

**Railway Supply Institute, Inc.**  
**ARCI 2018 3rd Quarter Reporting Statistics**  
**October 23, 2018**



Summary

Railcar Orders, Deliveries & Backlog  
 Current Quarter & Trailing Four Quarters

|         | 10/1/2018 | 7/1/2018 | 4/1/2018 | 12/31/2017 |
|---------|-----------|----------|----------|------------|
| Backlog | 73,812    | 65,161   | 55,216   | 58,275     |

|            | 3rd Quarter<br>2018 | 2nd Quarter<br>2018 | 1st Quarter<br>2018 | 4th Quarter<br>2017 | 3rd Quarter<br>2017 |
|------------|---------------------|---------------------|---------------------|---------------------|---------------------|
| Orders     | 24,972              | 23,788              | 10,348              | 8,501               | 8,671               |
| Deliveries | 11,221              | 13,071              | 13,098              | 13,404              | 11,015              |

Twelve Month Year End Comparison

|            | 2017   | 2016   | 2015   | 2014    | 2013   |
|------------|--------|--------|--------|---------|--------|
| Orders     | 38,750 | 22,879 | 51,426 | 138,234 | 66,369 |
| Deliveries | 44,963 | 62,433 | 82,296 | 67,228  | 53,050 |

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Figures that do not track reflect revisions to a prior quarter made subsequent to that quarter's reporting.

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