EQUIPMENT *NEEDED* FOR *PURCHASE*

# OF CARS	DOT / CLASS	CAPACITY	COMMENTS	PRODUCT	REF #
1-2	111A100W3	20,000+	Exterior Coils, Insulated, Top & Bottom Unloading, For Storage	Luminol	12569
10-15	111A100W1/3	23,500+	Coiled	Various	12633
3-5	*112J340W*	*33,500*		*LPG/ Butane*	*12681*
50	BOX	50'	Double Side Doors, 100 Ton Trucks		12627
ANY	BOX	60'-80'		Lumber	12672
ANY	FLAT	60'-80'	Bulkheads	Lumber	12671
400	GONDOLA	2,000	110 Ton Trucks Preferred	Sand	12628
25	GONDOLA	2,000-3,000	Flat Bottom		12632
ANY	*GONDOLA*	*4,000*			*12684*
40	LO	2,000	100+ Ton Trucks	Sand	12590
ANY	LO	3,000	110 Ton Trucks	Sand	12630
50	*LO*	*3,800+*	*Gravity Gates*		*12683*
500	*LO*	*4,750*		*Grain*	*12695*
30-40	LO	4,750	Trough Hatches, Gravity Gates	Grain	12653
3-15	*LO*	*5,500+*		*Plastic Pellet*	*12693*
100	PD	5,125	14.7 PSI, Food Grade Lining	Flour	12608

FREIGHT CHARGES
FOR TANK RAILCARS MOVING OUT OF SHOPS

Some of you may not be aware that railroads have slowly but surely been implementing a change in the way they deal with tank railcars entering and leaving repair facilities. You should take the words "deal with" to mean "charge for". As of March 1, 2015, BNSF had joined this bandwagon and is now charging $2.50 per mile and $0.13 per mile in an added fuel charge. This charge is for any tank railcar moving to or from a repair facility unless it is immediately proceeded by a loaded line haul revenue move via the BNSF. This means that if a railcar moves from an unload point on another carrier to a shop on the BNSF, there will be a charge both to and from the shop at $2.63 per mile for any BNSF miles. The BNSF defines a repair facility as one that performs cleaning, lining, relining, maintenance, modification, retrofit or repair.

The railroads know, especially with tank railcars, that regulations and inspection requirements are increasing the number of shopping instances during a railcar's useful life making for a steady and ongoing revenue source in billing for these moves.

They would like you to believe that this new charge is to "support greater network fluidity", but do you really believe this will have any impact on getting your railcars though the system any quicker? We expect the fluidity most readily apparent will be the transition of your company's profits to their's. It appears the almost guaranteed excess empty miles generated by shopping tank cars and applied toward mileage equalization at $0.91 per mile was not enough of a cash cow. Oh, and by the way, that $0.91 is the 2014 rate as we don't know what we'll be charged for in 2015 as that rate is not yet published... but that's a topic in itself! There is an upside to this charge though, it won't come through on your equalization so you won't be paying for the miles twice.

Another caveat to this is the fact that the charge is billed to the railcar owner, so if you're a shipper sending a railcar for cleaning, you won't see or possibly even know of this significant charge until the railcar owner can get it processed and billed out to you, at least a month later.

The BNSF is not alone in this as you may already know that the CP and UP have these charges. Smaller lines such as AKDN, BPRR, CIC, CSS, IAIS, ST have similar charges as well.
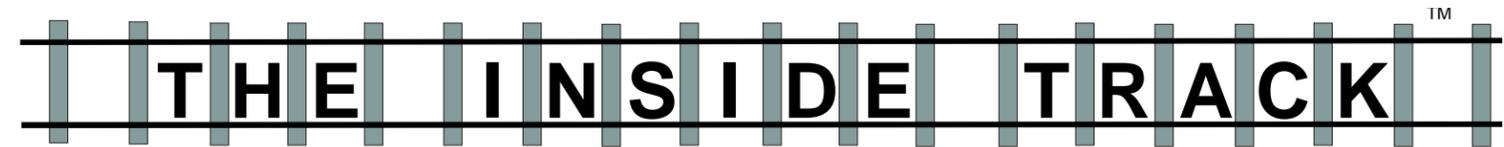
RAILWAY EQUIPMENT LISTING
Published By: TRANSMATRIX, INC.

June 1, 2015

EQUIPMENT *AVAILABLE* FOR *LEASE*

# OF CARS	DOT / CLASS	CAPACITY	COMMENTS	LAST CONTENTS	REF #
1	111A100W1	20,000	Interior Coils	Magnesium Chloride	12642
6-8	111A100W3	23,500	Exterior Coils, Insulated	Fish Oil	12615
6	111A100W3	23,500	Exterior Coils, Insulated	Various	12588
161	111A100W1	25,500	Insulated	Crude Oil	12654
2	*111A100W1*	*26,500*	*Hazmat Equipped, Top & Bottom Unloading*	*Petroleum Oil*	*12677*
1	111A100W1	26,500		Petroleum	12643
850	*111A100W1*	*30,000*	*Through 2017*	*Crude Oil*	*12689*
100+	111A100W1	30,000	Short Term	Clean - Fuel Oil	12659
2-4	111A100W1	30,000	Non-Coiled, Non-Insulated	Crude Oil	12617
16	BOX	6,252	110 Ton Trucks, 60'9" Inside Length, Standard Draft Gear		12564
7	*GONDOLA*	*6,581*		*Wood Chip*	*12553*
21	HOPPER	3,610	4 Pocket, 100 Ton Trucks	Coal	12624
110	HOPPER	3,800	Rapid Discharge, 110 Ton Trucks	Coal	12666
80-90	HOPPER	4,300	Aluminum Rotary Autoflood II, 100 Ton Trucks		12616
32	HOPPER	7,256	110 Ton Trucks	Wood Chip	12638
50	*LO*	*3,000*	*Gravity Gates*	*Sand*	*12691*
14	LO	3,000	Round Hatches, 100 Ton Trucks	Sand	12665
14	LO	4,750	Trough Hatches, Gravity Gates, 100+ Ton Trucks	Sand	12652
4	LO	5,850	New Paint & Linings	Plastic Pellet	12629
7	*PD*	*2,785*	*14.7 PSI*		*12626*

