

**Norfolk Southern Corporation**  
**Weekly Merchandise, Intermodal and Coal/Coke Car loadings**  
**Week 40 (Q4) From: 09-27-2020 To: 10-03-2020**  
Data Generated: Mon Nov 02 10:00:42 EST 2020

**Week5 Carloads Title**

Time run: 11/2/2020 5:00:42 AM

|                                 | 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              | 589            | 793            | -(204)          | 9,716            | 11,324           | -(1,608)          | 29,025           | 33,263           | -(4,238)          |
| Chemicals                       | 7,724          | 8,046          | -(322)          | 95,210           | 103,343          | -(8,133)          | 292,875          | 327,827          | -(34,952)         |
| Crushed Stone, Sand and Gravel  | 4,134          | 4,881          | -(747)          | 53,731           | 66,066           | -(12,335)         | 153,126          | 195,292          | -(42,166)         |
| Farm Products Ex Grain          | 137            | 177            | -(40)           | 2,017            | 2,115            | -(98)             | 7,256            | 6,832            | 424               |
| Food and Kindred Products       | 1,748          | 1,796          | -(48)           | 21,640           | 21,832           | -(192)            | 65,384           | 67,251           | -(1,867)          |
| Grain                           | 3,192          | 2,888          | 304             | 39,679           | 44,250           | -(4,571)          | 121,125          | 140,570          | -(19,445)         |
| Grain Mill Products             | 2,318          | 2,477          | -(159)          | 30,284           | 32,442           | -(2,158)          | 90,940           | 101,172          | -(10,232)         |
| Iron and Steel Scrap            | 1,327          | 1,349          | -(22)           | 16,638           | 16,941           | -(303)            | 50,284           | 55,686           | -(5,402)          |
| Lumber and Wood Products        | 905            | 833            | 72              | 10,295           | 10,889           | -(594)            | 31,098           | 35,053           | -(3,955)          |
| Metallic Ores                   | 86             | 74             | 12              | 942              | 1,065            | -(123)            | 2,926            | 3,645            | -(719)            |
| Metals and Products             | 4,785          | 4,609          | 176             | 51,583           | 66,312           | -(14,729)         | 162,858          | 209,160          | -(46,302)         |
| Motor Vehicles and Equipment    | 8,331          | 7,047          | 1,284           | 103,916          | 98,235           | 5,681             | 237,724          | 304,716          | -(66,992)         |
| Non Metallic Minerals           | 198            | 448            | -(250)          | 4,219            | 6,603            | -(2,384)          | 16,037           | 23,042           | -(7,005)          |
| Petroleum Products              | 1,707          | 4,337          | -(2,630)        | 22,100           | 43,930           | -(21,830)         | 101,345          | 131,318          | -(29,973)         |
| Primary Forest Products         | 200            | 387            | -(187)          | 3,518            | 5,272            | -(1,754)          | 11,990           | 17,043           | -(5,053)          |
| Pulp, Paper and Allied Products | 2,427          | 2,603          | -(176)          | 30,291           | 33,550           | -(3,259)          | 95,977           | 103,652          | -(7,675)          |
| Stone, Clay and Glass Products  | 2,674          | 2,588          | 86              | 32,975           | 35,630           | -(2,655)          | 96,665           | 103,816          | -(7,151)          |
| Waste and Scrap Materials       | 1,016          | 1,030          | -(14)           | 13,930           | 13,353           | 577               | 39,578           | 40,686           | -(1,108)          |
| <b>Total Merchandise</b>        | <b>43,498</b>  | <b>46,363</b>  | <b>-(2,865)</b> | <b>542,684</b>   | <b>613,152</b>   | <b>-(70,468)</b>  | <b>1,606,213</b> | <b>1,900,024</b> | <b>-(293,811)</b> |
| Container                       | 77,903         | 75,237         | 2,666           | 963,627          | 970,448          | -(6,821)          | 2,741,076        | 2,992,039        | -(250,963)        |
| Trailer                         | 7,525          | 5,751          | 1,774           | 88,172           | 79,986           | 8,186             | 231,447          | 266,470          | -(35,023)         |
