

Norfolk Southern Corporation
Weekly Merchandise, Intermodal and Coal/Coke Car loadings
Week 40 (Q4) From: 09-30-2018 To: 10-06-2018
Data Generated: Mon Oct 29 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	998	959	39	998	959	39	43,143	35,655	7,488
Chemicals	8,448	7,650	798	8,448	7,650	798	340,516	308,703	31,813
Crushed Stone, Sand and Gravel	5,291	5,118	173	5,291	5,118	173	189,974	186,205	3,769
Farm Products Ex Grain	167	123	44	167	123	44	6,447	6,136	311
Food and Kindred Products	1,795	1,769	26	1,795	1,769	26	67,454	69,217	-(1,763)
Grain	3,001	3,473	-(472)	3,001	3,473	-(472)	135,780	148,267	-(12,487)
Grain Mill Products	2,643	2,606	37	2,643	2,606	37	101,783	100,753	1,030
Iron and Steel Scrap	1,297	1,463	-(166)	1,297	1,463	-(166)	60,354	63,555	-(3,201)
Lumber and Wood Products	950	952	-(2)	950	952	-(2)	38,441	38,093	348
Metallic Ores	83	73	10	83	73	10	3,514	3,686	-(172)
Metals and Products	5,394	5,259	135	5,394	5,259	135	224,541	229,409	-(4,868)
Motor Vehicles and Equipment	8,055	8,493	-(438)	8,055	8,493	-(438)	312,824	326,140	-(13,316)
Non Metallic Minerals	458	312	146	458	312	146	22,130	17,363	4,767
Petroleum Products	3,539	2,976	563	3,539	2,976	563	137,415	120,430	16,985
Primary Forest Products	435	497	-(62)	435	497	-(62)	16,493	19,796	-(3,303)
Pulp, Paper and Allied Products	2,807	2,761	46	2,807	2,761	46	110,086	108,663	1,423
Stone, Clay and Glass Products	2,549	3,042	-(493)	2,549	3,042	-(493)	105,129	110,317	-(5,188)
Waste and Scrap Materials	1,140	924	216	1,140	924	216	35,493	33,366	2,127
Total Merchandise	49,050	48,450	600	49,050	48,450	600	1,951,517	1,925,754	25,763
Container	82,013	76,457	5,556	82,013	76,457	5,556	3,013,302	2,821,185	192,117
Trailer	8,250	7,663	587	8,250	7,663	587	331,501	277,643	53,858
Total Intermodal	90,263	84,120	6,143	90,263	84,120	6,143	3,344,803	3,098,828	245,975
Coal	17,794	20,366	-(2,572)	17,794	20,366	-(2,572)	745,827	760,556	-(14,729)
Coke	1,085	1,566	-(481)	1,085	1,566	-(481)	53,402	55,776	-(2,374)
Total Coal and Coke	18,879	21,932	-(3,053)	18,879	21,932	-(3,053)	799,229	816,332	-(17,103)
Total Carloadings	158,192	154,502	3,690	158,192	154,502	3,690	6,095,549	5,840,914	254,635

Norfolk Southern Corporation
Weekly Merchandise, Intermodal and Coal/Coke Car loadings
Week 41 (Q4) From: 10-07-2018 To: 10-13-2018
Data Generated: Mon Oct 29 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	1,053	788	265	2,051	1,747	304	44,196	36,443	7,753
Chemicals	8,308	8,605	-(297)	16,756	16,255	501	348,824	317,308	31,516
Crushed Stone, Sand and Gravel	4,434	4,528	-(94)	9,725	9,646	79	194,408	190,733	3,675
Farm Products Ex Grain	133	160	-(27)	300	283	17	6,580	6,296	284
Food and Kindred Products	1,672	1,749	-(77)	3,467	3,518	-(51)	69,126	70,966	-(1,840)
Grain	3,807	3,426	381	6,808	6,899	-(91)	139,587	151,693	-(12,106)
Grain Mill Products	2,606	2,595	11	5,249	5,201	48	104,389	103,348	1,041
Iron and Steel Scrap	1,472	1,627	-(155)	2,769	3,090	-(321)	61,826	65,182	-(3,356)
