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I N D U S T R I A L
N E T W O R K S

Next Stop for Railroads: Hand-Held Computing

Oklahoma Short Line Using INet and RMI Technology to Improve Timeliness of Event Reporting

ATLANTA – March 27, 2007 - RMI and Industrial Networks (INet) announce today the successful implementation of hand-held AEI readers at Farmrail System, Inc., one of their short line railroad customers located in rural Oklahoma. Using the RAILTRAC® Mobile™ portable AEI solution provided by INet and integrated with RMI's RailConnect Transportation Management System (TMS), Farmrail crews are now able to capture railcar movement events in the field and report these events in near real-time.

Headquartered in Clinton, Oklahoma, Farmrail provides scheduled and as-needed freight service over 347 main-line miles to 29 communities and 50 shippers in 12 rural Oklahoma counties. The territory includes some of the nation's prime production land for hard red winter wheat, its highest-quality gypsum deposits, and one of its largest energy reserves, the Anadarko Basin. The principal commodities handled by Farmrail are wheat, crude and processed gypsum, feed ingredients, crushed stone, oilfield drilling fluids, fertilizers, and agricultural machinery.

"The railroad industry has set new standards for the timeliness in reporting car movement events to a level where most critical events now need to be reported within six hours," explains Judy Petry, controller for Farmrail and chairperson for the ASLRRRA's SLIT Committee, which has been working to improve event reporting. "Using RMI's RailConnect TMS we have always reported car movement events to the industry within minutes of when they were entered in the system. However, because of delays in communicating completed work from the train crews to the clerks, the timeliness of event reporting was sometimes not as fast as we needed it to be. By equipping our crews with the INet RAILTRAC® Mobile™ portable AEI solution and integrating this information with RMI's TMS system, we have eliminated these delays."

"The Farmrail hand-held project is a great example of how technology can best be used to help short line and regional railroads gain operational efficiency and improve service to their customers," explains Paul Pascutti, vice president of marketing, RMI. "Railroads have been using fixed-location AEI readers for many years to automate the capture of railcar movement events. Hand-held readers now make this technology more affordable and flexible for short line railroads."

"We are excited about working with Farmrail to bring our RAILTRAC® Mobile™ portable AEI solution to the short line railroad industry," says Jimmy Finster, president of INet. "We knew our RAILTRAC® Mobile™ solution would work for the railroad industry due to our success with real-time event reporting to our industrial rail shippers over the last decade."

Not only is Farmrail improving the timeliness of the event reporting using the INet readers, but it is also improving the efficiency of its overall operation. "It just doesn't make sense to have

clerical staff entering data after the fact,” says Petry. “We had already implemented EDI billing with our shippers. The next logical step was to put the capture of event data into the hands of the people performing the work.”

Both RMI and INet will be exhibiting at the ASLRRA annual convention to be held in Baltimore April 22-24, 2007. INet will have hand-held units on hand to demo the RAILTRAC[®] Mobile[™] portable AEI solution. RMI will be demonstrating how the data fed from the portable AEI readers automatically updates their transportation system.

About RMI

RMI is the largest independent provider of accurate, reliable, comprehensive and secure rail information services to the transportation industry. Founded in 1979, RMI is recognized as the most successful Business Services Provider (BSP) in the industry with an in-depth knowledge of rail operations and a proven ability to translate complex business processes into valuable management information services. Currently, RMI processes approximately seven million carloads annually for railroads, rail shippers and railcar owners. RMI's services are accessed via the Internet through RailConnect[®] (www.railconnect.com), a web-based portal to the company's integrated suite of proprietary information services, which are used to manage rail operations, improve customer service and reduce costs. Services include transportation, revenue, equipment, shipper freight and fleet management services and related executive information systems. RMI is an independent, privately owned company based in Atlanta. For more information about RMI, visit www.railcarmgt.com.

About Farmrail

Farmrail System, Inc. is an employee-owned holding company for two Class III common-carrier railroads comprising “Western Oklahoma’s Regional Railroad.” Farmrail Corporation (FMRC) has acted since 1981 as a lessee-operator for Oklahoma Department of Transportation, managing an 82-mile east-west line between Weatherford and Erick and an additional 89 miles, Westhom-Elmer, acquired by the State in 1992. Another wholly owned affiliate, Grainbelt Corporation (GNBC), was formed in 1987 to buy 176 contiguous north-south route-miles linking Enid and Frederick. This coordinated system affords nationwide rail access via both Western trunk lines – BNSF and Union Pacific. Laid in the era of frenzied railroad building across the Great Plains, it includes trackage of three recent predecessors. Their storied names reflect the competitive ambitions of the early 20th Century: Chicago, Rock Island & Pacific; St. Louis-San Francisco (which merged with Burlington Northern in 1980); and Atchison, Topeka and Santa Fe. For more information about Farmrail, visit www.farmrail.com.

About Industrial Networks

Industrial Networks, Ltd. (INet) provides RFID, AEI, and barcode data acquisition systems for managing manufacturing and shipping operations. Via secure wireless networks and utilizing the latest-generation hardware and modern technology platforms, clients can quickly deploy portable and stationary scanners for accurate and timely event reporting of inbound and outbound railcars, trucks, and barges. With the mobile computer, clients have the ability to scan AEI tags then designate a place, pull, receipt, delivery, or wheel movement via a seamless wireless connection. Integration of the scanners into existing ERP systems and the shipping/receiving process allows clients to extend control over field operations, reduce errors, improve overall productivity. Committed to complete customer satisfaction, INet offers extensive customer service programs and employs expert support technicians. INet is headquartered in Spring, Texas. For more information about INet, visit www.inetlp.com.