| <b>Total Intermodal</b>         | <b>85,428</b>  | <b>80,988</b>  | <b>4,440</b>    | <b>1,051,799</b> | <b>1,050,434</b> | <b>1,365</b>      | <b>2,972,523</b> | <b>3,258,509</b> | <b>-(285,986)</b> |
| Coal                            | 9,834          | 16,032         | -(6,198)        | 139,201          | 203,382          | -(64,181)         | 410,113          | 690,153          | -(280,040)        |
| Coke                            | 496            | 890            | -(394)          | 7,117            | 13,588           | -(6,471)          | 24,475           | 43,618           | -(19,143)         |
| <b>Total Coal and Coke</b>      | <b>10,330</b>  | <b>16,922</b>  | <b>-(6,592)</b> | <b>146,318</b>   | <b>216,970</b>   | <b>-(70,652)</b>  | <b>434,588</b>   | <b>733,771</b>   | <b>-(299,183)</b> |
| <b>Total Carloadings</b>        | <b>139,256</b> | <b>144,273</b> | <b>-(5,017)</b> | <b>1,740,801</b> | <b>1,880,556</b> | <b>-(139,755)</b> | <b>5,013,324</b> | <b>5,892,304</b> | <b>-(878,980)</b> |

**Norfolk Southern Corporation**  
**Weekly Merchandise, Intermodal and Coal/Coke Car loadings**  
**Week 41 (Q4) From: 10-04-2020 To: 10-10-2020**  
Data Generated: Mon Nov 02 10:00:42 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              | 657            | 809            | -(152)          | 1,246          | 1,602          | -(356)          | 29,682           | 34,072           | -(4,390)          |
| Chemicals                       | 7,536          | 7,847          | -(311)          | 15,260         | 15,893         | -(633)          | 300,411          | 335,674          | -(35,263)         |
| Crushed Stone, Sand and Gravel  | 4,203          | 4,354          | -(151)          | 8,337          | 9,235          | -(898)          | 157,329          | 199,646          | -(42,317)         |
| Farm Products Ex Grain          | 163            | 144            | 19              | 300            | 321            | -(21)           | 7,419            | 6,976            | 443               |
| Food and Kindred Products       | 1,742          | 1,661          | 81              | 3,490          | 3,457          | 33              | 67,126           | 68,912           | -(1,786)          |
| Grain                           | 3,467          | 3,045          | 422             | 6,659          | 5,933          | 726             | 124,592          | 143,615          | -(19,023)         |
| Grain Mill Products             | 2,299          | 2,404          | -(105)          | 4,617          | 4,881          | -(264)          | 93,239           | 103,576          | -(10,337)         |
| Iron and Steel Scrap            | 1,231          | 1,265          | -(34)           | 2,558          | 2,614          | -(56)           | 51,515           | 56,951           | -(5,436)          |
| Lumber and Wood Products        | 925            | 790            | 135             | 1,830          | 1,623          | 207             | 32,023           | 35,843           | -(3,820)          |
| Metallic Ores                   | 68             | 82             | -(14)           | 154            | 156            | -(2)            | 2,994            | 3,727            | -(733)            |
| Metals and Products             | 4,267          | 4,606          | -(339)          | 9,052          | 9,215          | -(163)          | 167,125          | 213,766          | -(46,641)         |
| Motor Vehicles and Equipment    | 7,733          | 7,166          | 567             | 16,064         | 14,213         | 1,851           | 245,457          | 311,882          | -(66,425)         |
| Non Metallic Minerals           | 351            | 575            | -(224)          | 549            | 1,023          | -(474)          | 16,388           | 23,617           | -(7,229)          |
| Petroleum Products              | 1,953          | 3,733          | -(1,780)        | 3,660          | 8,070          | -(4,410)        | 103,298          | 135,051          | -(31,753)         |
| Primary Forest Products         | 264            | 389            | -(125)          | 464            | 776            | -(312)          | 12,254           | 17,432           | -(5,178)          |
| Pulp, Paper and Allied Products | 2,410          | 2,576          | -(166)          | 4,837          | 5,179          | -(342)          | 98,387           | 106,228          | -(7,841)          |