Lumber and Wood Products	888	946	-(58)	1,838	1,898	-(60)	39,329	39,039	290
Metallic Ores	83	98	-(15)	166	171	-(5)	3,597	3,784	-(187)
Metals and Products	5,180	5,274	-(94)	10,574	10,533	41	229,721	234,683	-(4,962)
Motor Vehicles and Equipment	7,693	8,315	-(622)	15,748	16,808	-(1,060)	320,517	334,455	-(13,938)
Non Metallic Minerals	577	330	247	1,035	642	393	22,707	17,693	5,014
Petroleum Products	3,395	3,333	62	6,934	6,309	625	140,810	123,763	17,047
Primary Forest Products	350	487	-(137)	785	984	-(199)	16,843	20,283	-(3,440)
Pulp, Paper and Allied Products	2,645	2,631	14	5,452	5,392	60	112,731	111,294	1,437
Stone, Clay and Glass Products	2,383	3,029	-(646)	4,932	6,071	-(1,139)	107,512	113,346	-(5,834)
Waste and Scrap Materials	1,008	812	196	2,148	1,736	412	36,501	34,178	2,323
Total Merchandise	47,687	48,733	-(1,046)	96,737	97,183	-(446)	1,999,204	1,974,487	24,717
Container	79,413	75,013	4,400	161,426	151,470	9,956	3,092,715	2,896,198	196,517
Trailer	8,112	7,681	431	16,362	15,344	1,018	339,613	285,324	54,289
Total Intermodal	87,525	82,694	4,831	177,788	166,814	10,974	3,432,328	3,181,522	250,806
Coal	18,142	18,638	-(496)	35,936	39,004	-(3,068)	763,969	779,194	-(15,225)
Coke	1,123	1,715	-(592)	2,208	3,281	-(1,073)	54,525	57,491	-(2,966)
Total Coal and Coke	19,265	20,353	-(1,088)	38,144	42,285	-(4,141)	818,494	836,685	-(18,191)
Total Carloadings	154,477	151,780	2,697	312,669	306,282	6,387	6,250,026	5,992,694	257,332

Norfolk Southern Corporation
Weekly Merchandise, Intermodal and Coal/Coke Car loadings
Week 42 (Q4) From: 10-14-2018 To: 10-20-2018
Data Generated: Mon Oct 29 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	877	583	294	2,928	2,330	598	45,073	37,026	8,047
Chemicals	8,384	7,596	788	25,140	23,851	1,289	357,208	324,904	32,304
Crushed Stone, Sand and Gravel	5,083	5,095	-(12)	14,808	14,741	67	199,491	195,828	3,663
Farm Products Ex Grain	166	152	14	466	435	31	6,746	6,448	298
Food and Kindred Products	1,974	1,917	57	5,441	5,435	6	71,100	72,883	-(1,783)
Grain	3,187	3,401	-(214)	9,995	10,300	-(305)	142,774	155,094	-(12,320)
Grain Mill Products	2,646	2,767	-(121)	7,895	7,968	-(73)	107,035	106,115	920
Iron and Steel Scrap	1,445	1,512	-(67)	4,214	4,602	-(388)	63,271	66,694	-(3,423)
Lumber and Wood Products	877	865	12	2,715	2,763	-(48)	40,206	39,904	302
Metallic Ores	108	80	28	274	251	23	3,705	3,864	-(159)
Metals and Products	5,058	5,200	-(142)	15,632	15,733	-(101)	234,779	239,883	-(5,104)
Motor Vehicles and Equipment	7,820	8,143	-(323)	23,568	24,951	-(1,383)	328,337	342,598	-(14,261)
Non Metallic Minerals	573	425	148	1,608	1,067	541	23,280	18,118	5,162
Petroleum Products	3,184	2,723	461	10,118	9,032	1,086	143,994	126,486	17,508
Primary Forest Products	453	472	-(19)	1,238	1,456	-(218)	17,296	20,755	-(3,459)
Pulp, Paper and Allied Products	2,531	2,523	8	7,983	7,915	68	115,262	113,817	1,445
Stone, Clay and Glass Products	2,484	3,173	-(689)	7,416	9,244	-(1,828)	109,996	116,519	-(6,523)
