



Car Hire Rate Negotiation Self Service (CHRNSS) User Guide



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Last Updated: January 2025

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Learning about Car Hire Rate Negotiation Self Service

Car Hire Rate Negotiation Self Service, also referred to as Car Hire Rate Negotiation or CHRNSS, is a web application that enables authorized users to:

- Make original offers
- Make counteroffers
- Confirm offers
- Call best and final offers
- Respond to best and final offers
- Cancel offers
- Confirm offer cancellations
- View open, closed, and expired offers on the dashboard
- Upload equipment for offers with CSV Upload
- Run fee-based detail and summary reports on car hire rates

Overview

Car Hire Rate Negotiation Self Service is the process used by railroads to negotiate car hire rates for the use of equipment. Historically, car hire, or compensation that is paid to an owner for use of a car, was based on a formula that was prescribed by the ICC (now the Surface Transportation Board). Beginning in 1994, the STB ordered that a market-oriented approach to setting car hire rates be adopted.

Each Monday, the Association of American Railroads (AAR) publishes the weekly broadcast list which lists cars that have entered or exited the Deprescription system, during the previous seven days. Along with the car mark and number, AAR equipment type code, and default rates, each record contains an indicator identifying which type of activity has occurred. This activity is related to either a car first entering the Umler system, or a car that has been deleted from the Umler system.

System Requirements

For information about the system requirements of Railinc web applications and for information about downloading compatible web browsers and file viewers, refer to the [Railinc UI Dictionary](#).

Accessing the Railinc Customer Success Center

The Railinc Customer Success Center provides reliable, timely, and high-level support for Railinc customers. Representatives are available to answer calls and respond to emails from 7:00 a.m. to 7:00 p.m. Eastern time, Monday through Friday, and provide on-call support via pager for all other hours to ensure support 24 hours a day, 7 days a week. Contact us toll-free by phone at 877-RAILINC (1-877-724-5462) or send an email directly to csc@railinc.com.

Getting Started

Access CHRNSS by using Railinc’s Single Sign-On (SSO), a web application that provides convenient access to a variety of Railinc products. If you have an SSO login, go to the Railinc portal at <https://public.railinc.com/> and log into SSO by selecting the **Customer Login** link in the top right corner. Enter your user ID and password in the fields and select **Sign In**.

Registering to Use Railinc SSO

Each CHRNSS user must register to use Railinc’s SSO. If you are not already registered for an SSO login, go to the Railinc portal at <https://public.railinc.com/> and log into SSO by selecting the **Customer Login** link in the top right corner ([Exhibit 3](#)). Select the **Create an account now** link. Once you have completed SSO registration, log into SSO to request access to CHRNSS.

Requesting Access to CHRNSS

After you receive authorization to use Railinc’s SSO, you must request general access to CHRNSS by following the instructions in the [Railinc Single Sign-On User Guide](#).

Your level of access and authorization for CHRNSS is determined when you request access through Railinc’s SSO. Below is a list of CHRNSS roles. The user role you choose determines what functions you can perform.

Exhibit 1. User Roles and Tasks

Task	Description
Car Hire Rate Neg. User	This role is for the user to create and view bid and offer transactions submitted by their User ID
Market Reports User	This role is for running fee-based reports on car hire rates
Read-Only User	This role is for querying car hire rate information only and does not include negotiating rates

Upon receipt of your request in SSO as shown below, user roles are assigned by Railinc or your company administrator.

Exhibit 2. CHRNSS Request Permission

The screenshot shows a web form titled "Car Hire Rate Negotiation" with the sub-header "CHRATENEG Resource". At the top, there is a progress bar with three steps: "1 Select Roles", "2 Confirm", and "3 Done". The "1 Select Roles" step is active. Below the progress bar, there are three checkboxes, each with a "(MARK required)" label:

- Car Hire Rate Neg. User (MARK required)
This Car Hire Rate Nego. role is for the User to create and view bid and offer transactions submitted by their User ID.
- Market Reports User Role (MARK required)
Market Report user role for running fee-based reports on car hire rates
- Read Only User Role (MARK required)
Read only user role for querying car hire rate information. Cannot negotiate rates

Below the checkboxes is a "Comments..." text area. At the bottom right, there are two buttons: a red "Return" button and a grey "Next" button. A character count "0/255" is visible next to the "Next" button.

Once you receive email notification of access, you can login and begin using CHRNSS.

If you have any trouble accessing CHRNSS, contact us by [Accessing the Railinc Customer Success Center](#).

Logging In

Use the following procedure to log into CHRNSS:

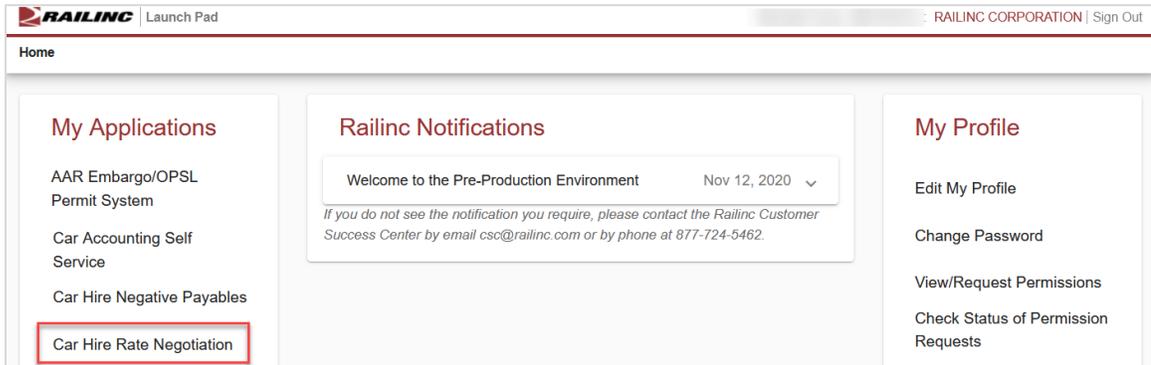
1. Open your internet browser and enter <https://public.railinc.com> to open the Railinc website.
2. Select the **Customer Login** link in the upper right of the page. The Account Access page is displayed.