| Stone, Clay and Glass Products  | 2,665          | 2,741          | -(76)           | 5,339          | 5,329          | 10              | 99,330           | 106,557          | -(7,227)          |
| Waste and Scrap Materials       | 1,107          | 1,040          | 67              | 2,123          | 2,070          | 53              | 40,685           | 41,726           | -(1,041)          |
| <b>Total Merchandise</b>        | <b>43,041</b>  | <b>45,227</b>  | <b>-(2,186)</b> | <b>86,539</b>  | <b>91,590</b>  | <b>-(5,051)</b> | <b>1,649,254</b> | <b>1,945,251</b> | <b>-(295,997)</b> |
| Container                       | 77,192         | 77,104         | 88              | 155,095        | 152,341        | 2,754           | 2,818,268        | 3,069,143        | -(250,875)        |
| Trailer                         | 7,031          | 5,056          | 1,975           | 14,556         | 10,807         | 3,749           | 238,478          | 271,526          | -(33,048)         |
| <b>Total Intermodal</b>         | <b>84,223</b>  | <b>82,160</b>  | <b>2,063</b>    | <b>169,651</b> | <b>163,148</b> | <b>6,503</b>    | <b>3,056,746</b> | <b>3,340,669</b> | <b>-(283,923)</b> |
| Coal                            | 11,651         | 14,367         | -(2,716)        | 21,485         | 30,399         | -(8,914)        | 421,764          | 704,520          | -(282,756)        |
| Coke                            | 699            | 892            | -(193)          | 1,195          | 1,782          | -(587)          | 25,174           | 44,510           | -(19,336)         |
| <b>Total Coal and Coke</b>      | <b>12,350</b>  | <b>15,259</b>  | <b>-(2,909)</b> | <b>22,680</b>  | <b>32,181</b>  | <b>-(9,501)</b> | <b>446,938</b>   | <b>749,030</b>   | <b>-(302,092)</b> |
| <b>Total Carloadings</b>        | <b>139,614</b> | <b>142,646</b> | <b>-(3,032)</b> | <b>278,870</b> | <b>286,919</b> | <b>-(8,049)</b> | <b>5,152,938</b> | <b>6,034,950</b> | <b>-(882,012)</b> |

**Norfolk Southern Corporation**  
**Weekly Merchandise, Intermodal and Coal/Coke Car loadings**  
**Week 42 (Q4) From: 10-11-2020 To: 10-17-2020**  
Data Generated: Mon Nov 02 10:00:43 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              | 679            | 1,224          | -(545)          | 1,925          | 2,826          | -(901)           | 30,361           | 35,296           | -(4,935)          |
| Chemicals                       | 7,395          | 7,471          | -(76)           | 22,655         | 23,364         | -(709)           | 307,806          | 343,145          | -(35,339)         |
| Crushed Stone, Sand and Gravel  | 4,557          | 4,463          | 94              | 12,894         | 13,698         | -(804)           | 161,886          | 204,109          | -(42,223)         |
| Farm Products Ex Grain          | 146            | 159            | -(13)           | 446            | 480            | -(34)            | 7,565            | 7,135            | 430               |
| Food and Kindred Products       | 1,762          | 1,666          | 96              | 5,252          | 5,123          | 129              | 68,888           | 70,578           | -(1,690)          |
| Grain                           | 3,335          | 3,120          | 215             | 9,994          | 9,053          | 941              | 127,927          | 146,735          | -(18,808)         |
| Grain Mill Products             | 2,373          | 2,288          | 85              | 6,990          | 7,169          | -(179)           | 95,612           | 105,864          | -(10,252)         |
| Iron and Steel Scrap            | 1,263          | 1,305          | -(42)           | 3,821          | 3,919          | -(98)            | 52,778           | 58,256           | -(5,478)          |
| Lumber and Wood Products        | 816            | 757            | 59              | 2,646          | 2,380          | 266              | 32,839           | 36,600           | -(3,761)          |
| Metallic Ores                   | 101            | 79             | 22              | 255            | 235            | 20               | 3,095            | 3,806            | -(711)            |
| Metals and Products             | 4,465          | 4,530          | -(65)           | 13,517         | 13,745         | -(228)           | 171,590          | 218,296          | -(46,706)         |
| Motor Vehicles and Equipment    | 7,630          | 6,954          | 676             | 23,694         | 21,167         | 2,527            | 253,087          | 318,836          | -(65,749)         |
