

Quarterly Financial Review

Third Quarter 2007

Norfolk Southern Corporation
Finance Department
Three Commercial Place
Norfolk, Virginia 23510.2191

Norfolk Southern Railway System



- NS Lines & Rights
- - - NS Trackage/Haulage Rights
- Conrail Shared Assets Areas

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The accompanying unaudited interim financial statements should be read in conjunction with: (a) the financial statements and notes included in the Corporation's latest Annual Report on Form 10-K and in subsequent Quarterly Reports on Form 10-Q, and (b) any Current Reports on Form 8-K.

Any statements contained in this document which are not related to historical facts are forward-looking statements as that term is defined in the Private Securities Litigation Reform Act of 1995 and Norfolk Southern undertakes no obligation to update such statements. Such forward-looking statements are subject to risks and uncertainties (the most significant of which are described in Norfolk Southern's SEC filings) which could cause actual results to differ.

Consolidated Statements of Income

Three Months Ended September 30,
(S millions except per share)

	2007	2006
Railway operating revenues:		
Coal	\$ 578	\$ 595
General merchandise	1,291	1,283
Intermodal	484	515
Total railway operating revenues	2,353	2,393
Railway operating expenses:		
Compensation and benefits	619	624
Materials, services and rents	505	502
Depreciation	194	186
Diesel fuel	258	257
Casualties and other claims	33	50
Other	63	59
Total railway operating expenses	1,672	1,678
Income from railway operations	681	715
Other income — net	31	41
Interest expense on debt	107	120
Income before income taxes	605	636
Provision for income taxes:		
Current	178	235
Deferred	41	(15)
Total income taxes	219	220
Net income	\$ 386	\$ 416
Earnings per share:		
Basic	\$ 0.99	\$ 1.04
Diluted	\$ 0.97	\$ 1.02
Average shares outstanding (millions):		
Basic	389.0	402.0
Diluted	397.4	409.9

Consolidated Statements of Income

Nine Months Ended September 30,

(\$ millions except per share)

	2007	2006
Railway operating revenues:		
Coal	\$ 1,714	\$ 1,738
General merchandise	3,839	3,872
Intermodal	1,425	1,478
Total railway operating revenues	6,978	7,088
Railway operating expenses:		
Compensation and benefits	1,929	1,982
Materials, services and rents	1,498	1,507
Depreciation	578	551
Diesel fuel	726	748
Casualties and other claims	131	168
Other	217	189
Total railway operating expenses	5,079	5,145
Income from railway operations	1,899	1,943
Other income — net	59	109
Interest expense on debt	333	361
Income before income taxes	1,625	1,691
Provision for income taxes:		
Current	541	637
Deferred	19	(42)
Total income taxes	560	595
Net income	\$ 1,065	\$ 1,096
Earnings per share:		
Basic	\$ 2.71	\$ 2.68
Diluted	\$ 2.66	\$ 2.62
Average shares outstanding (millions):		
Basic	392.3	409.3
Diluted	400.5	418.2

Consolidated Balance Sheets

September 30, December 31,
(\$ millions)

	2007	2006
Assets		
Current assets:		
Cash, cash equivalents and short-term investments	\$ 418	\$ 918
Accounts receivable — net	1,013	992
Materials and supplies	173	151
Deferred income taxes	188	186
Other current assets	59	153
Total current assets	1,851	2,400
Investments	1,934	1,755
Properties less accumulated depreciation	21,345	21,098
Other assets	830	775
Total assets	\$ 25,960	\$ 26,028
Liabilities and stockholders' equity		
Current liabilities:		
Accounts payable	\$ 1,127	\$ 1,181
Income and other taxes	245	205
Other current liabilities	267	216
Current maturities of long-term debt	383	491
Total current liabilities	2,022	2,093
Long-term debt	5,764	6,109
Other liabilities	1,930	1,767
Deferred income taxes	6,365	6,444
Total liabilities	16,081	16,413
Stockholders' equity:		
Common stock \$1.00 per share par value	408	418
Additional paid-in capital	1,471	1,303
Accumulated other comprehensive loss	(353)	(369)
Retained income	8,373	8,283
	9,899	9,635
Less treasury stock at cost, 20,683,686 and 20,780,638 shares, respectively	(20)	(20)
Total stockholders' equity	9,879	9,615
Total liabilities and stockholders' equity	\$ 25,960	\$ 26,028

Consolidated Statements of Cash Flows

Nine Months Ended September 30,

(\$ millions)

	2007	2006		
Cash flows from operating activities:			Notes to Consolidated Financial Statements	
Net income	\$ 1,065	\$ 1,096		1. Stock Repurchase Program
Reconciliation of net income to net cash provided by operating activities:				In March 2007, NS' Board of Directors amended the stock repurchase program that was authorized in November 2005 to increase the number of shares of NS common stock that may be repurchased from 50 million to 75 million. In addition, the authorization term was shortened from December 31, 2015 to December 31, 2010. During the first nine months of 2007, NS purchased and retired 15.1 million shares of common stock at a cost of \$769 million. Since inception, NS has purchased and retired 36.9 million shares at a total cost of \$1.7 billion under this program.
Depreciation	587	560		
Deferred income taxes	19	(42)		
Gains on properties and investments	(36)	(40)		
Changes in assets and liabilities affecting operations:				
Accounts receivable	(21)	(96)		
Materials and supplies	(22)	(26)		
Other current assets	80	84		
Current liabilities other than debt	67	146		
Other — net	72	35		
Net cash provided by operating activities	<u>1,811</u>	<u>1,717</u>		
Cash flows from investing activities:				
Property additions	(895)	(862)		
Property sales and other transactions	105	86		
Investments, including short-term	(568)	(1,504)		
Investment sales and other transactions	758	1,739		
Net cash used for investing activities	<u>(600)</u>	<u>(541)</u>		
Cash flows from financing activities:				
Dividends	(276)	(207)		
Common stock issued — net	166	240		
Purchase and retirement of common stock (note 1)	(769)	(916)		
Debt repayments	(454)	(312)		
Net cash used for financing activities	<u>(1,333)</u>	<u>(1,195)</u>		
Net decrease in cash and cash equivalents	<u>(122)</u>	<u>(19)</u>		
Cash and cash equivalents:				
At beginning of year	<u>527</u>	<u>289</u>		
At end of period	405	270		
Short-term investments at end of period	<u>13</u>	<u>533</u>		
Cash, cash equivalents and short-term investments at end of period	<u>\$ 418</u>	<u>\$ 803</u>		
Supplemental disclosures of cash flow information				
Cash paid during the period for:				
Interest (net of amounts capitalized)	\$ 279	\$ 300		
Income taxes (net of refunds)	\$ 386	\$ 483		

Consolidated Financial Information

2005

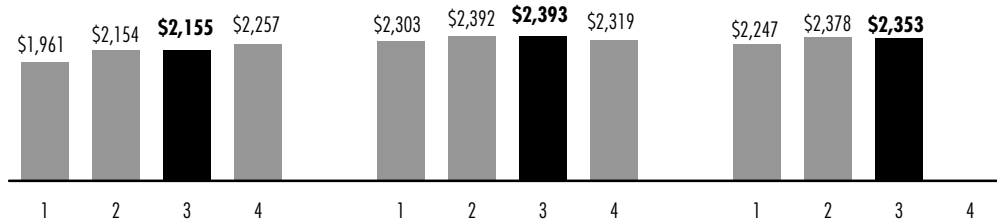
2006

2007

Railway Operating Revenues

(\$ millions)

