

## EQUIPMENT NEEDED FOR PURCHASE

# OF CARS	DOT / CLASS	CAPACITY	COMMENTS	PRODUCT	REF #
20	111A100W2	13,500	70 Ton Trucks, Lined	Sulfuric Acid	10180
1	AAR204W	20,000	Non-Coiled, Non-Insulated	Liquid Nitrogen	10357
ANY	111A100W1	20,000	Interior Coils, Top & Bottom Unloading		10273
25	111A100W1	20,000-30,000	Top & Bottom Unloading, Non-Coiled, Non-Insulated, Must be Inexpensive	Ethanol	10269
14	111A100W3	23,500	Exterior Coils, Hazmat Equipped, Top & Bottom Unloading	Diesel	10441
ANY	111A100W3	23,500	Exterior Coils, Insulated, Top & Bottom Unloading		10272
ANY	111A100W1	30,000	Non-Coiled, Non-Insulated, Hazmat Equipped, Top & Bottom Unloading	Petroleum	10436
4	112J340W	33,500	Non-Coiled, Insulated, Dual Diameter OK	LPG	10114
3	112S340W	33,500	Insulated, Inexpensive, Storage Only		10349
10-15	FLAT	50'-56'	Must Be In Interchange Condition		10263
2	FLAT	ANY	Must Be In Interchange Condition	Maintenance of Way	10365
2	FLAT	50'-70'	In Plant Use Only		10392
<b>1</b>	<b>FLAT</b>	<b>89'</b>	<b>70 or 100 Ton Trucks, Straight Deck, Must Be Interchangeable</b>		<b>10446</b>
50-60	GONDOLA	52'	Flat Bottom, Interchangeable, Inexpensive		10303
5	GONDOLA	65'	Prefer 1970's Built, 2,800-3,200 Cubic Foot		10342
60	HOPPER	ANY	Side Dump	Nickel Ore	10383
100	LO	4,600	Trough Hatches, Gravity Gates, 3 Compartment	Grain	10442
180	LO	4,750	100 Ton Trucks, Trough Hatches, Gravity Gates, Interchange Condition	Grain	10265
5	LO	5,150	Trough Hatches, Gravity Gates	Grain	10298
5	LO	5,161	4 Pockets, Trough Hatches, Gravity Gates	Grain	10200

### Tariff NS 8002-A Item 3000!!!

No, we are not swearing at you, though the title of this section may make you feel as if we are. Especially if you own or lease tank cars and move them on the Norfolk Southern.

For those of you that are unfamiliar with this tariff, it states in Part "A." that they will assess a \$350.00 "handling charge" for a round trip movement of privately owned rail cars between the NS and any repair facility located on the NS. It exempts any car that has line haul revenue on either end of the movement. Part "B." states that privately owned cars other than tanks will not be affected as they will be subjected to the mileage rates and rules of Tariff NSRQ 4900.

How does this really affect us? Well, since tank cars are almost always empty when sent into and out of a repair facility, there will be no line haul revenue on either end of the move. Viola! \$350.00 out of your pocket and into the NS's. This leaves tank car owners and Lessees feeling, well, a little abused. Think we have it bad? How about the repair facilities located on the NS? Although it is unfortunate, most of us will not send cars to these shops. Heck, \$350.00 could send a tank car almost 900 miles to a facility on some other line.

The NS company creed for their customers is: "We will provide quality service, always trying to reduce our costs in order to offer competitive prices." It is clear that this will help the NS cover their costs. It is not clear how a \$350.00 handling charge is competitive with other lines that have no such fee. It is also clear that those economies connected to the NS will suffer. Apparently the NS does not need them to survive.

