

## EQUIPMENT NEEDED FOR PURCHASE

# OF CARS	DOT / CLASS	CAPACITY	COMMENTS	PRODUCT	REF #
3	111A100W1	13,000-14,000	Off Line Use		10664
25-30	111A100W1	20,000-23,500	Non-Coiled, Non-Insulated, Top & Bottom Unloading	Steep Water	10686
ANY	111A100W3	20,000-26,000	Exterior Coils, Insulated, Hazmat Equipped, Top & Bottom Unloading	Any	10637
ANY	111A100W3	23,500	Exterior Coils, Insulated, Top & Bottom Unloading, Must Be 50 Year Cars		10621
<b>1</b>	<b>111A100W1/3</b>	<b>30,000</b>	<b>Coiled or Insulated, Railcar or Storage Tank</b>	<b>Vegetable Oil</b>	<b>10812</b>
ANY	112J340W	33,500	Non-Coiled, Insulated, Top Unload Only	LPG	10734
80	BOX	60'	100 Ton Trucks, Single or Double Plug Doors		10771
100	BOX	60'	100 Ton Trucks, F-Plate, 60' Inside Length		10485
1	FLAT	48'	In-Plant Service Only, Inexpensive		10575
100	FLAT	50'	100 Ton Trucks, Steel Deck	Steel Slabs	10717
75	FLAT	62'	Bulkheads, 100 Ton Trucks		10578
ANY	GONDOLA	52'-65'	Flat Bottom	Scrap	10720
40-50	GONDOLA	5,200+	Rotary or Flat Bottom	Wood Chips	10691
<b>2</b>	<b>HOPPER</b>	<b>70/100 Ton</b>	<b>Air Operated Gates, In-Plant</b>	<b>Ballast</b>	<b>10806</b>
1	HOPPER	3,400+	3 Pocket, In Plant Use	Aggregate	10642
100	HOPPER	3,800	Rapid Discharge		10646
50	HOPPER	2,400	3 Pocket, 50 Degree Slopes	Aggregate	10494
25	LO	3,000	3 Compartments, Round Hatches, Gravity Gates	Sand	10479
100	LO	4,600	Trough Hatches, Gravity Gates, 3 Compartment	Grain	10442
ANY	LO	5,250	Round Hatches, Pneumatic Gates	Plastic Pellets	10764
100+	LO	5,800	Round Hatches, Pneumatic Gates	Plastic Pellets	10625

### WHAT IS GOING ON?

That is a very good question. What is going on? The demand for railcars is at an all time high. Customers need to move their product and they need to move it now. We haven't seen this much action in the rail industry since before 9/11. And it's not just one type of railcar or two, it's all of them. The tank car business is booming, the hopper car demand is outstanding and box cars, well, we haven't seen this many request for them in years.

A couple of things are contributing to this demand. To start, the economy is doing well. We are producing more materials for the building and construction industry. Interest rates are still low, causing businesses and individuals to look into buying property and constructing new facilities and homes. The metal market is on the rise as well. If you've had to scrap any of your railcars recently, you will have noticed that carbon steel, along with other metals, is now a valuable commodity. And that brings us to the other reason for the high market demand.

Many railcars are retiring, either due to age, mechanical reasons that are too cost prohibitive to repair, or we have worked them to death. The new car manufactures are doing what they can to keep up with the demand, but delivery times are extending. Couple that with, and I know we have all heard this, employment issues with the railroads. It's very rare to hear of an industry that has more job opportunities than they have potential employees. Seems quite a bit of the delays are caused by lack of man power. Lack of man power causes longer transportation time. And finally, longer transportation time causes transportation managers to look for ways to solve the problem. Answer, get more cars.

All in all, things will level out again. At this point, just hang on and enjoy the ride.