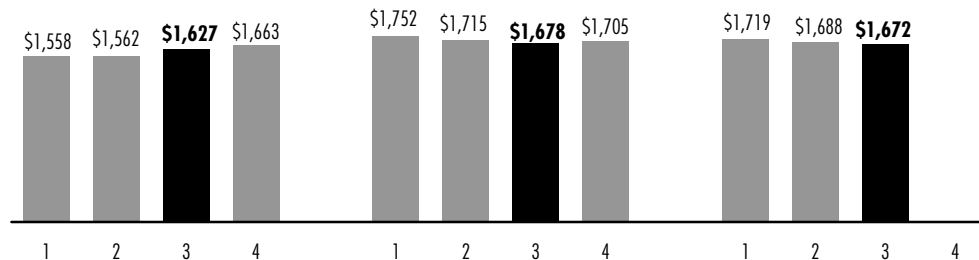
(see page 16 for details)



Railway Operating Expenses

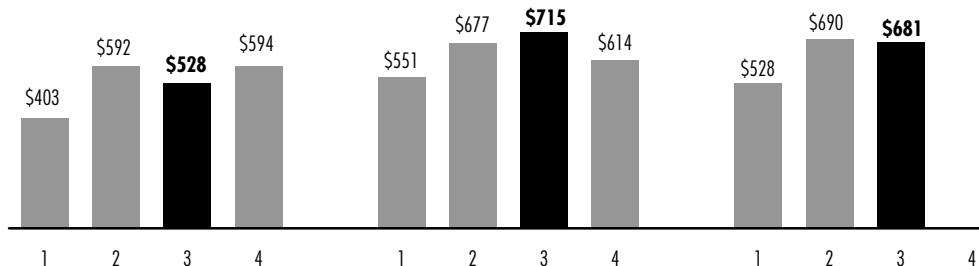
(\$ millions)

(see page 16 for details)



Income from Railway Operations

(\$ millions)

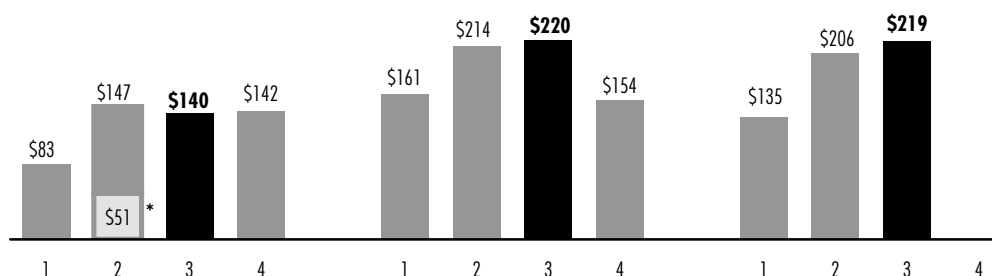


Income Taxes

(\$ millions)

(see page 16 for details)

*Includes \$96 million reduction of deferred income taxes (see note 2 on page 16).



Consolidated Financial Information

2005

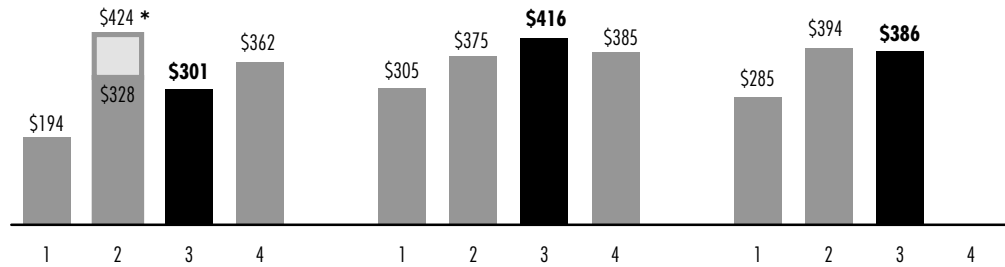
2006

2007

Net Income

(\$ millions)

* Includes reduction of deferred income taxes, which increased net income by \$96 million (see note 2 on page 16).



Earnings per Share

(dollars)

— Diluted

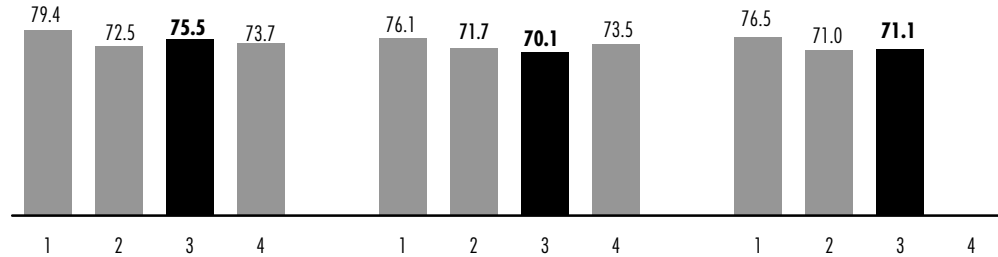
* Includes reduction of deferred income taxes, which increased earnings per share by 23 cents (see note 2 on page 16).



Railway

Operating Ratio

(percent)

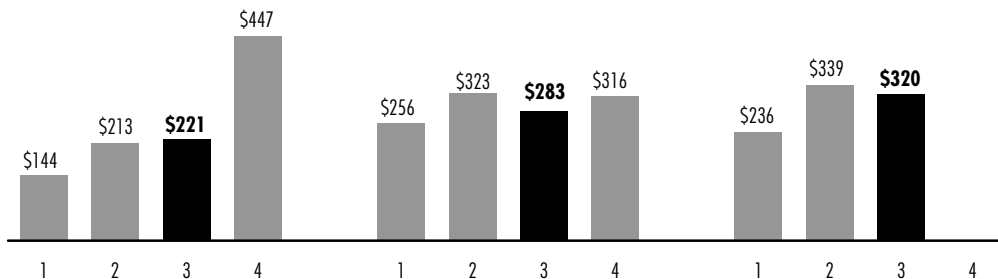


Capital

Expenditures

(see page 16 for details)