Exhibit 3. Railinc Login



- From the Account Access page, enter your **User ID** and **Password**. Select **Sign In**. The Railinc Launch Pad is displayed.

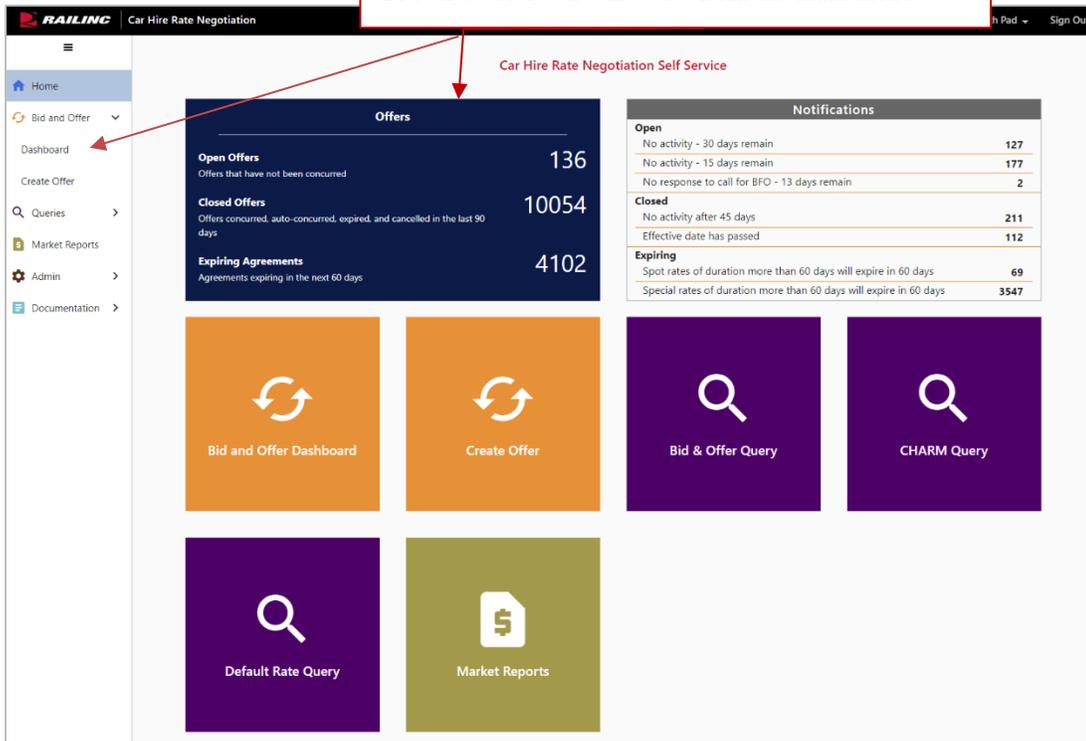
Exhibit 4. Railinc Launch Pad



- Under My Applications, select **Car Hire Rate Negotiation**. The CHRNSS Home page is displayed.

Exhibit 5. CHRNSS Home Page

To view offers, click on **Open Offers**, **Closed Offers**, or **Expiring Agreements** in the Offers box or select **Bid and Offer > Dashboard** from the main menu.



Continue by selecting an offer status, a box, or a CHRNSS application menu item.

Exhibit 6. CHRNSS Application Menu Functions

Bid and Offer	This menu provides the Dashboard and Create Offer menu items.
Dashboard	The Bid and Offer Dashboard allows you to view bid and offers for Open/Pending, Recently Closed and Expiring Agreements and query bid and offers.
Create Offer	The Create Offer page allows you to create an offer.
Queries	The query menu allows you to query Bid & Offer, Default Rates and CHARM (Car Hire Accounting Rate Master).
Market Reports	Market Reports allows you to search market rates based on mileage or hourly rates, for specific cars, car series or AAR car types.
Documentation	This menu provides options to open and save this CHRNSS User Guide and the CHRNSS FAQs .

Logging Out

Select the **Sign Out** link in the top right to end a CHRNSS session.

Viewing and Managing Offers

Direct links on the Home page allows you to view all open, closed or expiring offers ([Exhibit 5](#)). The number that appears as part of the link reflects the number of offers available for your company.

View Open Offers

Use the following procedure to view open offers:

1. On the Home page, each type of offer in the Offers box is also a link to its corresponding details ([Exhibit 5](#)). Select **Open Offers** in the Offers box to view all open offers. The list of Open Offers is displayed in the Bid and Offers Dashboard. Any offers in a Best and Final status appear with a yellow/gold highlighting.

Exhibit 7. Open Offers

The screenshot shows the 'Bid and Offer Dashboard' with three tabs: 'Open/Pending Offers (184)', 'Recently Closed (7704)', and 'Expiring Agreements (4102)'. The 'Open/Pending Offers' tab is selected. Below the tabs is a search bar and a 'Query' button. A dropdown menu is open, showing 'All Open/Pending Offers' selected. Below the dropdown is a table of offers with columns: Sendin, Bid Offe..., Ow..., Use..., Offer Type, Car Type, Mech Desig..., # of..., Carrier Ref, Effective Da..., Expiration..., Create Date, Respond By, and Days Remai... The table contains 12 rows of data, with the last three rows highlighted in yellow/gold. A blue arrow points from the dropdown menu to the table.