Waste and Scrap Materials	1,282	809	473	3,430	2,545	885	37,783	34,987	2,796
Total Merchandise	48,132	47,436	696	144,869	144,619	250	2,047,336	2,021,923	25,413
Container	81,822	76,477	5,345	243,248	227,947	15,301	3,174,537	2,972,675	201,862
Trailer	8,213	7,913	300	24,575	23,257	1,318	347,826	293,237	54,589
Total Intermodal	90,035	84,390	5,645	267,823	251,204	16,619	3,522,363	3,265,912	256,451
Coal	19,045	18,812	233	54,981	57,816	-(2,835)	783,014	798,006	-(14,992)
Coke	742	1,135	-(393)	2,950	4,416	-(1,466)	55,267	58,626	-(3,359)
Total Coal and Coke	19,787	19,947	-(160)	57,931	62,232	-(4,301)	838,281	856,632	-(18,351)
Total Carloadings	157,954	151,773	6,181	470,623	458,055	12,568	6,407,980	6,144,467	263,513

Norfolk Southern Corporation
Weekly Merchandise, Intermodal and Coal/Coke Car loadings
Week 43 (Q4) From: 10-21-2018 To: 10-27-2018
Data Generated: Mon Oct 29 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	1,108	734	374	4,036	3,064	972	46,181	37,760	8,421
Chemicals	8,061	8,036	25	33,201	31,887	1,314	365,269	332,940	32,329
Crushed Stone, Sand and Gravel	4,768	5,483	-(715)	19,576	20,224	-(648)	204,259	201,311	2,948
Farm Products Ex Grain	205	179	26	671	614	57	6,951	6,627	324
Food and Kindred Products	1,991	1,707	284	7,432	7,142	290	73,091	74,590	-(1,499)
Grain	3,365	3,718	-(353)	13,360	14,018	-(658)	146,139	158,812	-(12,673)
Grain Mill Products	2,571	2,469	102	10,466	10,437	29	109,606	108,584	1,022
Iron and Steel Scrap	1,500	1,573	-(73)	5,714	6,175	-(461)	64,771	68,267	-(3,496)
Lumber and Wood Products	1,012	872	140	3,727	3,635	92	41,218	40,776	442
Metallic Ores	104	73	31	378	324	54	3,809	3,937	-(128)
Metals and Products	5,211	5,347	-(136)	20,843	21,080	-(237)	239,990	245,230	-(5,240)
Motor Vehicles and Equipment	7,712	8,625	-(913)	31,280	33,576	-(2,296)	336,049	351,223	-(15,174)
Non Metallic Minerals	716	487	229	2,324	1,554	770	23,996	18,605	5,391
Petroleum Products	3,683	3,324	359	13,801	12,356	1,445	147,677	129,810	17,867
Primary Forest Products	489	510	-(21)	1,727	1,966	-(239)	17,785	21,265	-(3,480)
Pulp, Paper and Allied Products	2,641	2,701	-(60)	10,624	10,616	8	117,903	116,518	1,385
Stone, Clay and Glass Products	2,451	2,677	-(226)	9,867	11,921	-(2,054)	112,447	119,196	-(6,749)
Waste and Scrap Materials	957	845	112	4,387	3,390	997	38,740	35,832	2,908
Total Merchandise	48,545	49,360	-(815)	193,414	193,979	-(565)	2,095,881	2,071,283	24,598
Container	80,563	76,469	4,094	323,811	304,416	19,395	3,255,100	3,049,144	205,956
Trailer	7,918	8,008	-(90)	32,493	31,265	1,228	355,744	301,245	54,499
Total Intermodal	88,481	84,477	4,004	356,304	335,681	20,623	3,610,844	3,350,389	260,455
Coal	18,102	18,908	-(806)	73,083	76,724	-(3,641)	801,116	816,914	-(15,798)
Coke	1,204	1,861	-(657)	4,154	6,277	-(2,123)	56,471	60,487	-(4,016)
Total Coal and Coke	19,306	20,769	-(1,463)	77,237	83,001	-(5,764)	857,587	877,401	-(19,814)
Total Carloadings	156,332	154,606	1,726	626,955	612,661	14,294	6,564,312	6,299,073	265,239