| Non Metallic Minerals           | 228            | 354            | -(126)          | 777            | 1,377          | -(600)           | 16,616           | 23,971           | -(7,355)          |
| Petroleum Products              | 1,799          | 3,745          | -(1,946)        | 5,459          | 11,815         | -(6,356)         | 105,097          | 138,796          | -(33,699)         |
| Primary Forest Products         | 267            | 417            | -(150)          | 731            | 1,193          | -(462)           | 12,521           | 17,849           | -(5,328)          |
| Pulp, Paper and Allied Products | 2,393          | 2,471          | -(78)           | 7,230          | 7,650          | -(420)           | 100,780          | 108,699          | -(7,919)          |
| Stone, Clay and Glass Products  | 2,417          | 2,551          | -(134)          | 7,756          | 7,880          | -(124)           | 101,747          | 109,108          | -(7,361)          |
| Waste and Scrap Materials       | 1,204          | 933            | 271             | 3,327          | 3,003          | 324              | 41,889           | 42,659           | -(770)            |
| <b>Total Merchandise</b>        | <b>42,830</b>  | <b>44,487</b>  | <b>-(1,657)</b> | <b>129,369</b> | <b>136,077</b> | <b>-(6,708)</b>  | <b>1,692,084</b> | <b>1,989,738</b> | <b>-(297,654)</b> |
| Container                       | 79,310         | 75,284         | 4,026           | 234,405        | 227,625        | 6,780            | 2,897,578        | 3,144,427        | -(246,849)        |
| Trailer                         | 5,906          | 5,685          | 221             | 20,462         | 16,492         | 3,970            | 244,384          | 277,211          | -(32,827)         |
| <b>Total Intermodal</b>         | <b>85,216</b>  | <b>80,969</b>  | <b>4,247</b>    | <b>254,867</b> | <b>244,117</b> | <b>10,750</b>    | <b>3,141,962</b> | <b>3,421,638</b> | <b>-(279,676)</b> |
| Coal                            | 11,176         | 15,362         | -(4,186)        | 32,661         | 45,761         | -(13,100)        | 432,940          | 719,882          | -(286,942)        |
| Coke                            | 370            | 887            | -(517)          | 1,565          | 2,669          | -(1,104)         | 25,544           | 45,397           | -(19,853)         |
| <b>Total Coal and Coke</b>      | <b>11,546</b>  | <b>16,249</b>  | <b>-(4,703)</b> | <b>34,226</b>  | <b>48,430</b>  | <b>-(14,204)</b> | <b>458,484</b>   | <b>765,279</b>   | <b>-(306,795)</b> |
| <b>Total Carloadings</b>        | <b>139,592</b> | <b>141,705</b> | <b>-(2,113)</b> | <b>418,462</b> | <b>428,624</b> | <b>-(10,162)</b> | <b>5,292,530</b> | <b>6,176,655</b> | <b>-(884,125)</b> |

**Norfolk Southern Corporation**  
**Weekly Merchandise, Intermodal and Coal/Coke Car loadings**  
**Week 43 (Q4) From: 10-18-2020 To: 10-24-2020**  
Data Generated: Mon Nov 02 10:00:43 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              | 525            | 995            | -(470)          | 2,450          | 3,821          | -(1,371)         | 30,886           | 36,291           | -(5,405)          |
| Chemicals                       | 7,259          | 7,683          | -(424)          | 29,914         | 31,047         | -(1,133)         | 315,065          | 350,828          | -(35,763)         |
| Crushed Stone, Sand and Gravel  | 3,959          | 5,205          | -(1,246)        | 16,853         | 18,903         | -(2,050)         | 165,845          | 209,314          | -(43,469)         |
| Farm Products Ex Grain          | 203            | 186            | 17              | 649            | 666            | -(17)            | 7,768            | 7,321            | 447               |
| Food and Kindred Products       | 1,769          | 1,804          | -(35)           | 7,021          | 6,927          | 94               | 70,657           | 72,382           | -(1,725)          |
| Grain                           | 3,668          | 2,586          | 1,082           | 13,662         | 11,639         | 2,023            | 131,595          | 149,321          | -(17,726)         |
| Grain Mill Products             | 2,338          | 2,293          | 45              | 9,328          | 9,462          | -(134)           | 97,950           | 108,157          | -(10,207)         |
| Iron and Steel Scrap            | 1,489          | 1,315          | 174             | 5,310          | 5,234          | 76               | 54,267           | 59,571           | -(5,304)          |