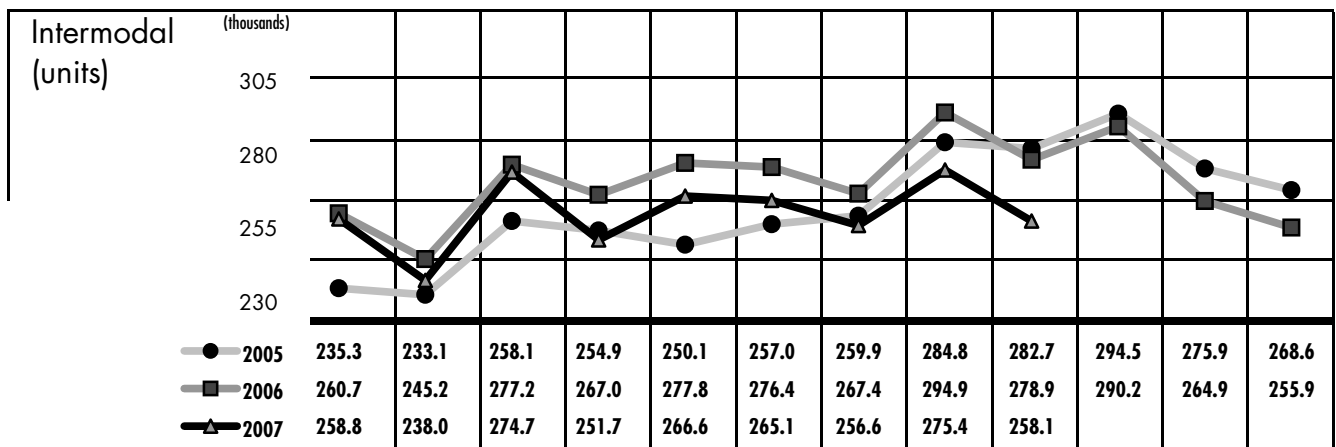
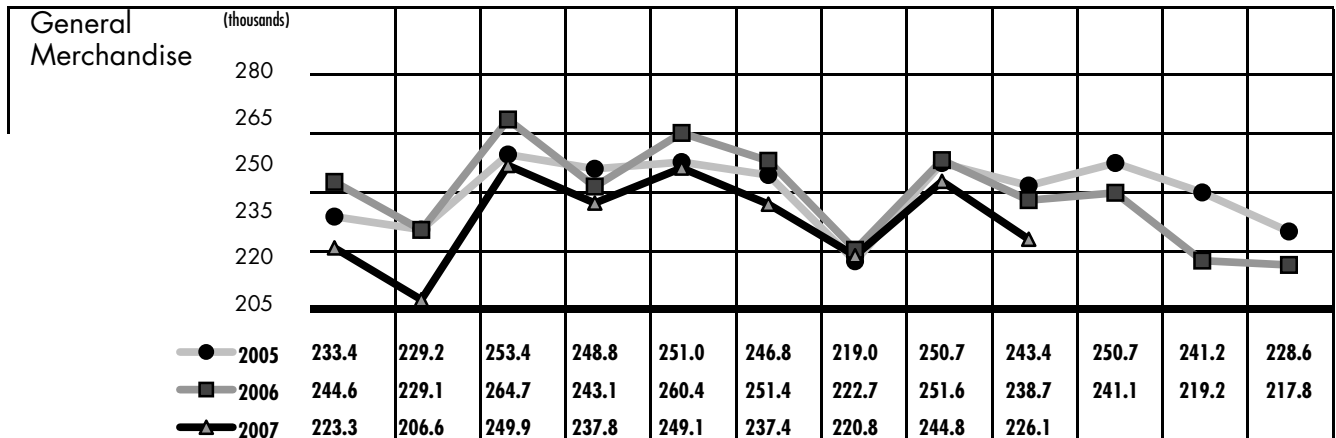
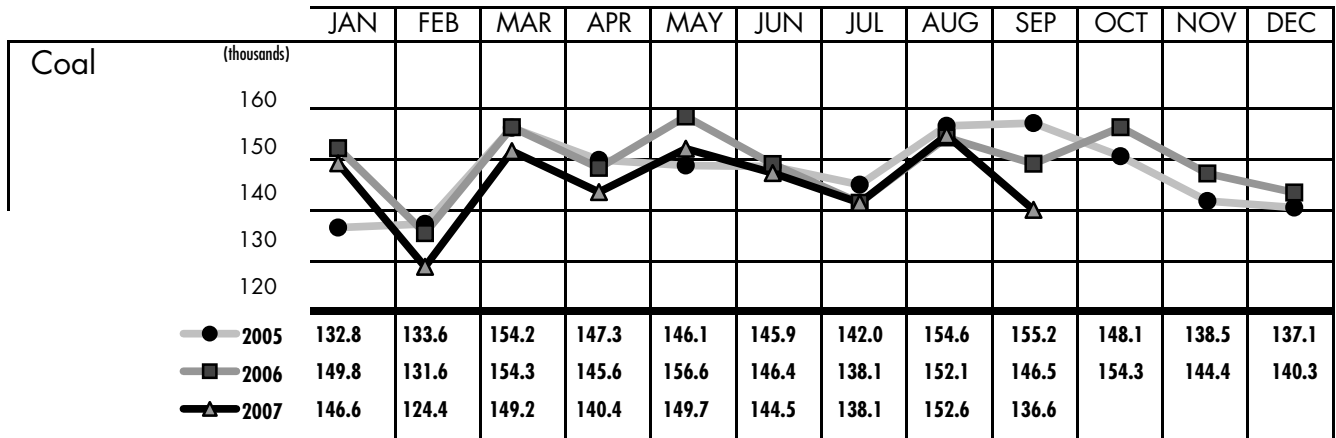
(\$ millions)



Railway Operating Revenue Yield Analysis

Commodity and Period	Revenues			Carloads			Revenue Yield		
	2005	2006	2007	2005	2006	2007	2005	2006	2007
First Quarter									
	(\$ millions)			(thousands)			(\$ per carload)		
Coal	\$ 467	\$ 559	\$ 557	420.6	435.7	420.2	\$ 1,111	\$ 1,282	\$ 1,326
Agriculture/consumer/gov't	190	264	241	143.6	149.9	146.7	1,323	1,760	1,644
Metals and construction	224	279	275	185.8	208.6	185.6	1,206	1,341	1,480
Paper/clay/forest	189	214	211	116.6	118.4	109.3	1,621	1,806	1,936
Chemicals	232	259	274	110.8	107.3	105.7	2,088	2,415	2,587
Automotive	251	262	227	159.2	154.2	132.5	1,579	1,697	1,717
General merchandise	1,086	1,278	1,228	716.0	738.4	679.8	1,517	1,731	1,807
Intermodal	408	466	462	726.5	783.1	771.5	561	595	598
Total	\$ 1,961	\$ 2,303	\$ 2,247	1,863.1	1,957.2	1,871.5	\$ 1,053	\$ 1,176	\$ 1,201
Second Quarter									
Coal	\$ 578	\$ 584	\$ 579	439.3	448.6	434.6	\$ 1,314	\$ 1,304	\$ 1,332
Agriculture/consumer/gov't	197	239	254	144.3	146.1	148.9	1,362	1,638	1,701
Metals and construction	243	304	298	202.4	222.6	209.8	1,197	1,362	1,423
Paper/clay/forest	198	224	216	120.0	118.8	109.0	1,652	1,889	1,981
Chemicals	247	268	297	115.9	107.6	109.7	2,138	2,495	2,712
Automotive	263	276	255	164.0	159.8	146.9	1,603	1,726	1,733
General merchandise	1,148	1,311	1,320	746.6	754.9	724.3	1,537	1,737	1,822
Intermodal	428	497	479	762.0	821.2	783.4	562	605	611
Total	\$ 2,154	\$ 2,392	\$ 2,378	1,947.9	2,024.7	1,942.3	\$ 1,106	\$ 1,182	\$ 1,224
Third Quarter									
Coal	\$ 546	\$ 595	\$ 578	451.8	436.7	427.3	\$ 1,209	\$ 1,362	\$ 1,353
Agriculture/consumer/gov't	198	239	264	138.3	147.9	151.4	1,436	1,617	1,747
Metals and construction	252	316	287	206.8	219.1	200.3	1,222	1,441	1,433
Paper/clay/forest	205	231	222	118.0	117.6	108.5	1,732	1,964	2,045
Chemicals	254	286	297	110.9	109.1	108.0	2,288	2,612	2,748
Automotive	229	211	221	139.1	119.3	123.5	1,645	1,774	1,784
General merchandise	1,138	1,283	1,291	713.1	713.0	691.7	1,596	1,799	1,866
Intermodal	471	515	484	827.4	841.2	790.1	569	614	612
Total	\$ 2,155	\$ 2,393	\$ 2,353	1,992.3	1,990.9	1,909.1	\$ 1,082	\$ 1,202	\$ 1,232
Fourth Quarter									
Coal	\$ 524	\$ 592		423.7	439.0		\$ 1,236	\$ 1,349	
Agriculture/consumer/gov't	247	252		145.6	150.2		1,691	1,677	
Metals and construction	259	269		199.2	185.0		1,297	1,455	
Paper/clay/forest	209	222		117.6	111.9		1,783	1,982	
Chemicals	245	266		104.5	102.4		2,347	2,599	
Automotive	254	225		153.6	128.6		1,656	1,752	
General merchandise	1,214	1,234		720.5	678.1		1,685	1,820	
Intermodal	519	493		839.0	811.0		619	607	
Total	\$ 2,257	\$ 2,319		1,983.2	1,928.1		\$ 1,138	\$ 1,203	
Year-to-date									
Coal	\$ 2,115	\$ 2,330	\$ 1,714	1,735.4	1,760.0	1,282.1	\$ 1,219	\$ 1,324	\$ 1,337
Agriculture/consumer/gov't	832	994	759	571.8	594.1	447.0	1,454	1,673	1,698
Metals and construction	978	1,168	860	794.2	835.3	595.7	1,231	1,398	1,444
Paper/clay/forest	801	891	649	472.2	466.7	326.8	1,697	1,909	1,987
Chemicals	978	1,079	868	442.1	426.4	323.4	2,212	2,530	2,683
Automotive	997	974	703	615.9	561.9	402.9	1,620	1,734	1,744
General merchandise	4,586	5,106	3,839	2,896.2	2,884.4	2,095.8	1,583	1,770	1,832
Intermodal	1,826	1,971	1,425	3,154.9	3,256.5	2,345.0	579	605	607
Total	\$ 8,527	\$ 9,407	\$ 6,978	7,786.5	7,900.9	5,722.9	\$ 1,095	\$ 1,191	\$ 1,219

