,686 | 47,493 | -(6,807) | 78,336 | 91,807 | -(13,471) | 1,098,367 | 1,332,316 | -(233,949) |
| Container | 65,960 | 72,404 | -(6,444) | 133,419 | 140,392 | -(6,973) | 1,832,965 | 2,086,746 | -(253,781) |
| Trailer | 6,058 | 5,064 | 994 | 12,179 | 9,910 | 2,269 | 147,929 | 190,643 | -(42,714) |
| Total Intermodal | 72,018 | 77,468 | -(5,450) | 145,598 | 150,302 | -(4,704) | 1,980,894 | 2,277,389 | -(296,495) |
| Coal | 8,541 | 15,561 | -(7,020) | 17,210 | 27,357 | -(10,147) | 278,288 | 498,096 | -(219,808) |
| Coke | 391 | 1,089 | -(698) | 781 | 2,164 | -(1,383) | 17,643 | 31,304 | -(13,661) |
| Total Coal and Coke | 8,932 | 16,650 | -(7,718) | 17,991 | 29,521 | -(11,530) | 295,931 | 529,400 | -(233,469) |
| Total Carloadings | 121,636 | 141,611 | -(19,975) | 241,925 | 271,630 | -(29,705) | 3,375,192 | 4,139,105 | -(763,913) |

Norfolk Southern Corporation
Weekly Merchandise, Intermodal and Coal/Coke Car loadings
Week 29 (Q3) From: 07-12-2020 To: 07-18-2020
Data Generated: Mon Jul 27 09:01:03 EST 2020

| | 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 | 873 | 846 | 27 | 2,306 | 2,099 | 207 | 21,026 | 23,245 | -(2,219) |
| Chemicals | 6,751 | 7,833 | -(1,082) | 20,751 | 24,355 | -(3,604) | 210,692 | 240,793 | -(30,101) |
| Crushed Stone, Sand and Gravel | 4,248 | 5,494 | -(1,246) | 11,976 | 14,941 | -(2,965) | 107,237 | 139,286 | -(32,049) |
| Farm Products Ex Grain | 191 | 137 | 54 | 521 | 487 | 34 | 5,623 | 5,027 | 596 |
| Food and Kindred Products | 1,638 | 1,641 | -(3) | 4,870 | 5,039 | -(169) | 46,866 | 48,662 | -(1,796) |
| Grain | 3,083 | 3,879 | -(796) | 9,282 | 11,880 | -(2,598) | 87,536 | 105,312 | -(17,776) |
| Grain Mill Products | 2,356 | 2,535 | -(179) | 7,367 | 7,468 | -(101) | 65,705 | 73,721 | -(8,016) |
| Iron and Steel Scrap | 1,247 | 1,299 | -(52) | 3,382 | 3,459 | -(77) | 35,701 | 40,855 | -(5,154) |
| Lumber and Wood Products | 830 | 800 | 30 | 2,214 | 2,517 | -(303) | 22,112 | 25,848 | -(3,736) |
| Metallic Ores | 56 | 115 | -(59) | 181 | 300 | -(119) | 2,079 | 2,806 | -(727) |
| Metals and Products | 3,579 | 5,078 | -(1,499) | 10,272 | 14,829 | -(4,557) | 116,762 | 153,068 | -(36,306) |
| Motor Vehicles and Equipment | 7,323 | 6,359 | 964 | 21,503 | 19,186 | 2,317 | 146,980 | 218,620 | -(71,640) |
| Non Metallic Minerals | 429 | 532 | -(103) | 1,265 | 1,512 | -(247) | 12,885 | 17,503 | -(4,618) |
| Petroleum Products | 1,633 | 3,359 | -(1,726) | 4,663 | 10,053 | -(5,390) | 82,201 | 93,104 | -(10,903) |
| Primary Forest Products | 245 | 412 | -(167) | 786 | 1,086 | -(300) | 9,058 | 12,470 | -(3,412) |
| Pulp, Paper and Allied Products | 2,056 | 2,510 | -(454) | 6,605 | 7,885 | -(1,280) | 69,864 | 75,384 | -(5,520) |
| Stone, Clay and Glass Products | 2,668 | 2,786 | -(118) | 7,500 | 8,294 | -(794) | 68,516 | 73,892 | -(5,376) |
| Waste and Scrap Materials | 987 | 1,183 | -(196) | 3,085 | 3,215 | -(130) | 27,717 | 29,518 | -(1,801) |
| Total Merchandise | 40,193 | 46,798 | -(6,605) | 118,529 | 138,605 | -(20,076) | 1,138,560 | 1,379,114 | -(240,554) |
| Container | 69,684 | 74,972 | -(5,288) | 203,103 | 215,364 | -(12,261) | 1,902,649 | 2,161,718 | -(259,069) |
| Trailer | 6,535 | 6,211 | 324 | 18,714 | 16,121 | 2,593 | 154,464 | 196,854 | -(42,390) |
| Total Intermodal | 76,219 | 81,183 | -(4,964) | 221,817 | 231,485 | -(9,668) | 2,057,113 | 2,358,572 | -(301,459) |
| Coal | 9,768 | 15,683 | -(5,915) | 26,978 | 43,040 | -(16,062) | 288,056 | 513,779 | -(225,723) |
| Coke | 476 | 923 | -(447) | 1,257 | 3,087 | -(1,830) | 18,119 | 32,227 | -(14,108) |
| Total Coal and Coke | 10,244 | 16,606 | -(6,362) | 28,235 | 46,127 | -(17,892) | 306,175 | 546,006 | -(239,831) |
| Total Carloadings | 126,656 | 144,587 | -(17,931) | 368,581 | 416,217 | -(47,636) | 3,501,848 | 4,283,692 | -(781,844) |