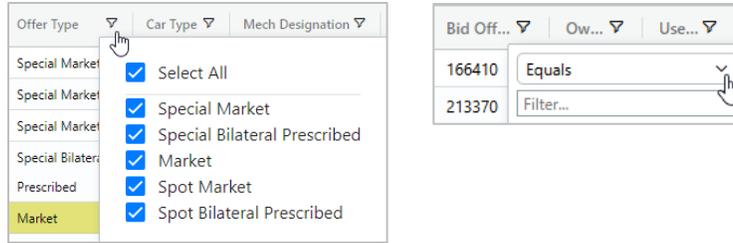
Sendin	Bid Offe...	Ow...	Use...	Offer Type	Car Type	Mech Desig...	# of...	Carrier Ref	Effective Da...	Expiration ...	Create Date	Respond By	Days Remai...
200270				Market	G*	GB	685	-	9999-12-31	2020-06-23	2024-12-02	12	
205600				Market	S312	FC	12	-	9999-12-31	2021-08-23	2024-11-25	5	
206880				Market	E*	GBSR	143	286K E*42	9999-12-31	2021-11-17	2024-11-23	3	
206880				Market	E*	GBSR	143	286K E*42	9999-12-31	2021-11-17	2024-11-23	3	
206900				Market	E141	GBSR	98	-	9999-12-31	2021-11-17	2024-11-23	3	
206900				Market	E141	GBSR	98	-	9999-12-31	2021-11-17	2024-11-23	3	
206900				Market	E141	GBSR	98	-	9999-12-31	2021-11-17	2024-12-27	37	
218680				Market	C413	LO	1	-	9999-12-31	2024-10-16	2024-11-30	10	
218870				Market	A405	XP	1	-	9999-12-31	2024-11-07	2024-12-05	15	
218880				Market	C114	LO	9	-	9999-12-31	2024-11-11	2024-12-26	36	

The dropdown menu shows the following options:

- All Open/Pending Offers (selected)
- All Open/Pending Offers
- Open/Pending Offers: No activity - 30 days remain
- Open/Pending Offers: No activity - 15 days remain
- Open/Pending Offers: No response to call for BFO - 13 days remain

2. By default, all open/pending offers are shown in the results. Choose to narrow the results by selecting another option from the drop-down list below the tabs.
3. Filter on results using the general filter or select the filter icon next to a column title. Some column filters can be selected, and some use an input field. Some column filters are by selection and other filters use an input field. Results are reduced based on any matching input characters. Clear all filters by selecting the **Clear Filters** button. For details about using the **Query** tab to query Bid & Offers, see [Query Bid & Offers](#).

Viewing and Managing Offers

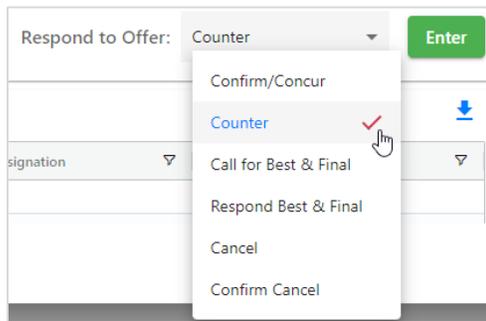


4. To export the displayed offers as a CSV file, select the **Download CSV** button on the right above the table (see [Exporting Offers, Car Details, or Transaction History as CSV](#)).
5. To create a new offer, select the **Create New Offer** button and follow the steps in Create Offers.
6. To view details of an expired agreement, click on a row from the table. The Offer Details page shows Transaction History and Car Details for the selected offer. Use the scroll bar on the right to scroll through the list of equipment.

Exhibit 8. Open Offer Details

7. To export the displayed equipment in each table as a CSV file, select the download icon above each table on the right (see [Exporting Offers, Car Details, or Transaction History as CSV](#)).
8. To create an offer in response to the displayed offer, select the **Copy Offer** button (see [Bid and Offer](#)).
9. To respond to an offer (only available for open offers), select the appropriate action from the **Respond to Offer** drop-down list and select **Enter**.

Exhibit 9. Respond to Open Offers



- To Counter, see [Counter Offer](#).
 - To Confirm/Concur, see [Confirm/Concur Offer](#).
 - To Call for Best & Final, see [Call Best & Final](#).
 - To Respond Best & Final, see [Respond Best & Final](#).
 - To Cancel, see [Cancel Offer](#).
 - To Confirm Cancel, see [Confirm Cancel](#).
10. Select the **X** in the upper right corner to close the Offer Details page.
 11. Select the **Recently Closed** tab to view the history of a displayed offer. The Recently Closed tab is displayed (see [View Recently Closed Offers](#)).
 12. Select the **Expiring Agreements** tab to view any agreements that have expired (see [View Expiring Agreements](#)).

View Recently Closed Offers

Recently closed offers are concurred, auto concurred, expired and cancelled offers in the last 90 days. Use the following procedure to view recently closed offers:

1. From the Bid and Offer Dashboard, select the **Recently Closed** tab (or from the Home page, select the **Closed Offers** link in the Offers box as shown in [Exhibit 5](#)). The list of Recently Closed offers is displayed ([Exhibit 10](#)).

Exhibit 10. Recently Closed Offers

The screenshot shows the 'Bid and Offer Dashboard' with the 'Recently Closed (7704)' tab selected. A table of offers is displayed with columns for Sending, Bid Offer Id, Ow..., Use..., Offer Type, Car Type, Mech Designation, # of..., Carrier Ref, Effective Date, Expiration Date, Closed Date, and Closed Reason. A dropdown menu is open below the table, showing the following options:

- All Closed Offers (selected)
- All Closed Offers
- Closed Offers: No activity after 45 days
- Closed Offers: Effective date has passed

2. By default, all closed offers are shown in the results. Choose to narrow the results by selecting another option from the drop-down list below the tabs.
3. Filter on results using the general filter or select the filter icon next to a column title. Some column filters can be selected, and some use an input field. Some column filters are by selection and other filters use an input field. Results are reduced based on any matching input characters. Clear all filters by selecting the **Clear Filters** button. For details about using the **Query** tab to query Bid & Offers, see [Query Bid & Offers](#).

The first screenshot shows a dropdown menu for 'Offer Type' with the following options:

- Special Market
- Special Market
- Special Market
- Special Bilateral Prescribed
- Special Bilateral Prescribed
- Market
- Spot Market
- Spot Bilateral Prescribed

The second screenshot shows a filter input field for 'Bid Off...' with the value 'Equals' and a 'Filter...' button.

4. To export the displayed offers as a CSV file, select the **Download CSV** button on the right above the table (see [Exporting Offers, Car Details, or Transaction History as CSV](#)).
5. To create a new offer, select the **Create New Offer** button and follow the steps in Create Offers.

- To view details of a closed offer, click on a row in the table. The Offer Details page shows Transaction History and Car Details tables for the selected closed offer ([Exhibit 11](#)).