Items Highlighted In Italics Designate New Listings

# THE INSIDE TRACK

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

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## EQUIPMENT AVAILABLE FOR LEASE

# OF CARS	DOT / CLASS	CAPACITY	COMMENTS	LAST CONTENTS	REF #
1	111A100W3	10,000	Exterior Coils, Insulated, Top & Bottom Unloading	Petroleum Oil	10668
4	111A100W3	16,500	Exterior Coils, Insulated, Willing To Line, For Long Term	Caustic Soda	10531
30	105A500W	17,300	Long Term	Chlorine	10574
<b>25</b>	<b>105J500W</b>	<b>17,500</b>	<b>Insulated, All Testing Done</b>	<b>Clean w/Nitrogen Pad</b>	<b>10802</b>
7	105A100W3	20,000	Non-Coiled, Insulated, Top Unloading, Gauging Devices		10695
2	111A60ALW	20,000	Exterior Coils, Insulated	Various	10374
6	111A60ALW1	20,000	Exterior Coils, Top & Bottom Unloading	Ammonium Thiosulfate	10616
<b>37</b>	<b>111A60ALW2</b>	<b>20,000</b>	<b>Non-Coiled, Non-Insulated, Top Unloading Only, Aluminum</b>	<b>Propionic Acid</b>	<b>10732</b>
10	111A100W1	20,000	Interior Coils, Non-Insulated	Ammonium Thiosulfate	10736
1	111A100W1	20,000	3 Equal Compartments, Interior Coils, Top & Bottom Unloading, Hazmat Equipped	Lubricating Oil	10592
2-3	111A100W1	20,000	Interior Coils, Non-Insulated. Top & Bottom or Top Unloading, Ready To Forward	Various	10343
<b>20</b>	<b>111A100W3</b>	<b>20,000</b>	<b>Exterior Coils, Insulated, Top &amp; Bottom Unloading</b>		<b>10797</b>
10	111A100W3	23,500	Non-Coiled, Insulated, Top & Bottom Unloading	Various	10677
15	112J340W	33,500	Insulated, No Magnetic Gauging Device, Must Be Returned By December, 2004	LPG / Butane	10631
56	BOX	50'	70 Ton Trucks, 1 Year Full Service Lease		10752
<b>16</b>	<b>BOX</b>	<b>60'</b>	<b>100 Ton Trucks, Insulated</b>		<b>10815</b>
10	BOX	60'	7 With Sliding Doors, 3 With Plug Doors		10581
48	GONDOLA	40 Yd	70 Ton Trucks, Side Dump To Either Side, Air Operated	Aggregate	10402
<b>100+</b>	<b>GONDOLA</b>	<b>100 Ton</b>	<b>No Insulated Covers</b>	<b>Steel Coils</b>	<b>10796</b>
20+	GONDOLA	52'	3'6" to 3'9" Sides		10735
9	HOPPER	60'	42" Longitudinal Manual Gates, Dumps Inside or Outside of the Rails	Ballast	10405
15	HOPPER	2,350	3 Compartment, 286,000 Lbs. Capacity		10729
38	HOPPER	7,000	Gravity Gates, 3 Year Minimum Lease	Woodchips	10747
4	PD	3,000	15 PSI Solimar Sytems, 5 Compartment	Cement	10422

