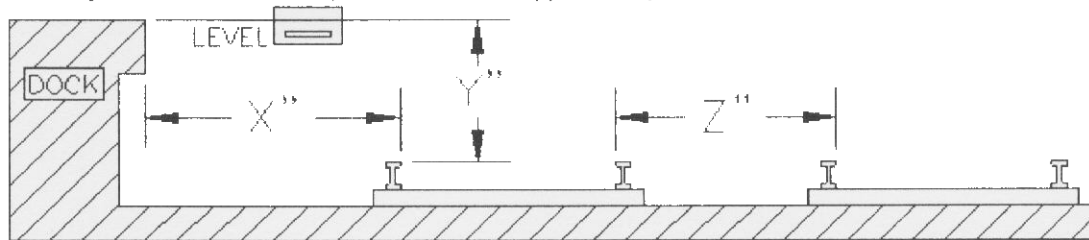


RAILBOARD WORKSHEET November 18, 2004

This form must be submitted complete with all orders for rail dockboards.
 Bluff railboards are site specific products and should only be used at site for which they are designed.
 _____ Order (Initials Reqd) _____ Request for Quote

Car / Track Details:

1. Identify railcar type(s) encountered at this site: Box car, "Hy-cube" box car, All door car, Refrigerated car, Flat car or Plug door car.
2. X1 _____ X2 _____ X3 _____ X4 _____ X5 _____ X6 _____ X7 _____ X8 _____ X9 _____ X10 _____
 Provide a minimum of two X dimension measurements, from the inside of the rail to the dock face (excluding any projections), with each measurement taken 20' away from the center of the dockboard position. **Provide dimensions for each location in which the board will be used.** If the application is a long, open dock, provide X dimensions at 20' increments along the dock as well as at 20' beyond the end of the dock (40' beyond if "hy-cube" cars are used). *For Car to Car application provide the Z dimensions in above blanks.*



3. Y1 _____ Y2 _____ Y3 _____ Y4 _____ Y5 _____ Y6 _____ Y7 _____ Y8 _____ Y9 _____ Y10 _____
 Provide a minimum of one Y dimension measurement, from the top of the rail to the top of the dock utilizing a line level and string, for each dockboard location.
4. _____ Identify the narrowest car door to be encountered at this site (range from 6'-20').
5. _____ Will cargo loading/unloading practices prevent a minimum of 8" of railboard lip from resting on the railcar floor? If yes, explain:
6. _____ Are there any modifications to the car door or car floor (any projections)? If yes, explain:

Dock Details:

7. _____ Is the face of the dock square? If no, explain:
8. _____ Identify any dock projections within 10" of the top of the dock surface.
9. _____ Provide width of the narrowest opening that the dockboard must pass through.

Others:

10. _____ Identify the types of equipment / attachments used to travel across the railboard.
11. _____ Identify the load capacity of the equipment used for this application.
12. _____ Provide desired dockboard width. The dockboard should be 2 to 4 inches less than the minimum car door width encountered at this site.
13. _____ Provide desired dockboard flare width. Flare, if desired, provides a dockside lip of greater width than the carside lip. X dimensions less than 48" can prevent flare.
14. _____ Does the customer prefer Lift Chains or Lift Loops? (Consider Forklift attachments)

Site location: _____

Date Submitted: _____ Salesman: _____

Dealer: _____ Phone: _____

City/State: _____ Fax: _____