If you would like to express your opinion, contact your NS representative or contact:

Paul Young  
Norfolk Southern Corporation  
125 Spring Street S.W.  
7<sup>th</sup> floor  
Atlanta, GA 30303  
paul.young@nscorp.com

David R. Goode Chairman, President and Chief Executive Officer  
Norfolk Southern Corporation  
Three Commercial Place  
Norfolk, VA. 23510-9227

Items Highlighted In Italics Designate New Listings

# THE INSIDE TRACK

## RAILWAY EQUIPMENT LISTING Published By: TRANSMATRIX, INC.

570 East Higgins Road, Suite 200  
Elk Grove Village, IL 60007-1431

PHONE: (847) 228-6022

FAX: (847) 228-6029

July 1, 2003

## EQUIPMENT AVAILABLE FOR LEASE

# OF CARS	DOT / CLASS	CAPACITY	COMMENTS	LAST CONTENTS	REF #
10	105A500W	16,500	4" Polyurethane Foam Insulation	Titanium Chloride	10290
20	111A100W3	16,800	Exterior Coils, Insulated, Lined, Top & Bottom Unloading	Caustic Soda	10299
2	111A60ALW	20,000	Exterior Coils, Insulated	Various	10374
7	111A100W1	20,000	Interior Coils, Non-Insulated, Top & Bottom or Top Unloading, Ready To Forward	Various - Blasted	10343
7	111A100W1	20,000	Exterior Coils, Insulated, Top & Bottom Unloading	Sodium Hydrosulfide	10397
5	105A300W	20,500	Non-Coiled, Non-Insulated, Top Unloading Only	Anhydrous Ammonia	10310
2	111A100W3	21,000	Exterior Coils, Insulated, Top & Bottom Unloading	Vegetable Oil	10359
30-40	111A100W1	23,500	Non-Coiled, Non-Insulated, Top & Bottom Unloading	Various	10437
1	111A100W1	26,000	Non-Coiled, Non-Insulated, Top & Bottom Unloading, Skid Protection, 4" Ball Valve	Lube Oil	10346
8-10	111A100W1	30,000	Non-Coiled, Non-Insulated, Top & Bottom Unloading, Skid Protection	Isopropyl Alcohol	10340
50	112J340W	33,500	Non-Coiled, Insulated, 6 Month Minimum	LPG	10416
40	BOX	50'	70 Ton Trucks, Sliding Plug Doors		10258
<b>8</b>	<b>BOX</b>	<b>60'</b>	<b>100 Ton Trucks, Load Dividers, Double Plug Doors, Nailable Steel Floors</b>		<b>10182</b>
10-12	BOX	60'	70 Ton Trucks, Plate E, 10'x11' Sliding Doors		10243
38	BOX - RP	68'	Refrigerated Box, AAR Type R610, Insulated, 100 Ton Trucks, Plate C		10279
20	FLAT	61'	100 Ton Trucks, Bulkheads		10278
<b>9</b>	<b>HOPPER</b>	<b>60'</b>	<b>42" Longitudinal Manual Gates, Dumps Inside or Outside of the Rails</b>	<b>Ballast</b>	<b>10405</b>
16	HOPPER	3,625	4 Pocket, Gravity Gates		10381
80	HOPPER	3,850	Rapid Discharge Gates, 5 Pocket	Coal	10351
2	LO	2,604	Trough Hatches, Eresco Rack & Pinion Gates Great Lease Rate!	Manganese Ore	10347
25-50	LO	4,740	Round Hatches, Gravity Gates, Short or Long Term	Calcium Carbide	10438
11	LO	4,750	Trough Hatches, Gravity Gates, New Paint, Up To 2 Year Lease	Various	10396
4	PD	3,000	15 PSI, 5 Compartment	Cement	10422
7	PD	3,500	2 Pocket, 15 PSI, Completely Rebuilt		10214