Monthly Railway Carloadings



Railway Operating Revenue Variance Analysis

Third Quarter
2007 vs. 2006

(\$ millions)

	Coal		General Merchandise		Intermodal		Total	
	Amount	Percent	Amount	Percent	Amount	Percent	Amount	Percent
Revenue Variance due to:								
Volume	\$ (13)	(2%)	\$ (38)	(3%)	\$ (31)	(6%)	\$ (98)	(4%)
Revenue per unit/mix	(4)	(1%)	46	4%	--	--	58	2%
	<u>\$ (17)</u>	<u>(3%)</u>	<u>\$ 8</u>	<u>1%</u>	<u>\$ (31)</u>	<u>(6%)</u>	<u>\$ (40)</u>	<u>(2%)</u>

Nine Months
2007 vs. 2006

Revenue Variance due to:								
Volume	\$ (51)	(3%)	\$ (194)	(5%)	\$ (60)	(4%)	\$ (296)	(4%)
Revenue per unit/mix	27	2%	161	4%	7	--	186	2%
	<u>\$ (24)</u>	<u>(1%)</u>	<u>\$ (33)</u>	<u>(1%)</u>	<u>\$ (53)</u>	<u>(4%)</u>	<u>\$ (110)</u>	<u>(2%)</u>

Coal, Coke and Iron Ore Tonnage by Market

Third Quarter
(tons in thousands)

	2005		2006		2007	
	Tons	Change vs. 2004	Tons	Change vs. 2005	Tons	Change vs. 2006
Utility	37,753	13%	36,576	(3%)	35,577	(3%)
Export	3,386	(20%)	2,810	(17%)	4,050	44%
Steel	5,139	(8%)	5,627	9%	4,856	(14%)
Industrial	2,435	(6%)	2,308	(5%)	2,362	2%
	<u>48,713</u>	6%	<u>47,321</u>	(3%)	<u>46,845</u>	(1%)

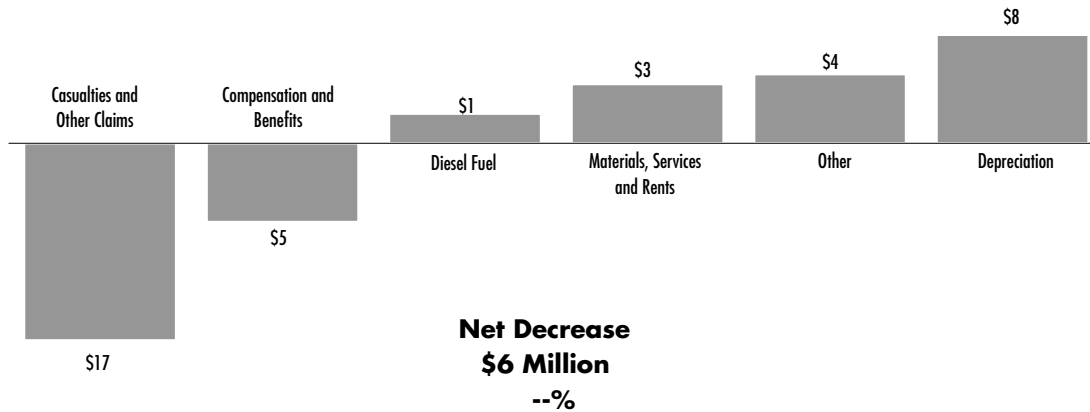
Nine Months

Utility	107,417	7%	111,003	3%	107,758	(3%)
Export	11,532	(6%)	9,020	(22%)	11,372	26%
Steel	15,004	(1%)	15,963	6%	13,558	(15%)
Industrial	7,214	(3%)	6,807	(6%)	7,412	9%
	<u>141,167</u>	5%	<u>142,793</u>	1%	<u>140,100</u>	(2%)