Exhibit 11. Recently Closed Offer Details

The screenshot displays the 'Offer Details' page for a closed offer. At the top, there are three columns of metadata: Bid Offer # (194000), Offer Type (Market), and Status (Closed); Owner Mark, User Mark, and Car Type Code (C114); and Effective Date (2024-09-01), Expiration Date (9999-12-31), and Mechanical Designation (LO). Below this is the 'Transaction History' table, which has a download icon on the right. The table columns include Version, Bid Purpose, Initiating Mark, Carrier Reference, LTH, ETH, LMR, EMR, LAR, EAR, and Transaction Date. The data rows show various counter transactions with dates ranging from 2023-02-10 to 2024-09-23. Below the Transaction History table is the 'Car Details' table, also with a download icon. Its columns are Car Initial, Car Number, Car Type Code, Mechanical Designation, and Rate Type. The data rows list three cars with numbers 0000495106, 0000495348, and 0000495105, all with Car Type Code C114 and Mechanical Designation LO. A 'Copy Offer' button is located at the bottom right of the page.

Version	Bid Purpose	Initiating Mark	Carrier Reference	LTH	ETH	LMR	EMR	LAR	EAR	Transaction Date
48	Confirm Concur			0.65	0.65	-	-	-	-	2024-09-23 20:03:03
48	Counter			0.65	0.65	-	-	-	-	2024-08-09 17:36:12
47	Counter			0.67	0.67	-	-	-	-	2024-07-22 19:38:12
46	Counter			0.67	0.67	-	-	-	-	2024-06-08 15:57:02
45	Counter			0.67	0.67	-	-	-	-	2024-04-25 17:57:17
36	Counter			0.67	0.67	-	-	-	-	2023-03-26 16:26:36
35	Counter			0.67	0.67	-	-	-	-	2023-02-10 18:46:47

Car Initial	Car Number	Car Type Code	Mechanical Designation	Rate Type
	0000495106	C114	LO	M
	0000495348	C114	LO	M
	0000495105	C114	LO	M

- To export the displayed equipment in each table as a CSV file, select the download icon above each table on the right (see [Exporting Offers, Car Details, or Transaction History as CSV](#)).
- To create an offer with the details of the displayed offer, select the **Copy Offer** button (see [Bid and Offer](#)).
- Select either the **X** in the upper right corner or the **Close** button to close the Offer Details page.

View Expiring Agreements

Use the following procedure to view expiring agreements:

1. From the Bid and Offer Dashboard, select the **Expiring Agreements** tab (or from the Home page, select the **Expiring Agreements** link in the Offers box as shown in [Exhibit 5](#)). All expiring agreements are displayed ([Exhibit 12](#)).

Exhibit 12. Expiring Agreements

Bid and Offer Dashboard
 Open/Pending Offers (184) Recently Closed (7704) **Expiring Agreements (4102)** Query Create New Offer

Filter... All Expiring Agreements Clear Filters Download CSV

Sending Mark	Bid Offer Id	Offer Type	Car Type	Mech Designati...	# of C...	Carrier Ref	Effective Date	Expiration Date	New Offer Exists
189220		Spot Market	B435	XM	1000	-	2018-02-01	2024-12-31	-
206460		Special Market	E231	GBS	195	#2285	2021-11-01	2024-12-31	-
206460		Special Market	E231	GBS	195	#2285	2021-11-01	2024-12-31	-
206650		Special Market	E231	GBS	195	#2285	2021-12-01	2024-12-31	-
206970		Special Market	C114	LO	143	KYLE016	2021-12-01	2024-11-30	-
206970		Special Market	C114	LO	143	KYLE016	2021-12-01	2024-11-30	-
206970		Special Market	C114	LO	143	KYLE016	2021-12-01	2024-11-30	-
206970		Special Market	C114	LO	143	KYLE016	2021-12-01	2024-11-30	-
207130		Special Bilateral Prescribed	A402	XP	2	60390007	2022-01-01	2024-12-31	-
207130		Special Bilateral Prescribed	A402	XP	2	60390007	2022-01-01	2024-12-31	-

All Expiring Agreements

Expiring Offers: Spot rates of duration more than 60 days will expire in 60 days

Expiring Offers: Special rates of duration more than 60 days will expire in 60 days

Y in the **New Offer Exists** column indicates any expiring special or spot offer where a new special or spot offer including all active equipment has already been concurred. It is important to note that the new concurred offer does not necessarily have an effective date immediately following the expiration date of the expiring offer (e.g., an offer expiring in September may have a newly concurred offer effective in November, leaving October rates to be determined by Deprescription business rules).

2. By default, all expiring agreements are shown in the results. Choose to narrow the results by selecting another option from the drop-down list below the tabs.
3. Filter on results using the general filter or select the filter icon next to a column title. Some column filters can be selected, and some use an input field. Some column filters are by selection and other filters use an input field. Results are reduced based on any matching input characters. Clear all filters by selecting the **Clear Filters** button. For details about using the **Query** tab to query Bid & Offers, see [Query Bid & Offers](#).

Offer Type Car Type Mech Designation

- Special Market Select All
- Special Market Special Market
- Special Market Special Bilateral Prescribed
- Special Bilateral Prescribed Market
- Prescribed Spot Market
- Market Spot Bilateral Prescribed

Bid Off... Ow... Use...

166410 Equals

213370 Filter...

Viewing and Managing Offers

- To export the displayed offers as a CSV file, select the **Download CSV** button on the right above the table (see [Exporting Offers, Car Details, or Transaction History as CSV](#)).
- To create a new offer, select the **Create New Offer** button and follow the steps in Create Offers.
- To view details of an expired agreement, click on a row in the table. The Offer Details page shows Transaction History and Car Details tables for the selected expiring agreement ([Exhibit 13](#)).

Exhibit 13. Expiring Agreement Details

The screenshot displays the 'Offer Details' page for a closed offer. It includes a summary section with fields for Bid Offer #, Owner Mark, Effective Date, Offer Type, User Mark, Expiration Date, Status, Car Type Code, and Mechanical Designation. Below this are two tables: 'Transaction History' and 'Car Details', each with a download icon on the right. A 'Copy Offer' button is located at the bottom right of the page.