Items Highlighted In Italics Designate New Listings

EQUIPMENT *NEEDED* FOR *LEASE*

# OF CARS	DOT / CLASS	CAPACITY	COMMENTS	PRODUCT	REF #
20-40	111A100W1	13,500+	Insulated, Rubber Lined, Hazmat Equipped	Phosphoric Acid	12658
1-5	111A100W1	16,000+	Rubber Lined, Insulated	Ammonium Chloride	12664
3-4	111A100W1	16,500	Lined	Caustic Soda	12663
ANY	*113A90W3*	*17,000*	*Cryogenic*	*Liquid Argon*	*12688*
10-20	*111A100W1*	*20,000*		*Corn Steep*	*12685*
4-5	*111A100W1*	*20,000*	*Plasite Lining*		*12682*
1-10	111A100W1/3	20,000+	Exterior Coils, Lined or Ready to Line	Glycol	12650
8	111A100W1/3	20,000	Non-coiled, Non-insulated	Ammonium Lignosulfonate	12613
10-20	111A100W1/3	20,000+	Exterior Coiled, Insulated	TDI	12618
10	111A100W1/3	20,000+	Exterior Coils, Insulated	Tall Oil	12619
10-20	111A100W3	20,000+	Exterior Coils	Lignin Liquor	12646
1-15	111A100W1	23,500		Dicyclopentadiene	12673
20	111A100W3	23,500	Exterior Coils, Insulated, Bottom Unloading	Parrafin Wax	12641
10	111A100W1	23,500	Insulated, Top & Bottom Unloading	Lube Oil	12668
1-5	111A100W1	23,500	Coiled or Non-Coiled	Vegetable Oil	12547
2-3	*11A100W3*	*23,500*		*Vegetable Oil*	*12686*
ANY	111A100W3	23,500	Exterior Coils, Insulated	Glycerine	12475
20-25	112J340W	33,500	Insulated	Anhydrous Ammonia	12602
50	BOX	50'	Double Slide Doors, 100 Ton Trucks		12627
15-20	*FLAT*	*60'*	*Steel Decks*	*Steel Bins*	*12675*
10-15	*FLAT*	*60'*			*12687*
5+	FLAT	60'			12670
12	FLAT	80'+	Full Deck		12548
20	GONDOLA	5,500	Flat Bottom		12620
110	HOPPER	2,500+		Aggregate	12656
ANY	*HOPPER*	*3,800+*	*Manual Gates*		*12676*
1	HOPPER	5,000+	Large Gates, Steep Slopes, Short Term		12621
400	*LO*	*3,000*		*Sand*	*12690*
2	LO	3,000+		Sand	12662
100	*LO*	*4,750*	*Trough Hatches, Gravity Gates, Lined*	*Ammonium Nitrate*	*12694*

Items Highlighted In Italics Designate New Listings

EQUIPMENT *NEEDED* FOR *LEASE*

# OF CARS	DOT / CLASS	CAPACITY	COMMENTS	PRODUCT	REF #
500	*LO*	*4,750*		*Grain*	*12695*
ANY	LO	5,150+		Animal Feed	12660
ANY	LO	2,000+	110 Ton Trucks Preferred	Sand	12590
3	PD	3,000	14.7 PSI		12542
50	*PD*	*3,200*		*Cement*	*12692*

EQUIPMENT *AVAILABLE* FOR *SALE*

# OF CARS	DOT / CLASS	CAPACITY	COMMENTS	LAST CONTENTS	REF #
100	FLAT	70'	110 Ton Trucks		12634
94	FLAT	73'	Centerbeams		12649
3	FLAT	89'	1973 Built		12292
31	GONDOLA	3,264	66' Inside Length, 70 Ton Trucks		12605
91	GONDOLA	3,950		Waste	12603
100+	GONDOLA	4,000			12462
10	GONDOLA	4,000	100+ Ton Trucks, Flat Bottom		12622
110	*GONDOLA*	*4,320*		*Coal*	*12578*
20	GONDOLA	4,400	Single Tub, Rotary Dump, 100+ Ton Trucks Modified for Additional Interior Support		12464
30	GONDOLA	5,277	Flat Bottom	Waste	12604
5	*GONDOLA*	*6,500*	*Flat Bottom*	*Debris*	*12434*
90+	*HOPPER*	*1,970*	*Longitudinal Gate*	*Ore*	*12678*
13	HOPPER	2,300	60 Degree Slope Sheets, 100 Ton Trucks	Aggregate	12571
13	HOPPER	3,610	4 Pocket, 100 Ton Trucks		12624
60	HOPPER	3,570	45 Degree Slope Sheets, Manual Gates		12610
110	HOPPER	3,800	Rapid Discharge	Coal	12666
120	HOPPER	4,300	Aluminum Rotary Auto Flood II, 110 Ton Trucks		12616
130	*SCRAP*	*85'*	*133,000 Light Weight*		*12680*

Items Highlighted In Italics Designate New Listings