Railway Operating Expense Variance Analysis

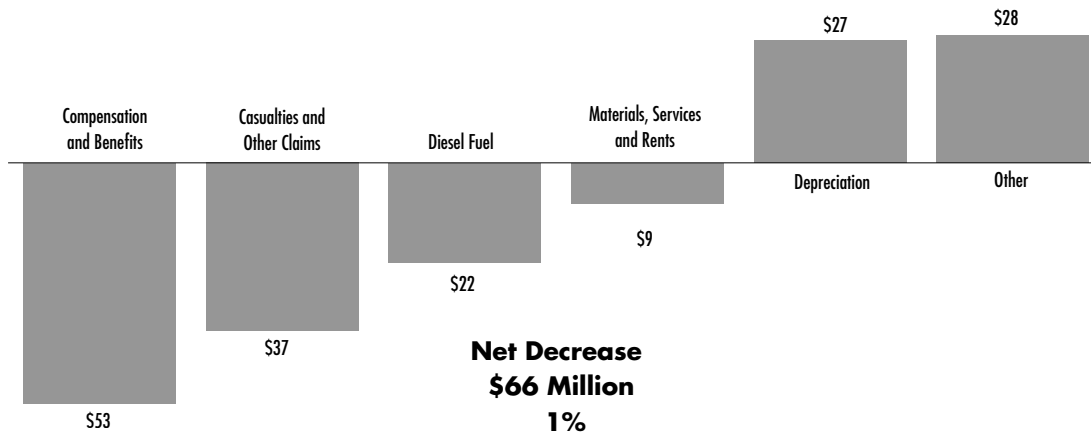
Third Quarter
2007 vs. 2006

(\$ millions)
Amount of change

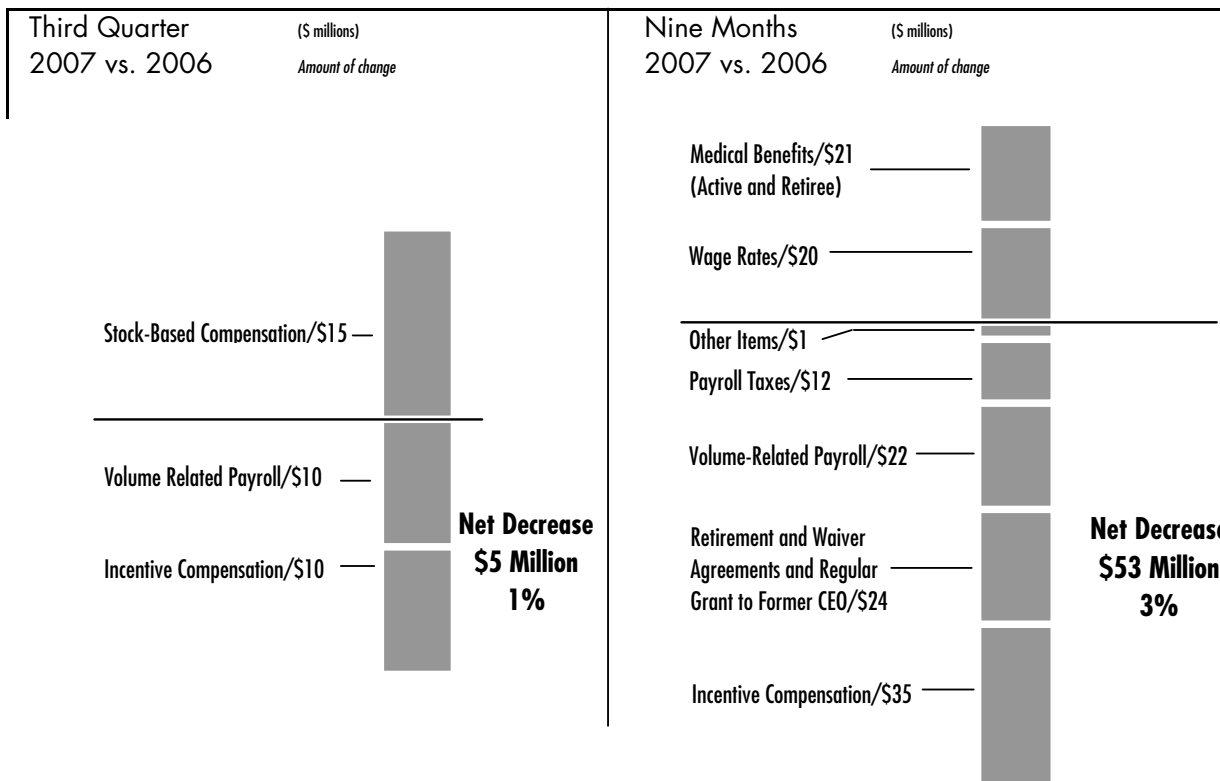


Nine Months
2007 vs. 2006

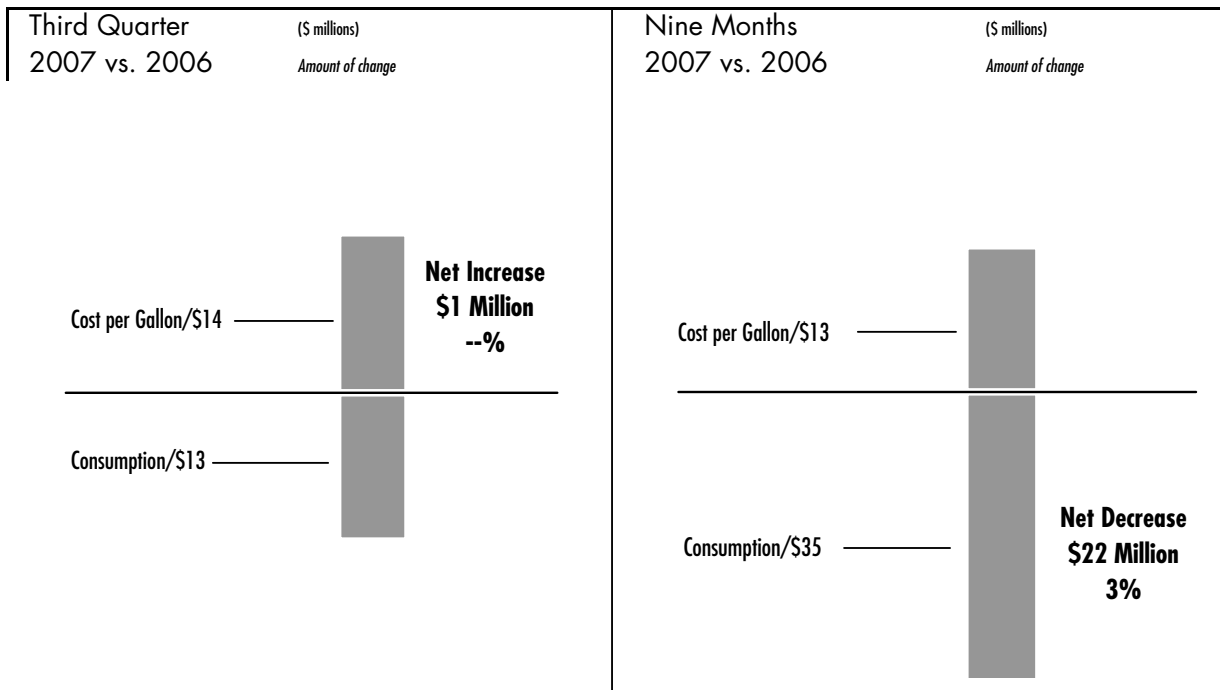
(\$ millions)
Amount of change



Compensation and Benefits Expense Analysis



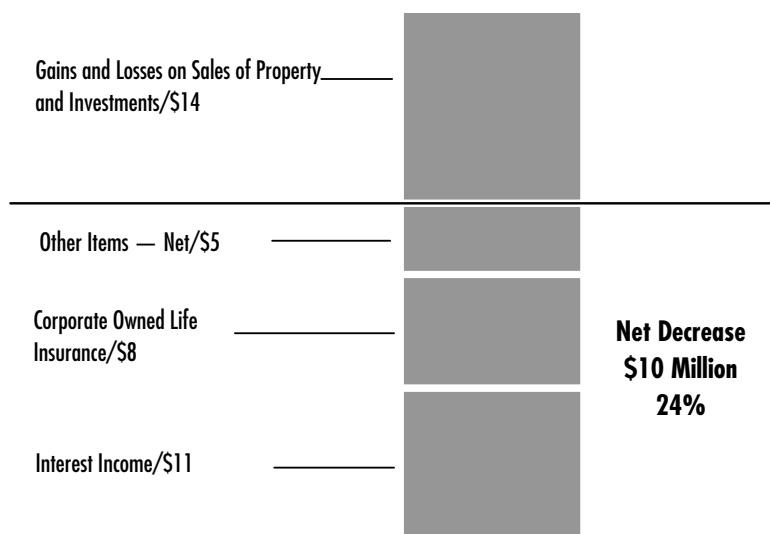
Diesel Fuel Expense Analysis



Other Income — Net Analysis

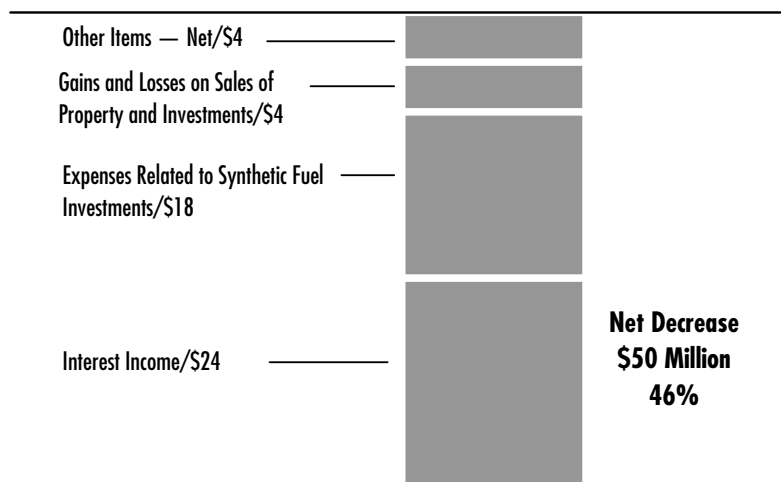
Third Quarter
2007 vs. 2006

(\$ millions)
Amount of change



Nine Months
2007 vs. 2006

(\$ millions)
Amount of change



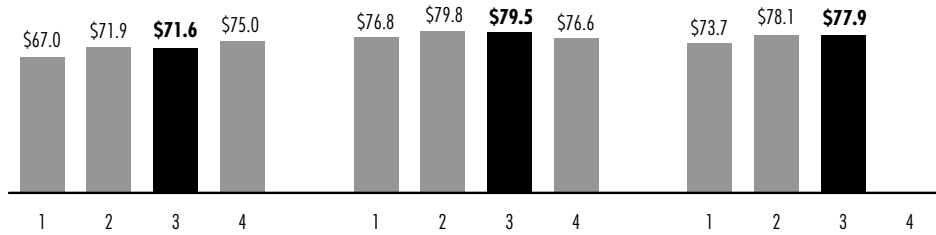
Productivity Measures

2005