Offer Details

Bid Offer #: 212120
Owner Mark: [Redacted]
Effective Date: 2023-02-01

Offer Type: Special Bilateral Prescribed
User Mark: [Redacted]
Expiration Date: 2024-11-30

Status: Closed
Car Type Code: A402
Mechanical Designation: XP

Transaction History

Version	Bid Purpose	Initiating Mark	Carrier Reference	LTH	ETH	LMR	EMR	LAR	EAR	Transaction Date
1	Confirm Concur	[Redacted]		0.66	0.66	0.000	0.000	-	-	2023-01-24 14:16:31
1	Original	[Redacted]	604100147A	0.66	0.66	0.000	0.000	-	-	2023-01-23 14:52:03

Car Details

Car Initial	Car Number	Car Type Code	Mechanical Designation	Rate Type
[Redacted]	0000077522	A402	XP	V
[Redacted]	0000078901	A402	XP	V
[Redacted]	000006215	A402	XP	V

Copy Offer

- To export the displayed equipment in each table as a CSV file, select the download icon above each table on the right (see [Exporting Offers, Car Details, or Transaction History as CSV](#)).
- To create an offer in response to the displayed offer, select the **Copy Offer** button (see [Bid and Offer](#)).
- Select either the **X** in the upper right corner or the **Close** button to close the Offer Details page.

Exporting Offers, Car Details, or Transaction History as CSV

You can export displayed offers, car details, and transaction history each as a CSV file from any one of the offers or offer detail pages.

1. Perform the steps to view an open, recently closed or expiring offer (see [View Open Offers](#), [View Recently Closed Offers](#) or [View Expiring Agreements](#)).
2. With offers, car details or transaction history displayed, select the associated **Download CSV** button or download icon to export the data.
3. A message is displayed asking if you want to open or save the file or may automatically save the file, depending on your browser. Perform one of the following actions:
 - a. Select **Save** to save the file on your local computer. A dialogue box will ask for the file location.
 - b. Select **Open** to open the file. The file opens in your local spreadsheet application ([Exhibit 14](#)). Use the options available within the spreadsheet application to sort or save the data.

Exhibit 14. Exported Transaction History Data Example

	A	B	C	D	E	F	G	H	I	J	K	L
1	Bid Offer #	Version Number	Bid Purpose	Initiating Mark	Carrier Reference N	LTH	ETH	LMR	EMR	LAR	EAR	Transaction Date
2	200620	11	Counter	AARE		0.25	0.25	0.04	0.04	-	-	6/24/2021 20:20
3	200620	10	Counter	RAIL		0.55	0.55	0.05	0.05	-	-	6/20/2021 14:40

Bid and Offer

CHRNSS enables users to create offers.

Create Offers

Create offers by entering offer and car details. Use the following procedure to create a bid and offer:

1. Select **Bid and Offer > Create Offer**. The Create Offer page is displayed ([Exhibit 15](#)).

Exhibit 15. Create Offer Bid/Offer Type

The screenshot shows the 'Create Offer' page. On the left is a navigation sidebar with the following items: Home, Bid and Offer (with a dropdown arrow), Dashboard, Create Offer (highlighted in blue), Queries (with a right arrow), Market Reports, Admin (with a right arrow), and Documentation (with a right arrow). The main content area is titled 'Create Offer' and contains the instruction: 'Choose a Bid/Offer Type first to create a new offer. Fill in the required fields below, add cars, and submit.' Below this instruction is a dropdown menu labeled 'Bid/Offer Type*'. The dropdown is open, displaying a list of options: 'Market', 'Special Market', 'Spot Market', 'Bilateral Prescribed', 'Special Bilateral Prescribed', and 'Spot Bilateral Prescribed'.

2. Select the **Bid/Offer Type** from the drop-down list. These are described in detail in the [Car Hire Depreciation CHRNSS Business Rules](#).

Exhibit 16. Create Offer Bid/Offer – Market Example

3. Enter all required fields marked with an asterisk (*). At least one rate must be entered to add one or more cars.
 - a. **From Mark** is the mark of road that is submitting the offer. The mark of the owner of the equipment and the system user must match for rates to display.
 - b. **To Mark(s)** are the marks of the roads to which the offer is being sent to. The offer may be sent to multiple roads, separated by a comma.
 - c. **Effective Date** is optional except for Spot Offers. If entered, use the calendar icon to select the date, and only the first day of the month can be selected.
 - d. **Expiration Date** is optional except for Spot Offers. If entered, use the calendar icon to select the date, and only the last day of the month can be selected, and you cannot select the last day of the current month.
 - e. **Carrier Reference Number** is an optional field that can be assigned by the submitter.
 - f. Rates are the amount being offered. At least one of the rates must be entered. If cars do not have appurtenance rates, leave the Appurtenance Rate fields (LAR and EAR) blank. If a submitter wants zero (.0) rates, submit .0 in the proposed rate field. When rate fields are left blank, the system will automatically submit the current default rates.

- **Loaded Hourly Rate (LTH)**
- **Empty Hourly Rate (ETH)**
- **Loaded Mileage Rate (LMR)**
- **Empty Mileage Rate (EMR)**
- **Loaded Appurtenance Rate (LAR)**
- **Empty Appurtenance Rate (EAR)**

4. Select **Add Car(s)** to add one or more cars to the bid/offer.

Exhibit 17. Add Car(s) to Bid/Offer

5. Either choose a .CSV file to upload that follows the format of the CSV Template (provided by selecting the **Download CSV Template** link and shown below) or manually enter the cars to add.

Exhibit 18. Field Descriptions for Adding Car Details

*Car Mark	Equipment unit initial code.
Low Number	Used to identify a single car, or if a series of cars is used, it is the lowest car number in the series.
High Number	In a series of cars of the same mark, it is the highest car number in the series.
Car Type If Mechanical Designation is supplied, Car Type Code is not required.	1 to 4 characters of this code is a valid entry (e.g., A431). Partial car type code A4 (example) would look for equipment under the A4* CTC. <ul style="list-style-type: none"> • If all cars are the same Car Type, enter Car Type once, and the system uses the same type for all cars processed. • To submit an original offer by Car type (with no car numbers required), enter the Car Initial and Equipment Type. If there are more than 10,000 cars for that initial, the offer is rejected.
*Mechanical Designation If Car Type Code is supplied, Mechanical Designation is not required	Indicates general category of a car’s design (e.g., XL). <ul style="list-style-type: none"> • If all cars are the same Mechanical Designation, enter Mechanical Designation once, and the system uses the same MD for all cars processed. • To submit an original offer by Mechanical Designation (with no car numbers required), enter the Car Initial and Mechanical Designation. If there are more than 10,000 cars for that initial, the offer is rejected.