| Lumber and Wood Products        | 855            | 755            | 100             | 3,501          | 3,135          | 366              | 33,694           | 37,355           | -(3,661)          |
| Metallic Ores                   | 83             | 101            | -(18)           | 338            | 336            | 2                | 3,178            | 3,907            | -(729)            |
| Metals and Products             | 4,364          | 4,304          | 60              | 17,881         | 18,049         | -(168)           | 175,954          | 222,600          | -(46,646)         |
| Motor Vehicles and Equipment    | 7,562          | 7,271          | 291             | 31,256         | 28,438         | 2,818            | 260,649          | 326,107          | -(65,458)         |
| Non Metallic Minerals           | 299            | 553            | -(254)          | 1,076          | 1,930          | -(854)           | 16,915           | 24,524           | -(7,609)          |
| Petroleum Products              | 1,831          | 4,047          | -(2,216)        | 7,290          | 15,862         | -(8,572)         | 106,928          | 142,843          | -(35,915)         |
| Primary Forest Products         | 224            | 328            | -(104)          | 955            | 1,521          | -(566)           | 12,745           | 18,177           | -(5,432)          |
| Pulp, Paper and Allied Products | 2,291          | 2,478          | -(187)          | 9,521          | 10,128         | -(607)           | 103,071          | 111,177          | -(8,106)          |
| Stone, Clay and Glass Products  | 2,853          | 2,668          | 185             | 10,609         | 10,548         | 61               | 104,600          | 111,776          | -(7,176)          |
| Waste and Scrap Materials       | 1,239          | 1,054          | 185             | 4,566          | 4,057          | 509              | 43,128           | 43,713           | -(585)            |
| <b>Total Merchandise</b>        | <b>42,811</b>  | <b>45,626</b>  | <b>-(2,815)</b> | <b>172,180</b> | <b>181,703</b> | <b>-(9,523)</b>  | <b>1,734,895</b> | <b>2,035,364</b> | <b>-(300,469)</b> |
| Container                       | 78,736         | 77,233         | 1,503           | 313,141        | 304,858        | 8,283            | 2,976,314        | 3,221,660        | -(245,346)        |
| Trailer                         | 6,131          | 5,472          | 659             | 26,593         | 21,964         | 4,629            | 250,515          | 282,683          | -(32,168)         |
| <b>Total Intermodal</b>         | <b>84,867</b>  | <b>82,705</b>  | <b>2,162</b>    | <b>339,734</b> | <b>326,822</b> | <b>12,912</b>    | <b>3,226,829</b> | <b>3,504,343</b> | <b>-(277,514)</b> |
| Coal                            | 10,085         | 14,624         | -(4,539)        | 42,746         | 60,385         | -(17,639)        | 443,025          | 734,506          | -(291,481)        |
| Coke                            | 506            | 978            | -(472)          | 2,071          | 3,647          | -(1,576)         | 26,050           | 46,375           | -(20,325)         |
| <b>Total Coal and Coke</b>      | <b>10,591</b>  | <b>15,602</b>  | <b>-(5,011)</b> | <b>44,817</b>  | <b>64,032</b>  | <b>-(19,215)</b> | <b>469,075</b>   | <b>780,881</b>   | <b>-(311,806)</b> |
| <b>Total Carloadings</b>        | <b>138,269</b> | <b>143,933</b> | <b>-(5,664)</b> | <b>556,731</b> | <b>572,557</b> | <b>-(15,826)</b> | <b>5,430,799</b> | <b>6,320,588</b> | <b>-(889,789)</b> |

**Norfolk Southern Corporation**  
**Weekly Merchandise, Intermodal and Coal/Coke Car loadings**  
**Week 44 (Q4) From: 10-25-2020 To: 10-31-2020**  
Data Generated: Mon Nov 02 10:00:43 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              | 640            | 923            | -(283)          | 3,090          | 4,744          | -(1,654)         | 31,526           | 37,214           | -(5,688)          |
| Chemicals                       | 6,730          | 7,428          | -(698)          | 36,644         | 38,475         | -(1,831)         | 321,795          | 358,256          | -(36,461)         |
| Crushed Stone, Sand and Gravel  | 4,313          | 4,939          | -(626)          | 21,166         | 23,842         | -(2,676)         | 170,158          | 214,253          | -(44,095)         |