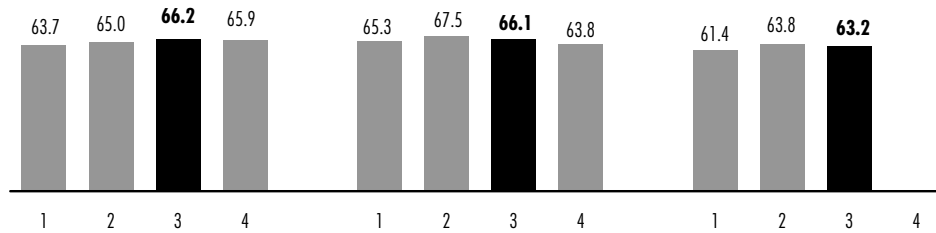
2006

2007

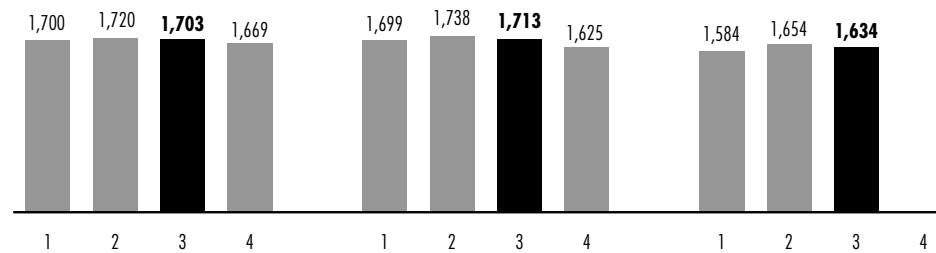
Operating Revenue per Employee
(\$ thousands)



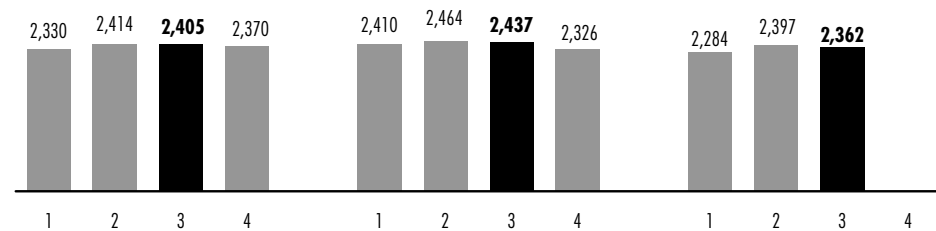
Carloads per Employee



Revenue Ton Miles per Employee
(thousands)



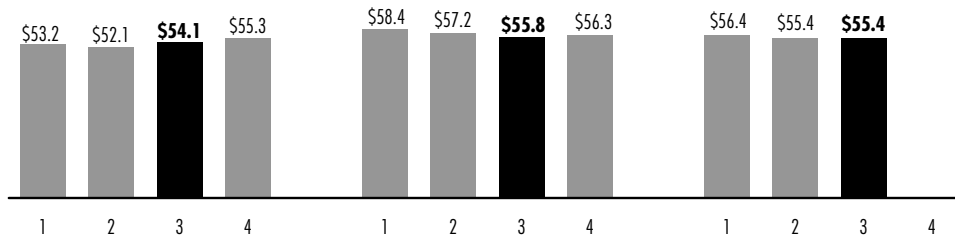
Revenue Ton Miles per Mile of Road Operated
(thousands)



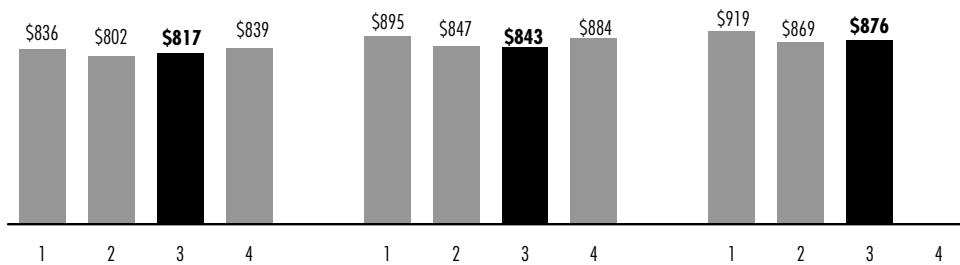
Productivity Measures

2005
2006
2007

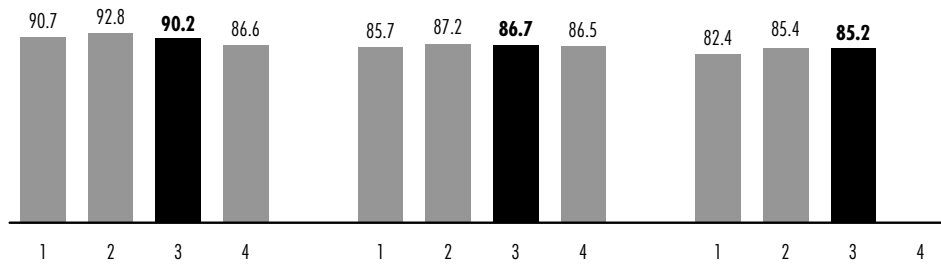
Operating Expense per Employee (\$ thousands)



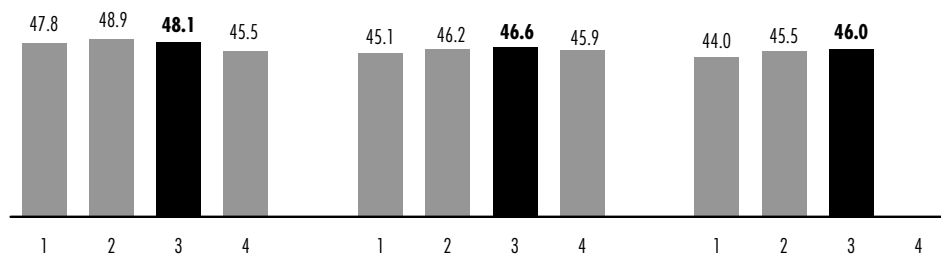
Operating Expense per Carload (dollars)



Gross Ton Miles per Train Hour (thousands)



Revenue Ton Miles per Train Hour (thousands)