CSV Upload

If you choose a .CSV file to upload, it should follow the format of the CSV Template that is provided by selecting the **Download CSV Template** link, an example is shown below.

Exhibit 19. CSV Upload Example

	A	B	C	D	E
1	mark	lowNumber	highNumber	carTypeCode	mechanicalDesignation
2	CNW	9999999			GBSR
3	CNW	39656			GBSR
4	AOK	41590			GBSR
5	CNW	1191			GBSR

When you select **Upload**, the system automatically removes any invalid cars from the offer.

Exhibit 20. Cars in Error



Manual Input

When manually adding multiple cars, enter them separated by a comma or a blank or use a hyphen between two cars for a range of cars. Enter a valid car initial with an asterisk (*) to search for all cars with that initial (e.g., RAIL*). When only a car initial with an asterisk is provided, then a **Car Type Code** or **Mechanical Designation** is required.

Once you've entered the required fields, select **Add**. The system automatically removes any invalid cars from the offer.

- Only valid cars are added to the Car List at the bottom of the page. If invalid cars are entered, they are not added to the offer.

Exhibit 21. Create Bid and Offer Car Details

Car Details

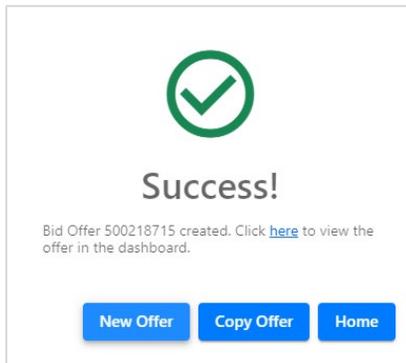
Car Initial	Car Number	Car Type Code	Mech. Desig	Bid Offer #	CHARM Month	Rate Type	LTH	ETH	LMR	EMR	LAR	EAR	LTH	ETH	LMR	EMR	LAR
<input checked="" type="checkbox"/> RAIL	12101	F206	FM			O	-	-	-	-	-	-	0.59	0.59	0.057	0.057	
<input type="checkbox"/> RAIL	12102	F206	FM			O	-	-	-	-	-	-	0.59	0.59	0.057	0.057	
<input type="checkbox"/> RAIL	12103	F206	FM			O	-	-	-	-	-	-	0.59	0.59	0.057	0.057	
<input type="checkbox"/> RAIL	56917	F206	FM			O	-	-	-	-	-	-	0.59	0.59	0.057	0.057	
<input type="checkbox"/> RAIL	57131	F206	FM			O	-	-	-	-	-	-	0.60	0.60	0.060	0.060	
<input type="checkbox"/> RAIL	111018	F206	FM			O	-	-	-	-	-	-	0.50	0.50	0.040	0.040	
<input type="checkbox"/> RAIL	111019	F206	FM			O	-	-	-	-	-	-	0.50	0.50	0.040	0.040	

Car Details

<input type="checkbox"/>	Car Initial	Car Number	Bid Offer #	CHARM Month	LTH	ETH	LMR	EMR	LAR	EAR
<input checked="" type="checkbox"/>	RAIL	12101			0.59	0.59	0.057	0.057	0.000	0.000
<input type="checkbox"/>	RAIL	12102			0.59	0.59	0.057	0.057	0.000	0.000
<input type="checkbox"/>	RAIL	12103			0.59	0.59	0.057	0.057	0.000	0.000
<input type="checkbox"/>	RAIL	56917			0.59	0.59	0.057	0.057	0.000	0.000
<input type="checkbox"/>	RAIL	57131			0.60	0.60	0.060	0.060	0.000	0.000
<input type="checkbox"/>	RAIL	111018			0.50	0.50	0.040	0.040	0.000	0.000
<input type="checkbox"/>	RAIL	111019			0.50	0.50	0.040	0.040	0.000	0.000
<input type="checkbox"/>	RAIL	111020			0.50	0.50	0.040	0.040	0.000	0.000

7. Select **Contract All** to hide the most recent rates columns. Select **Expand All** to show all available details. Use the scroll bar at the bottom to scroll to the right to view all columns.
8. To remove any unwanted cars from the list, select the checkboxes for the cars you want to remove and then the **Delete** button. To select/unselect all cars, select/unselect the checkbox next to the **Car Initial** column title and the **Delete** button to delete all cars from the list. A confirmation dialog box is displayed with the selected equipment. Select **Yes** to confirm the deletion.
9. When the appropriate cars have been added, review the offer, and when you're ready to submit the offer, select **Submit**.

