

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
4-5	111A100W3	20,000-23,500	Exterior Coils, Insulated, Top & Bottom Unloading, Hazmat Equipped		10474
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	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
1	FLAT	89'	70 or 100 Ton Trucks, Straight Deck, Must Be Interchangeable		10446
50-60	GONDOLA	52'	Flat Bottom, Interchangeable, Inexpensive		10303
5	GONDOLA	65'	Prefer 1970's Built, 2,800-3,200 Cubic Foot		10342
60	GONDOLA	ANY	Side Dump	Nickel Ore	10383
25	LO	3,000	3 Compartments, Round Hatches, Gravity Gates	Sand	10479
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! What Does It Mean To The Customer?

We talked about this same subject last month. GUESS WHAT!??? We are still receiving Invoices for this \$350.00 per car "Handling Charge"! If you're still not familiar with this Tariff, it states in Part A that the NS will assess a \$350.00 "Handling Charge" for any empty round trip movement of privately owned tank railcars between the NS and any repair facility located on the NS line.

We all know that tank cars are almost always empty going into or out of a repair facility, so figure that every time they are sent in for repair or cleaning, there will be a \$350.00 "Handling Charge". Since it's not a switch fee, it's not charged to the shipper, but to the car owner. I guess that's not so bad for the car owner, because he's just going to pass it on to the shipper.

From the poor shipper's viewpoint, this is terrible news! As if the cost of repairing railcars isn't high enough already! Lets not forget the repair facility itself. Sooner or later the shippers are going to go down the road to a repair/cleaning facility that's not on the NS. This could conceivably put some of the smaller shops out of business.

Why is it that none of the other Class 1's charge such a "Handling Fee"? Maybe if we work together and voice our opinions loud enough, the NS will hear us. You could always talk to your NS representative or contact:

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Items Highlighted In Italics Designate New Listings

THE INSIDE TRACK™

RAILWAY EQUIPMENT LISTING Published By: TRANSMATRIX, INC.

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August 1, 2003

EQUIPMENT AVAILABLE FOR LEASE

# OF CARS	DOT / CLASS	CAPACITY	COMMENTS	LAST CONTENTS	REF #
50	111A100W3	13,300	Exterior Coils, Insulated, Lined, Bottom Unloading Only	Molten Sulfur	10453
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
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
8	BOX	60'	100 Ton Trucks, Load Dividers, Double Plug Doors, Nailable Steel Floors		10182
38	BOX - RP	68'	Refrigerated Box, AAR Type R610, Insulated, 100 Ton Trucks, Plate C		10279
9	HOPPER	60'	42" Longitudinal Manual Gates, Dumps Inside or Outside of the Rails	Ballast	10405
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
10	LO	5,250	Round Hatches, Gravity Gates, Lined	Plastic Pellets	10473
4	PD	3,000	15 PSI, 5 Compartment	Cement	10422
7	PD	3,500	2 Pocket, 15 PSI, Completely Rebuilt		10214

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EQUIPMENT NEEDED FOR LEASE

# OF CARS	DOT / CLASS	CAPACITY	COMMENTS	PRODUCT	REF #
4-6	111A100W3	13,500	Must Have Top Unloading	Molten Sulfur	10465
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
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
1-5	111A100W5	20,000	Rubber Lining	Aluminum Chloride	10455
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
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
95	105J300W	33,500	Non-Coiled, Insulated, Short Term	Alkyl Feed Stock	10378
4-5	BOX	60'	100 Ton Trucks, Plug or Sliding Door, Steel Floor	Containers	10451
30	FLAT	61'	Minimum of 58' Between Bulkheads		10478
ANY	GONDOLA	8,200	Flat Bottom	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
115+	HOPPER	4,000+	100 Ton Trucks, 45 Degree Slope	Petroleum Coke	10308
4-5	LO	3,000	Round Hatches, Gravity Gates	Calcium Chloride Prill	10469
10	LO	4,600	Round Hatches, Gravity Gates, Lined	Sodium Nitrate	10323

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# OF CARS	DOT / CLASS	CAPACITY	COMMENTS	PRODUCT	REF #
4	LO	4,650	Trough Hatches, Gravity Gates		10417
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
10-15	LO	5,200	Trough Hatches, Gravity Gates	Poultry Meal	10460
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

EQUIPMENT AVAILABLE FOR SALE

# OF CARS	DOT / CLASS	CAPACITY	COMMENTS	LAST CONTENTS	REF #
79	111A100W1	14,300	Hazmat Equipped, Top & Bottom Unloading, Older Linings	Phosphoric Acid	10483
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	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
9	HOPPER	2,000	Built Late 50's / Early 60's, Manual Gravity Gates	Ballast	10405
39	HOPPER	3,800	5 Pockets, Rapid Discharge Gates	Western Coal	10304
10+	LO	3,000	Round Hatches, Gravity Gates	Sand / Lime	10372
ANY	LO	3,010	Round Hatches, Gravity Gates	Cement	10267
40	LO	4,750	Trough Hatches, Gravity Gates, 50 Year Cars 3 Compartments	Grain / Sand	10468
4	LO	5,700	4 Pockets, Lined, Round Hatches, Gravity Gates		10284
4	PD	3,000	15 PSI Solimar System	Cement	10422
7	PD	3,800	4 Compartments, 15 PSI	Cement	10470

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