Financial, Traffic and Operating Statistics

Consolidated Financial Data (\$ millions — except as noted)		2005				
		First Quarter	Second Quarter	Third Quarter	Fourth Quarter	Year
Page	Item					
6	Railway operating revenues					
8	Coal	\$ 467	\$ 578	\$ 546	\$ 524	\$ 2,115
8	General merchandise	1,086	1,148	1,138	1,214	4,586
8	Intermodal	408	428	471	519	1,826
6	Total railway operating revenues (note 2)	\$ 1,961	\$ 2,154	\$ 2,155	\$ 2,257	\$ 8,527
6	Railway operating expenses:					
•	Compensation and benefits (note 1)	\$ 604	\$ 624	\$ 629	\$ 636	\$ 2,493
•	Material (other than diesel fuel)	87	87	95	80	349
•	Purchased services (other than equipment rents)	285	285	297	317	1,184
•	Equipment rents	99	105	101	100	405
•	Depreciation	193	194	195	192	774
•	Diesel fuel	150	162	189	226	727
•	Casualties and other claims	78	40	59	47	224
•	Other	62	65	62	65	254
6	Total railway operating expenses (note 2)	\$ 1,558	\$ 1,562	\$ 1,627	\$ 1,663	\$ 6,410
6	Income from railway operations	\$ 403	\$ 592	\$ 528	\$ 594	\$ 2,117
•	Other income (expense)	\$ (126)	\$ (117)	\$ (87)	\$ (90)	\$ (420)
•	Income before income taxes	\$ 277	\$ 475	\$ 441	\$ 504	\$ 1,697
•	Income taxes — current	\$ 59	\$ 122	\$ 86	\$ 69	\$ 336
•	Income taxes — deferred (note 2)	24	(71)	54	73	80
6	Total income taxes	\$ 83	\$ 51	\$ 140	\$ 142	\$ 416
7	Net income	\$ 194	\$ 424	\$ 301	\$ 362	\$ 1,281
7	Earnings per share - diluted (dollars) (note 2)	\$ 0.47	\$ 1.04	\$ 0.73	\$ 0.87	\$ 3.11
7	Railway operating ratio	79.4	72.5	75.5	73.7	75.2
7	Capital expenditures:					
•	Equipment	\$ 25	\$ 36	\$ 36	\$ 187	\$ 284
•	Road	119	177	185	260	741
7	Total capital expenditures	\$ 144	\$ 213	\$ 221	\$ 447	\$ 1,025
•	Cash, cash equivalents and short-term investments	\$ 1,119	\$ 615	\$ 1,050	\$ 1,257	\$ 1,257
•	Total debt, excluding notes payable to Conrail	\$ 7,682	\$ 6,992	\$ 6,958	\$ 6,930	\$ 6,930
•	Debt-to-total capitalization (percent)	48.2	44.8	43.8	42.7	42.7
•	Shares outstanding end of period - basic (thousands)	403.0	403.3	405.1	408.6	408.6

Note 1 First quarter 2006 includes expense related to effects from the implementation of Statement of Financial Accounting Standards, No. 123(R), "Share-Based Payment."

Note 2 Second quarter 2005 includes a \$24 million, or 6 cents per diluted share, net gain from the settlements of coal rate cases. Second quarter 2005 also includes a reduction of deferred income taxes which increased net income by \$96 million, or 23 cents per diluted share. First quarter 2005 includes approximately \$35 million and second, third and fourth quarters include approximately \$2 million each in costs related to the derailment in Graniteville, SC, which reduced net income for the year by approximately \$24 million, or 6 cents per diluted share.

2006					2007				
First Quarter	Second Quarter	Third Quarter	Fourth Quarter	Year	First Quarter	Second Quarter	Third Quarter	Fourth Quarter	Year-to-date
\$ 559	\$ 584	\$ 595	\$ 592	\$ 2,330	\$ 557	\$ 579	\$ 578		\$ 1,714
1,278	1,311	1,283	1,234	5,106	1,228	1,320	1,291		3,839
466	497	515	493	1,971	462	479	484		1,425
\$ 2,303	\$ 2,392	\$ 2,393	\$ 2,319	\$ 9,407	\$ 2,247	\$ 2,378	\$ 2,353		\$ 6,978
\$ 721	\$ 637	\$ 624	\$ 655	\$ 2,637	\$ 681	\$ 629	\$ 619		\$ 1,929
100	95	93	100	388	100	103	98		301
296	301	303	320	1,220	302	296	310		908
107	106	106	94	413	95	97	97		289
183	182	186	187	738	192	192	194		578
231	260	257	229	977	219	249	258		726
53	65	50	52	220	52	46	33		131
61	69	59	68	257	78	76	63		217
\$ 1,752	\$ 1,715	\$ 1,678	\$ 1,705	\$ 6,850	\$ 1,719	\$ 1,688	\$ 1,672		\$ 5,079
\$ 551	\$ 677	\$ 715	\$ 614	\$ 2,557	\$ 528	\$ 690	\$ 681		\$ 1,899
\$ (85)	\$ (88)	\$ (79)	\$ (75)	\$ (327)	\$ (108)	\$ (90)	\$ (76)		\$ (274)
\$ 466	\$ 589	\$ 636	\$ 539	\$ 2,230	\$ 420	\$ 600	\$ 605		\$ 1,625
\$ 162	\$ 240	\$ 235	\$ 120	\$ 757	\$ 138	\$ 225	\$ 178		\$ 541
(1)	(26)	(15)	34	(8)	(3)	(19)	41		19
\$ 161	\$ 214	\$ 220	\$ 154	\$ 749	\$ 135	\$ 206	\$ 219		\$ 560
\$ 305	\$ 375	\$ 416	\$ 385	\$ 1,481	\$ 285	\$ 394	\$ 386		\$ 1,065
\$ 0.72	\$ 0.89	\$ 1.02	\$ 0.95	\$ 3.57	\$ 0.71	\$ 0.98	\$ 0.97		\$ 2.66
76.1	71.7	70.1	73.5	72.8	76.5	71.0	71.1		72.8
\$ 109	\$ 124	\$ 77	\$ 112	\$ 422	\$ 72	\$ 131	\$ 79		\$ 282
147	199	206	204	756	164	208	241		613
\$ 256	\$ 323	\$ 283	\$ 316	\$ 1,178	\$ 236	\$ 339	\$ 320		\$ 895
\$ 1,542	\$ 1,535	\$ 803	\$ 918	\$ 918	\$ 844	\$ 492	\$ 418		\$ 418
\$ 6,898	\$ 6,865	\$ 6,625	\$ 6,600	\$ 6,600	\$ 6,533	\$ 6,164	\$ 6,147		\$ 6,147
41.5	40.8	40.9	40.7	40.7	40.4	38.3	38.4		38.4
413.5	412.7	395.8	396.3	396.3	392.4	392.8	386.4		386.4