Items Highlighted In Italics Designate New Listings

## EQUIPMENT NEEDED FOR LEASE

# OF CARS	DOT / CLASS	CAPACITY	COMMENTS	PRODUCT	REF #
<i>4-6</i>	<i>111A100W3</i>	<i>13,500</i>	<i>Must Have Top Unloading</i>	<i>Molten Sulfur</i>	<i>10465</i>
50-100	111A100W3	13,500	Exterior Coils, Insulated, Short Term Lease	Molten Sulfur	10325
20	111A100W3	13,800	Exterior Coils, Insulated, Lining Optional, Top & Bottom Unloading	Molten Sulfur	10393
1	111A100W2	14,000	Plasite 3066 Lining, Long Term	Phosphoric Acid	10418
6-7	111A100W1	14,500	Non-Coiled, Insulated, Rubber Lined, Top & Bottom Unloading	Phosphoric Acid	10328
15-20	111A100W1	16,000	Non-Coiled, Non-Insulated, Top & Bottom	Magnesium Hydroxide	10380
1	111A100W3	16,000	Exterior Coils, Insulated, Top & Bottom Unloading, Short Term	Alcohol	10434
10	111A100W1	20,000	Non-Coiled, Non-Insulated, Top & Bottom Unloading, Must be Lined	Acrylate	10382
50-100	111A100W3	20,000	Exterior Coils, Insulated, Top & Bottom Unloading, 1-2 Year Term	Lignin Liquor	10334
<i>1-5</i>	<i>111A100W5</i>	<i>20,000</i>	<i>Rubber Lining</i>	<i>Aluminum Chloride</i>	<i>10455</i>
1-2	111A100W1	21,000	Non-Coiled, Insulated or Lined, Top & Bottom Unloading	Nitrogen Fertilizer Solution	10232
12	111A100W1/3	23,000	Coiled or Non-Coiled, Non-Insulated or Insulated, 1-3 Year Term	Ethylene Glycol	10335
40	111A100W1	23,500	Non-Coiled, Non-Insulated, Top & Bottom Unloading, Short Term	Hazardous Waste Liquid N.O.S.	10435
22	111A100W3	23,500	Exterior Coils, Insulated, Top & Bottom Unloading, Short Term	Asphalt	10390
8-10	111A100W3	23,500	Exterior Coils, Insulated, Top & Bottom Unloading	Asphalt	10341
1	111A100W3	23,500	Exterior Coils, Insulated, Lined, Top & Bottom Unloading	Non-Aggressive Alcohol	10287
20	111A100W3	23,500	Exterior Coils, Top & Bottom Unloading, Insulated	Benzene	10257
50	111A100W1	24,000	Interior Coils, Top & Bottom Unloading	Vegetable Oil	10314
1	111A100W1	25,000	Any Coils, Non-Insulated, 3 Compartments	Lube Oil	10305
1-2	111A100W3	25,000	Exterior Coils, Insulated, Top & Bottom Unloading, Short Term	Virgin Lube Oil	10336
3	111A100W1	25,500	Non-Coiled, Non-Insulated, Top & Bottom Unloading	Glycol	10249
1-2	111A100W1	26,000	Plasite 3066 or 3070, Top & Bottom Unloading, Hazmat Equipped	Cyclohexylamine	10370
12	111A100W1	26,000	Non-Coiled, Non-Insulated, Top & Bottom Unloading, 1-2 Year Term	Methyl Methacrylate	10312
2	111A100W1	30,000	Non-Coiled, Non-Insulated, Top & Bottom Unloading, Short Term	Methanol	10420
5-6	111A100W1	30,000	Non-Coiled, Non-Insulated, Top & Bottom Unloading, Hazmat Equipped	Lube Oil or Diesel Fuel	10362
3	111A100W2	30,000	Top Unloading Only, Long Term	Vinyl Acetate Monomer	10399
4	GONDOLA	4,650	Trough Hatches, Gravity Gates	Woodchip	10407
25-30	HOPPER	2,500-3,000	Gravity Gates, 100 Ton Trucks, 45 Degree Slopes, 6 Month Lease	Ballast	10373
10	HOPPER	3,000	Side Dump Only		10213
25	HOPPER	4,000	Rapid Discharge Gates, Air Operated	Coal	10283
115+	HOPPER	4,000+	100 Ton Trucks, 45 Degree Slope	Petroleum Coke	10308