Items Highlighted In Italics Designate New Listings

## EQUIPMENT NEEDED FOR LEASE

# OF CARS	DOT / CLASS	CAPACITY	COMMENTS	PRODUCT	REF #
2	<i>111A100W3</i>	<i>10,000</i>	<i>Insulated, Short Term Lease</i>	<i>Propylene Oxide</i>	<i>10792</i>
4-6	111A100W3	13,500	Must Have Top Unloading	Molten Sulfur	10465
3	111A100W5	14,500	Exterior Coils, Insulated, Food Grade Rubber Lining	Phosphoric Acid	10584
30-40	111A100W3	16,000	Exterior Coils, Insulated, Plasite Lining, 1 Year Term	Caustic Soda	10585
2	111A100W3	16,500-17,500	Exterior Coils, Insulated, Lined, Short Term	Detergent	10557
3	105A500W	17,000	1 Year Term	Methyl Bromide	10634
12	105A500W	17,500	Needs Gauging Rods	Toluene Diisocyanate	10690
<b>ANY</b>	<b><i>111A60ALW</i></b>	<b><i>20,000</i></b>	<b><i>Short or Long Term</i></b>	<b><i>Ammonium Thiosulfate</i></b>	<b><i>10811</i></b>
4-6	111A100W1	20,000	Lined, Long Term Lease	Sodium Bisulfite	10639
<b>5-12</b>	<b><i>111A100W3</i></b>	<b><i>20,000</i></b>	<b><i>Exterior Coils, Top &amp; Bottom Unloading</i></b>	<b><i>Methyl Esters</i></b>	<b><i>10794</i></b>
15	111A100W3	20,000	Non-Coiled, Over 4" Insulation, High Bake Phenolic Lining	Formaldehyde	10748
10-20	111A100W3	20,000	Exterior Coils, Insulated, Lined, Long Term Lease	Calcium Nitrate	10741
<b>25</b>	<b><i>111A100W1</i></b>	<b><i>20,000-26,000</i></b>	<b><i>Interior Coils, Bottom Unloading</i></b>	<b><i>Crude Vegetable Oil</i></b>	<b><i>10810</i></b>
6	111A100W1	23,500	Non-Coiled, Non-Insulated, Top & Bottom Unloading, Lined	Surfactant Water Mix	10599
100	111A100W3	23,500-	Exterior Coils, Insulated, Short Or Long Term	Polyethylene Wax	10739
50	111A100W1	23,500-27,000	Top & Bottom Unloading, Hazmat Equipped	Diesel Fuel	10591
6-10	111A100W3	24,000	Exterior Coils, Insulated, Top & Bottom Unloading, Short Term - Nov. Through June	Fuel Oil	10761
5	111A100W1	30,000	3 Compartments, Non-Coiled, Non-Insulated	Fuel	10547
3	111A100W2	30,000	Top Unloading Only, Long Term, Magnetic Gauging Device	Vinyl Acetate Monomer	10399
20-25	105J340W	30,000-33,500	Insulated, 1 Year Term	Crude Butadiene	10577
40-50	112J340W	33,500	5 Year Lease	LPG	10728
20-40	112J340W	33,500	Insulated, 20 Cars Short Term Lease Only	LPG	10605
<b>1</b>	<b><i>BOX</i></b>	<b><i>50'</i></b>	<b><i>Bulkheads, Plug Doors</i></b>	<b><i>Bagged Flour</i></b>	<b><i>10785</i></b>
4-6	BOX	50'		Bagged Rice	10548
15-20	BOX	60'	100 Ton Trucks, Cushioned Underframe, Nailable Steel Floors	Calcium Carbide	10613
10	BOX	60'	Bagged Commodity, Long Term	Calcium Carbonate	10542
5	FLAT	50'	Articulated, 3 & 4 Packs, Single Stack	Containers	10689
40-60	FLAT	85'-89'	COFC, 100 Ton Trucks	20' Containers	10532
100+	GONDOLA	100 Ton	Coil Cars, 3-5 Year Lease	Steel Coils	10749
100+	GONDOLA	52'	Flat Bottom	Scrap Metal	10630
50	GONDOLA	2,400	Will Line For Protection Of Railcar	Contaminated Soil	10660
50	GONDOLA	4,000	Inner Brackets Removed	Construction Debris	10529
100+	HOPPER	2,400	Bottom Dump, Not For Interchange	Aggregate	10558
2-3	HOPPER	3,000	Side Dump, Short Term	Gravel	10710
15	HOPPER	3,000-4,000	Gravity Gates, Short Term	Phosphoric Rock	10586