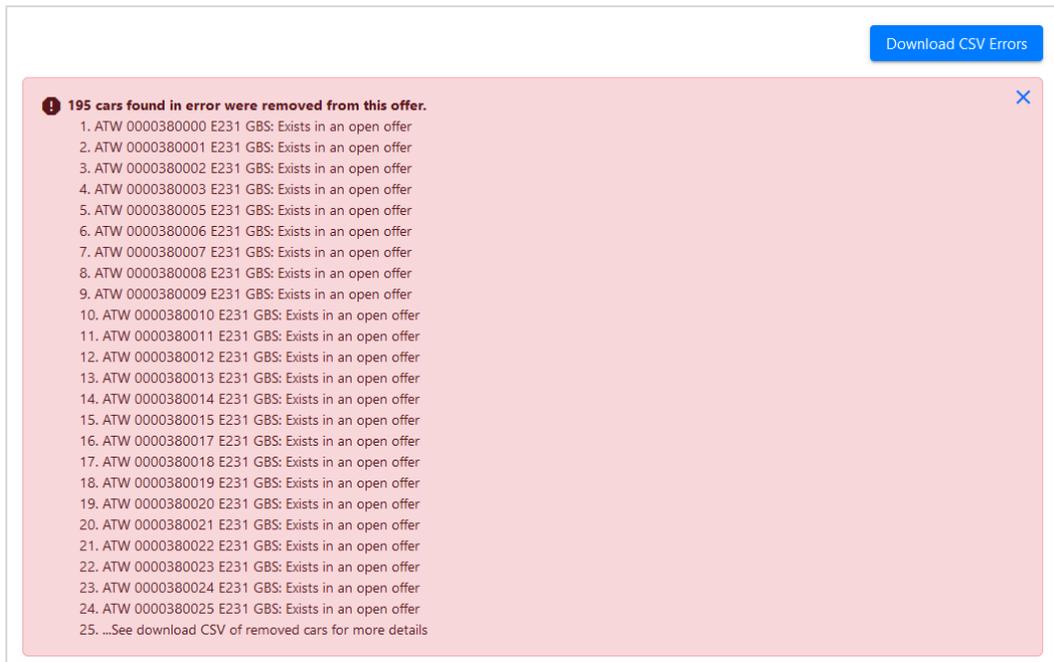
Exhibit 22. Bid & Offer Success Message



10. If the submit was successful, you can perform one of the following actions:
 - a. Select **Copy Offer** to create a new Bid & Offer based on the one just submitted. Make your updates and follow the same steps as [Create Offers](#). When creating a copy, the Create Offer form can be edited, but the Car Details cannot be changed. Select **Submit** to submit the new offer.
 - b. Select **New Offer** to create a new Bid & Offer without copying from the last offer. Follow the same steps as [Create Offers](#).
 - c. Select **Home** to close the Bid & Offer and return to the Home page.

11. If the submit was not successful, you may have the option to download the car(s) found in error to a CSV file.

Exhibit 23. Cars in Error with Download Example



195 cars found in error were removed from this offer.

- 1. ATW 0000380000 E231 GBS: Exists in an open offer
- 2. ATW 0000380001 E231 GBS: Exists in an open offer
- 3. ATW 0000380002 E231 GBS: Exists in an open offer
- 4. ATW 0000380003 E231 GBS: Exists in an open offer
- 5. ATW 0000380005 E231 GBS: Exists in an open offer
- 6. ATW 0000380006 E231 GBS: Exists in an open offer
- 7. ATW 0000380007 E231 GBS: Exists in an open offer
- 8. ATW 0000380008 E231 GBS: Exists in an open offer
- 9. ATW 0000380009 E231 GBS: Exists in an open offer
- 10. ATW 0000380010 E231 GBS: Exists in an open offer
- 11. ATW 0000380011 E231 GBS: Exists in an open offer
- 12. ATW 0000380012 E231 GBS: Exists in an open offer
- 13. ATW 0000380013 E231 GBS: Exists in an open offer
- 14. ATW 0000380014 E231 GBS: Exists in an open offer
- 15. ATW 0000380015 E231 GBS: Exists in an open offer
- 16. ATW 0000380017 E231 GBS: Exists in an open offer
- 17. ATW 0000380018 E231 GBS: Exists in an open offer
- 18. ATW 0000380019 E231 GBS: Exists in an open offer
- 19. ATW 0000380020 E231 GBS: Exists in an open offer
- 20. ATW 0000380021 E231 GBS: Exists in an open offer
- 21. ATW 0000380022 E231 GBS: Exists in an open offer
- 22. ATW 0000380023 E231 GBS: Exists in an open offer
- 23. ATW 0000380024 E231 GBS: Exists in an open offer
- 24. ATW 0000380025 E231 GBS: Exists in an open offer
- 25. ...See download CSV of removed cars for more details

Counter Offer

Use the following procedure to counter open offers:

1. From the Home page, select the **Open Offers** link in the Offers box, or select the **Bid and Offer Dashboard** box ([Exhibit 5](#)). The Bid & Offer Dashboard is displayed ([Exhibit 7](#)).
2. From the Open/Pending Offers tab, find the offer you want to open. To narrow the number of offers and find the one you are looking for, you can perform a Bid & Offer Query (see [Query Bid & Offers](#)) in the section below the table. Select inside of the row of the offer you want to open. The Offer Details is displayed.
3. From the **Respond to Offer** drop-down list below the Transaction History table ([Exhibit 9](#)), select **Counter** and select the **Enter** button.
4. The Counter page is displayed with the appropriate **From Mark**, **To Mark** and **Bid Offer Number**.

Exhibit 24. Counter Offer

The screenshot shows a web form titled "Counter" with two tabs: "CHARM Rates" and "Transaction History". The form contains the following fields:

- From Mark: * (text input: BNSF)
- To Mark: * (text input: NBSR)
- Bid Offer Number: * (text input: 205870)
- LTH Rate: (text input)
- ETH Rate: (text input)
- LMR Rate: (text input)
- EMR Rate: (text input)
- LAR Rate: (text input)
- EAR Rate: (text input)
- Carrier Reference Number: (text input)

At the bottom right, there is a green "Submit" button. A note at the bottom center reads: "At least one rate must be filled in".

5. Enter all required fields. At least one rate must be entered. Fields for a counteroffer include:

Exhibit 25. Counteroffer Fields

*From Mark:	Road mark of road that is submitting the counteroffer.
*To Mark:	Road marks of the roads to which the offer is being sent. Counteroffers cannot be made to multiple roads.
*Bid Offer Number:	Identification number assigned by CHRNSS to a new offer between two parties. The bid and offer number is a 9-digit number, first and last digit is always the same. If the bid and offer number ends in a 0, fill in with preceding 0's.
*Rates:	<p>Amount being offered (at least one rate must be entered):</p> <p>LTH = Loaded Hourly rate ETH = Empty Hourly rate LMR = Loaded Mileage rate EMR = Empty Mileage rate LAR = Loaded Appurtenance rate EAR = Empty Appurtenance rate</p> <p>If cars do not have appurtenance rates, leave the LAR and EAR fields blank. If a submitter wants zero (.0) rates, submit .0 in the proposed rate field. If submitter leaves rate fields blank, the system automatically submits the current default rates.</p>
Carrier Reference Number:	Optional field assigned by the submitter.

Select the **CHARM Rates** button to display the current and default rates table for the equipment as a reference. Download the rates by selecting the **Download CSV** button. Select **CHARM Rates** again to hide the table.