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## EQUIPMENT NEEDED FOR LEASE

# OF CARS	DOT / CLASS	CAPACITY	COMMENTS	PRODUCT	REF #
<i>4-5</i>	<i>LO</i>	<i>3,000</i>	<i>Round Hatches, Gravity Gates, Exterior Coiled, Insulated, Lined</i>	<i>Calcium Chloride Prill</i>	<i>10469</i>
10	LO	4,600	Round Hatches, Gravity Gates, Lined	Sodium Nitrate	10323
10-15	LO	4,750+	Trough Hatches, Gravity Gates, Per Diem Lease, Short or Long Term	Grain	10364
100	LO	4,750+	Round or Trough Hatches, Gravity Gates, 286,000 Lb. Capacity	Ammonium Sulfate	10330
50	LO	4,750	Trough Hatches, Gravity Gates	Corn / Grain	10327
<i>10-15</i>	<i>LO</i>	<i>5,200</i>	<i>Trough Hatches, Gravity Gates</i>	<i>Poultry Meal</i>	<i>10460</i>
ANY	LO	5,800	Pneumatic Gates, Epoxy Lined, Vibrator Brackets		10280
2-4	PD	4,650	3 Compartment, 1-2 Year Lease	Granulated Sugar	10319
10	PD	5,300	Long Term Lease, 2-4 Compartments	Clay	10294

  

<b>EQUIPMENT AVAILABLE FOR SALE</b>					
# OF CARS	DOT / CLASS	CAPACITY	COMMENTS	LAST CONTENTS	REF #
30+	111A100W3	16,800	Exterior Coils, Insulated, Steam Jacketed Valve, Built 1976, 100 Ton Trucks	Corn Syrup	10153
3	111A100W1	20,000	Interior Coils, Storage Only	Various	10368
3	111A100W4	20,000	Non-Coiled, Insulated, Lined, Top Unloading Only, 50 Year Cars	Vinylidene Chloride	10401
3	112J400W	30,000	Currently In Service	LPG	10419
2		30,000	Storage Tanks Only, Interior Coils, Insulated, Bottom Unloading, 1991 Built	Asphalt	10366
165	105J300W 105J400W	33,500-34,000	1975-77 Richmond Built, All Have HM-175 Done 1999-2001, 90% Leased Through Fall of 2005		10339
7	BOX	60'	100 Ton Trucks, Nailable Steel Floors		10326
50	FLAT	57'	70 Ton Trucks, Bulkheads	Pulp Wood	10318
10+	FLAT	89'	70 Ton Trucks, Straight Flat Decks		10355
77	GONDOLA	1,350	50 Cubic Yard, Side Dump		10413
20	GONDOLA	1,828	Flat Bottom, 3'8" Sides		10361
5	GONDOLA	2,242	1970 Built, 4-1/2' Sides, Flat Bottom		10297
39	HOPPER	3,800	5 Pockets, Rapid Discharge Gates	Western Coal	10304
77	HOPPER	3,850	100 Ton Trucks	Coal	10118
10+	LO	3,000	Round Hatches, Gravity Gates	Sand / Lime	10372
ANY	LO	3,010	Round Hatches, Gravity Gates	Cement	10267
<i>40</i>	<i>LO</i>	<i>4,750</i>	<i>Trough Hatches, Gravity Gates, 50 Year Cars 3 Compartments</i>	<i>Grain</i>	<i>10468</i>
4	LO	5,700	4 Pockets, Lined, Round Hatches, Gravity Gates		10284
4	PD	3,000	15 PSI Solimar System	Cement	10422
<i>7</i>	<i>PD</i>	<i>3,800</i>	<i>4 Compartments, 15 PSI</i>	<i>Cement</i>	<i>10470</i>

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