| Farm Products Ex Grain          | 148            | 179            | -(31)           | 797            | 845            | -(48)            | 7,916            | 7,500            | 416               |
| Food and Kindred Products       | 1,527          | 1,803          | -(276)          | 8,548          | 8,730          | -(182)           | 72,184           | 74,185           | -(2,001)          |
| Grain                           | 3,325          | 2,892          | 433             | 16,987         | 14,531         | 2,456            | 134,920          | 152,213          | -(17,293)         |
| Grain Mill Products             | 2,299          | 2,179          | 120             | 11,627         | 11,641         | -(14)            | 100,249          | 110,336          | -(10,087)         |
| Iron and Steel Scrap            | 1,601          | 1,188          | 413             | 6,911          | 6,422          | 489              | 55,868           | 60,759           | -(4,891)          |
| Lumber and Wood Products        | 769            | 849            | -(80)           | 4,270          | 3,984          | 286              | 34,463           | 38,204           | -(3,741)          |
| Metallic Ores                   | 67             | 75             | -(8)            | 405            | 411            | -(6)             | 3,245            | 3,982            | -(737)            |
| Metals and Products             | 4,079          | 4,652          | -(573)          | 21,960         | 22,701         | -(741)           | 180,033          | 227,252          | -(47,219)         |
| Motor Vehicles and Equipment    | 7,193          | 8,335          | -(1,142)        | 38,449         | 36,773         | 1,676            | 267,842          | 334,442          | -(66,600)         |
| Non Metallic Minerals           | 410            | 638            | -(228)          | 1,486          | 2,568          | -(1,082)         | 17,325           | 25,162           | -(7,837)          |
| Petroleum Products              | 1,592          | 3,265          | -(1,673)        | 8,882          | 19,127         | -(10,245)        | 108,520          | 146,108          | -(37,588)         |
| Primary Forest Products         | 325            | 334            | -(9)            | 1,280          | 1,855          | -(575)           | 13,070           | 18,511           | -(5,441)          |
| Pulp, Paper and Allied Products | 2,364          | 2,406          | -(42)           | 11,885         | 12,534         | -(649)           | 105,435          | 113,583          | -(8,148)          |
| Stone, Clay and Glass Products  | 2,483          | 2,573          | -(90)           | 13,092         | 13,121         | -(29)            | 107,083          | 114,349          | -(7,266)          |
| Waste and Scrap Materials       | 1,215          | 1,073          | 142             | 5,781          | 5,130          | 651              | 44,343           | 44,786           | -(443)            |
| <b>Total Merchandise</b>        | <b>41,080</b>  | <b>45,731</b>  | <b>-(4,651)</b> | <b>213,260</b> | <b>227,434</b> | <b>-(14,174)</b> | <b>1,775,975</b> | <b>2,081,095</b> | <b>-(305,120)</b> |
| Container                       | 78,979         | 74,739         | 4,240           | 392,120        | 379,597        | 12,523           | 3,055,293        | 3,296,399        | -(241,106)        |
| Trailer                         | 6,386          | 5,764          | 622             | 32,979         | 27,728         | 5,251            | 256,901          | 288,447          | -(31,546)         |
| <b>Total Intermodal</b>         | <b>85,365</b>  | <b>80,503</b>  | <b>4,862</b>    | <b>425,099</b> | <b>407,325</b> | <b>17,774</b>    | <b>3,312,194</b> | <b>3,584,846</b> | <b>-(272,652)</b> |
| Coal                            | 11,442         | 13,836         | -(2,394)        | 54,188         | 74,221         | -(20,033)        | 454,467          | 748,342          | -(293,875)        |
| Coke                            | 631            | 1,085          | -(454)          | 2,702          | 4,732          | -(2,030)         | 26,681           | 47,460           | -(20,779)         |
| <b>Total Coal and Coke</b>      | <b>12,073</b>  | <b>14,921</b>  | <b>-(2,848)</b> | <b>56,890</b>  | <b>78,953</b>  | <b>-(22,063)</b> | <b>481,148</b>   | <b>795,802</b>   | <b>-(314,654)</b> |
| <b>Total Carloadings</b>        | <b>138,518</b> | <b>141,155</b> | <b>-(2,637)</b> | <b>695,249</b> | <b>713,712</b> | <b>-(18,463)</b> | <b>5,569,317</b> | <b>6,461,743</b> | <b>-(892,426)</b> |