*Items Highlighted In Italics Designate New Listings*

## EQUIPMENT NEEDED FOR LEASE

# OF CARS	DOT / CLASS	CAPACITY	COMMENTS	PRODUCT	REF #
5-10	HOPPER	3,400+	Gravity Or Rapid Discharge Gates	Flyash - Wet	10697
1	LO	3,000	Round Hatches, Gravity Gates, Long Term	Limestone	10614
22	LO	3,200	Round Hatches, Gravity Gates, 3-5 Year Lease	Salt	10622
40-50	LO	3,200	Round Hatches, Gravity Gates	Cement	10589
15-30	LO	3,400	Trough Hatches, Gravity Gates	Sodium Sulfate	10559
20	LO	4,000	Round Hatches, Gravity Gates, 1 Year Term	Salt	10627
50	LO	4,650	Trough Hatches, Gravity Gates	Fertilizer	10560
50-100	LO	4,750	Trough Hatches, Gravity Gates	Grain	10758
10-15	LO	5,200	Trough Hatches, Gravity Gates	Poultry Meal	10460
10-20	PD	2,900+	15 PSI, Short Term	Cement	10723

## EQUIPMENT AVAILABLE FOR SALE

# OF CARS	DOT / CLASS	CAPACITY	COMMENTS	LAST CONTENTS	REF #
50	111A100W2	10,000	Top Unloading, Non-Coiled, Non-Insulated	Latex Paint	10671
79	111A100W1	14,300	Hazmat Equipped, Top & Bottom Unloading, Older Linings	Phosphoric Acid	10483
4	111A100W3	16,800	Exterior Coils, Insulated, Steam Jacketed Valve, Built 1976, 100 Ton Trucks	Corn Syrup	10153
105	105A500W	17,300	1980-81 Built	Chlorine	10648
19	111A100W1	18,500	Non-Coiled, Non-Insulated, Skid Protection, Top & Bottom Unloading	Nitrogen Fertilizer Solution	10655
<b>2</b>	<b><i>111A100W1</i></b>	<b><i>20,000</i></b>	<b><i>Interior Coils, In-Plant Storage</i></b>	<b><i>Soybean Oil</i></b>	<b><i>10808</i></b>
1		30,000	Storage Tanks Only, Interior Coils, Insulated, Bottom Unloading, 1991 Built	Asphalt	10366
<b>8</b>	<b><i>112J400W</i></b>	<b><i>30,000</i></b>	<b><i>Insulated, In-Plant Storage</i></b>	<b><i>Refrigerant</i></b>	<b><i>10780</i></b>
17	112S340W	33,500	Non-Insulated, 1976 Union Tank Built	Anhydrous Ammonia	10502
<b>200</b>	<b><i>BOX</i></b>	<b><i>52'6"</i></b>	<b><i>70 Ton Trucks, Plate B</i></b>	<b><i>Paper</i></b>	<b><i>10781</i></b>
1	FLAT	45'	Depressed Center		10714
3	FLAT	53'6"	1963 Built, In-Plant Service		10713
14	FLAT	89'	1973-74 ACF Built		10659
55	FLAT	100'	Articulated, 2 Pack		10534
<b>57</b>	<b><i>GONDOLA</i></b>	<b><i>4,300</i></b>	<b><i>Rotary Dump, Aluminum</i></b>	<b><i>Coal</i></b>	<b><i>10755</i></b>
<b>20</b>	<b><i>HOPPER</i></b>	<b><i>3,600</i></b>	<b><i>100 Ton Trucks, Gravity Gates</i></b>	<b><i>Ballast</i></b>	<b><i>10813</i></b>
115	HOPPER	3,850	Rapid Discharge	Coal	10702
<b>110</b>	<b><i>HOPPER</i></b>	<b><i>4,000</i></b>	<b><i>Aluminum, Rapid Discharge</i></b>	<b><i>Coal</i></b>	<b><i>10793</i></b>
8	HOPPER	4,000	1974-78 Built, Bottom Or Rotary Dump	Aggregate	10647
4	PD	3,000	15 PSI Solimar System, 5 Compartment	Cement	10422

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