Financial, Traffic and Operating Statistics

Traffic and Operating Statistics		2005				
		First Quarter	Second Quarter	Third Quarter	Fourth Quarter	Year
Page	Item					
	<ul style="list-style-type: none"> No corresponding charts for this data. 					
8	Railway carloads (thousands)					
8	Coal	420.6	439.3	451.8	423.7	1,735.4
8	General merchandise	716.0	746.6	713.1	720.5	2,896.2
8	Intermodal	726.5	762.0	827.4	839.0	3,154.9
8	Total railway carloads	1,863.1	1,947.9	1,992.3	1,983.2	7,786.5
	<ul style="list-style-type: none"> Revenue ton miles (RTMs) (billions): 					
	• Coal	14.3	15.0	15.6	14.4	59.3
	• General merchandise	27.7	28.7	27.4	27.4	111.2
	• Intermodal	7.8	7.8	8.2	8.5	32.3
	• Total	49.8	51.5	51.2	50.3	202.8
	<ul style="list-style-type: none"> Revenue (dollars) per thousand RTMs: 					
	• Coal	\$ 32.56	\$ 38.56	\$ 34.98	\$ 36.61	\$ 35.69
	• General merchandise	\$ 39.27	\$ 40.01	\$ 41.48	\$ 44.34	\$ 41.25
	• Intermodal	\$ 52.58	\$ 54.36	\$ 57.52	\$ 60.98	\$ 56.48
	• Total	\$ 39.41	\$ 41.78	\$ 42.06	\$ 44.95	\$ 42.06
	<ul style="list-style-type: none"> Gross ton miles (GTMs) (billions) 	94.5	97.7	96.1	95.6	383.9
	• Revenue ton miles (RTMs) (billions)	49.8	51.5	51.2	50.3	202.8
	• Railroad employees (average)	29,271	29,968	30,084	30,082	29,851
	<ul style="list-style-type: none"> Total operating expense (dollars) per thousand GTMs 	\$ 16.49	\$ 15.98	\$ 16.93	\$ 17.40	\$ 16.70
	• Compensation and benefits (dollars) per thousand GTMs	\$ 6.39	\$ 6.38	\$ 6.55	\$ 6.65	\$ 6.49
	• Total operating expense (dollars) per thousand RTMs	\$ 31.31	\$ 30.30	\$ 31.76	\$ 33.12	\$ 31.62
	• Compensation and benefits (dollars) per thousand RTMs	\$ 12.14	\$ 12.10	\$ 12.28	\$ 12.67	\$ 12.30
14	Total operating revenue (\$ thousands) per employee	\$ 67.0	\$ 71.9	\$ 71.6	\$ 75.0	\$ 285.5
15	Total operating expense (\$ thousands) per employee	\$ 53.2	\$ 52.1	\$ 54.1	\$ 55.3	\$ 214.7
	<ul style="list-style-type: none"> GTMs (thousands) per employee 	3,227	3,262	3,194	3,177	12,860
14	RTMs (thousands) per employee	1,700	1,720	1,703	1,669	6,792
14	Carloads per employee	63.7	65.0	66.2	65.9	260.8
14	RTMs (thousands) per mile of road operated	2,330	2,414	2,405	2,370	9,519
15	Total operating expense (dollars) per carload	\$ 836	\$ 802	\$ 817	\$ 839	\$ 823
	• Compensation and benefits (dollars) per carload	\$ 324	\$ 320	\$ 316	\$ 321	\$ 320
	• RTMs (thousands) per carload	26.7	26.5	25.7	25.3	26.0
	• Diesel fuel consumed (thousands of gallons)	133,286	127,102	124,375	128,637	513,400
	• Average price (dollars) per gallon of diesel fuel	\$ 1.122	\$ 1.277	\$ 1.518	\$ 1.761	\$ 1.416
	• RTMs per gallon of fuel consumed	373	406	412	390	395
15	GTMs (thousands) per train hour	90.7	92.8	90.2	86.6	90.0
15	RTMs (thousands) per train hour	47.8	48.9	48.1	45.5	47.5
	<ul style="list-style-type: none"> Percent of loaded-to-total car miles 	58.9	58.7	58.8	59.5	59.0
	• Total new cross-ties installed (thousands)	557	727	768	497	2,549
	• Total track miles of rail laid (miles)	71	96	60	75	302

2006					2007				
First Quarter	Second Quarter	Third Quarter	Fourth Quarter	Year	First Quarter	Second Quarter	Third Quarter	Fourth Quarter	Year-to-date
435.7	448.6	436.7	439.0	1,760.0	420.2	434.6	427.3		1,282.1
738.4	754.9	713.0	678.1	2,884.4	679.8	724.3	691.7		2,095.8
783.1	821.2	841.2	811.0	3,256.5	771.5	783.4	790.1		2,345.0
1,957.2	2,024.7	1,990.9	1,928.1	7,900.9	1,871.5	1,942.3	1,909.1		5,722.9
14.7	15.2	15.2	14.8	59.9	14.3	15.2	14.6		44.1
28.6	29.0	28.4	26.8	112.8	26.9	28.1	27.8		82.8
7.7	7.9	7.9	7.6	31.1	7.1	7.0	7.0		21.1
51.0	52.1	51.5	49.2	203.8	48.3	50.3	49.4		148.0
\$ 38.10	\$ 38.34	\$ 39.24	\$ 39.85	\$ 38.88	\$ 38.88	\$ 38.15	\$ 39.64		\$ 38.88
\$ 44.77	\$ 45.23	\$ 45.05	\$ 46.15	\$ 45.28	\$ 45.73	\$ 46.86	\$ 46.51		\$ 46.37
\$ 60.19	\$ 63.09	\$ 65.17	\$ 64.99	\$ 63.36	\$ 64.97	\$ 68.34	\$ 68.89		\$ 67.39
\$ 45.19	\$ 45.91	\$ 46.42	\$ 47.15	\$ 46.16	\$ 46.53	\$ 47.22	\$ 47.66		\$ 47.14
96.7	98.5	96.0	92.8	384.0	90.5	94.5	91.5		276.5
51.0	52.1	51.5	49.2	203.8	48.3	50.3	49.4		148.0
29,986	29,984	30,097	30,251	30,079	30,484	30,438	30,219		30,380
\$ 18.11	\$ 17.42	\$ 17.48	\$ 18.38	\$ 17.84	\$ 19.00	\$ 17.87	\$ 18.27		\$ 18.37
\$ 7.45	\$ 6.47	\$ 6.50	\$ 7.06	\$ 6.87	\$ 7.53	\$ 6.66	\$ 6.76		\$ 6.98
\$ 34.38	\$ 32.92	\$ 32.55	\$ 34.67	\$ 33.61	\$ 35.60	\$ 33.52	\$ 33.87		\$ 34.31
\$ 14.15	\$ 12.23	\$ 12.11	\$ 13.32	\$ 12.94	\$ 14.10	\$ 12.49	\$ 12.54		\$ 13.03
\$ 76.8	\$ 79.8	\$ 79.5	\$ 76.6	\$ 312.7	\$ 73.7	\$ 78.1	\$ 77.9		\$ 229.7
\$ 58.4	\$ 57.2	\$ 55.8	\$ 56.3	\$ 227.7	\$ 56.4	\$ 55.4	\$ 55.4		\$ 167.2
3,226	3,284	3,190	3,065	12,765	2,968	3,104	3,029		9,101
1,699	1,738	1,713	1,625	6,775	1,584	1,654	1,634		4,872
65.3	67.5	66.1	63.8	262.7	61.4	63.8	63.2		188.4
2,410	2,464	2,437	2,326	9,637	2,284	2,397	2,362		7,043
\$ 895	\$ 847	\$ 843	\$ 884	\$ 867	\$ 919	\$ 869	\$ 876		\$ 887
\$ 368	\$ 315	\$ 313	\$ 340	\$ 334	\$ 364	\$ 324	\$ 324		\$ 337
26.0	25.7	25.9	25.5	25.8	25.8	25.9	25.9		25.9
137,439	129,264	124,153	127,927	518,783	129,472	125,461	118,037		372,970
\$ 1.680	\$ 2.014	\$ 2.071	\$ 1.783	\$ 1.882	\$ 1.694	\$ 1.979	\$ 2.184		\$ 1.945
371	403	415	384	393	373	401	418		397
85.7	87.2	86.7	86.5	86.5	82.4	85.4	85.2		84.3
45.1	46.2	46.6	45.9	45.9	44.0	45.5	46.0		45.1
58.6	58.5	58.4	58.1	58.4	58.1	57.7	57.5		57.8
621	804	663	576	2,664	632	705	762		2,099
81	114	65	67	327	116	92	98		306