Norfolk Southern Corporation
Weekly Merchandise, Intermodal and Coal/Coke Car loadings
Week 30 (Q3) From: 07-19-2020 To: 07-25-2020
 Data Generated: Mon Jul 27 09:01:04 EST 2020

| | 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 | 917 | 834 | 83 | 3,223 | 2,933 | 290 | 21,943 | 24,079 | -(2,136) |
| Chemicals | 7,195 | 7,633 | -(438) | 27,946 | 31,988 | -(4,042) | 217,887 | 248,426 | -(30,539) |
| Crushed Stone, Sand and Gravel | 4,352 | 5,303 | -(951) | 16,328 | 20,244 | -(3,916) | 111,589 | 144,589 | -(33,000) |
| Farm Products Ex Grain | 175 | 132 | 43 | 696 | 619 | 77 | 5,798 | 5,159 | 639 |
| Food and Kindred Products | 1,713 | 1,593 | 120 | 6,583 | 6,632 | -(49) | 48,579 | 50,255 | -(1,676) |
| Grain | 3,373 | 3,116 | 257 | 12,655 | 14,996 | -(2,341) | 90,909 | 108,428 | -(17,519) |
| Grain Mill Products | 2,457 | 2,699 | -(242) | 9,824 | 10,167 | -(343) | 68,162 | 76,420 | -(8,258) |
| Iron and Steel Scrap | 1,340 | 1,272 | 68 | 4,722 | 4,731 | -(9) | 37,041 | 42,127 | -(5,086) |
| Lumber and Wood Products | 797 | 792 | 5 | 3,011 | 3,309 | -(298) | 22,909 | 26,640 | -(3,731) |
| Metallic Ores | 48 | 55 | -(7) | 229 | 355 | -(126) | 2,127 | 2,861 | -(734) |
| Metals and Products | 4,020 | 5,508 | -(1,488) | 14,292 | 20,337 | -(6,045) | 120,782 | 158,576 | -(37,794) |
| Motor Vehicles and Equipment | 8,182 | 7,059 | 1,123 | 29,685 | 26,245 | 3,440 | 155,162 | 225,679 | -(70,517) |
| Non Metallic Minerals | 307 | 561 | -(254) | 1,572 | 2,073 | -(501) | 13,192 | 18,064 | -(4,872) |
| Petroleum Products | 1,503 | 3,418 | -(1,915) | 6,166 | 13,471 | -(7,305) | 83,704 | 96,522 | -(12,818) |
| Primary Forest Products | 282 | 456 | -(174) | 1,068 | 1,542 | -(474) | 9,340 | 12,926 | -(3,586) |
| Pulp, Paper and Allied Products | 2,279 | 2,354 | -(75) | 8,884 | 10,239 | -(1,355) | 72,143 | 77,738 | -(5,595) |
| Stone, Clay and Glass Products | 2,659 | 2,852 | -(193) | 10,159 | 11,146 | -(987) | 71,175 | 76,744 | -(5,569) |
| Waste and Scrap Materials | 1,051 | 830 | 221 | 4,136 | 4,045 | 91 | 28,768 | 30,348 | -(1,580) |
| Total Merchandise | 42,650 | 46,467 | -(3,817) | 161,179 | 185,072 | -(23,893) | 1,181,210 | 1,425,581 | -(244,371) |
| Container | 72,710 | 76,043 | -(3,333) | 275,813 | 291,407 | -(15,594) | 1,975,359 | 2,237,761 | -(262,402) |
| Trailer | 6,880 | 6,528 | 352 | 25,594 | 22,649 | 2,945 | 161,344 | 203,382 | -(42,038) |
| Total Intermodal | 79,590 | 82,571 | -(2,981) | 301,407 | 314,056 | -(12,649) | 2,136,703 | 2,441,143 | -(304,440) |
| Coal | 10,509 | 16,321 | -(5,812) | 37,487 | 59,361 | -(21,874) | 298,565 | 530,100 | -(231,535) |
| Coke | 535 | 1,075 | -(540) | 1,792 | 4,162 | -(2,370) | 18,654 | 33,302 | -(14,648) |
| Total Coal and Coke | 11,044 | 17,396 | -(6,352) | 39,279 | 63,523 | -(24,244) | 317,219 | 563,402 | -(246,183) |
| Total Carloadings | 133,284 | 146,434 | -(13,150) | 501,865 | 562,651 | -(60,786) | 3,635,132 | 4,430,126 | -(794,994) |