Select the **Transaction History** button to display the transaction history table for the equipment as a reference. Download the history by selecting the **Download CSV** button. The Mark of the owner of the equipment and the system user must match for rates to display. Select **Transaction History** again to hide the table.

Exhibit 26. Transaction History

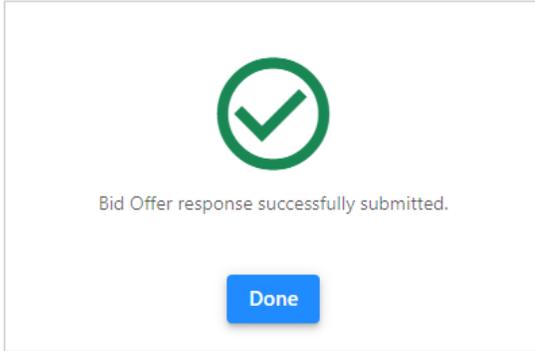
The screenshot shows a web interface for 'Counter' with two tabs: 'CHARM Rates' and 'Transaction History'. The 'Transaction History' tab is active, displaying a table with the following data:

Version	Bid Purpose	Init Mark	Carrier Ref	LTH	ETH	LMR	EMR	LAR	EAR	LTH	ETH	LMR	EMR	LAR
5	Counter			0.40	0.40	0.040	0.040	-	-	-	-	-	-	-
4	Counter			0.40	0.40	0.040	0.040	-	-	-	-	-	-	-
3	Counter			0.40	0.40	0.040	0.040	-	-	-	-	-	-	-
2	Counter			0.40	0.40	0.040	0.040	-	-	-	-	-	-	-
1	Original			0.40	0.40	0.040	0.040	-	-	-	-	-	-	-

A 'Download CSV' button is located at the bottom right of the table area.

6. Select **Submit** to submit the offer. When the offer is successfully submitted, a success message pop-up displays. Select **Done**.

Exhibit 27. Bid & Offer Successfully Submitted



Confirm/Concur Offer

Use the following procedure to confirm/concur open offers:

1. From the Home page, select the **Open Offers** link in the Offers box, or select the **Bid and Offer Dashboard** box ([Exhibit 5](#)). The Bid & Offer Dashboard is displayed ([Exhibit 7](#)).
2. From the Open/Pending Offers tab, find the offer you want to open. To narrow the number of offers and find the one you are looking for, you can perform a Bid & Offer Query (see [Query Bid & Offers](#)) in the section below the table. Select inside of the row of the offer you want to open. The Offer Details is displayed.
3. From the **Respond to Offer** drop-down list below the Transaction History table ([Exhibit 9](#)), select **Confirm/Concur** and select the **Enter** button. The Confirm/Concur Offer page is displayed.

Exhibit 28. Confirm/Concur Offer

4. Enter all required fields. Fields for confirming an offer include:

Exhibit 29. Confirm/Concur Fields

*From Mark:	Road mark of road that is submitting the offer.
*To Mark:	Road marks of the roads to which the offer is being sent. Confirm offers cannot be made to multiple roads.
*Bid Offer Number:	Identification number assigned by CHRNSS to a new offer between two parties. The bid and offer number is a 9-digit number, first and last digit is always the same. If the bid and offer number ends in a 0, fill in with preceding 0's.
*Version	Sequence of bid and offer transactions. Submitter may only concur to the latest version number.
Carrier Reference:	Optional field assigned by the submitter.

Select the **CHARM Rates** button to display the current and default rates table for the equipment as a reference. Download the rates by selecting the **Download CSV** button. Select **CHARM Rates** again to hide the table.

Select the **Transaction History** button to display the transaction history table for the equipment as a reference (similar to [Exhibit 26](#)). Download the history by selecting the **Download CSV** button. The Mark of the owner of the equipment and the system user must match for rates to display. Select **Transaction History** again to hide the table.

5. Select **Submit** to submit the offer. When the offer is successfully submitted, a success message pop-up displays ([Exhibit 27](#)). Select **Done**.

Call Best & Final

Use the following procedure to call best and final on open offers:

1. From the Home page, select the **Open Offers** link in the Offers box, or select the **Bid and Offer Dashboard** box ([Exhibit 5](#)). The Bid & Offer Dashboard is displayed ([Exhibit 7](#)).
2. From the Open/Pending Offers tab, find the offer you want to open. To narrow the number of offers and find the one you are looking for, you can perform a Bid & Offer Query (see [Query Bid & Offers](#)) in the section below the table. Select inside of the row of the offer you want to open. The Offer Details is displayed.
3. From the **Respond to Offer** drop-down list below the Transaction History table ([Exhibit 9](#)), select **Call Best & Final** and select the **Enter** button. The Call Best & Final Offer page is displayed.

Exhibit 30. Call Best & Final Offer

4. Enter all required fields. Fields for calling best and final include:

Exhibit 31. Call Best & Final Fields

*From Mark:	Road mark of road that is submitting the Call Best & Final offer.
*To Mark:	Road marks of the roads to which the offer is being sent. Call Best & Final offers cannot be made to multiple roads.
*Bid Offer Number:	Identification number assigned by CHRNSS to a new offer between two parties. The bid & offer number is a 9-digit number, first and last digit is always the same. If the bid & offer number ends in a 0, fill in with preceding 0's.
Carrier Reference:	Optional field assigned by the submitter.

Select the **CHARM Rates** button to display the current and default rates table for the equipment as a reference. Download the rates by selecting the **Download CSV** button. Select **CHARM Rates** again to hide the table.

Select the **Transaction History** button to display the transaction history table for the equipment as a reference (similar to [Exhibit 26](#)). Download the history by selecting the **Download CSV**

button. The Mark of the owner of the equipment and the system user must match for rates to display. Select **Transaction History** again to hide the table.

5. Select **Submit** to submit the offer. When the offer is successfully submitted, a success message pop-up displays ([Exhibit 27](#)). Select **Done**.

Respond Best & Final

Use the following procedure to respond to best and final offers:

1. From the Home page, select the **Open Offers** link in the Offers box, or select the **Bid and Offer Dashboard** box ([Exhibit 5](#)). The Bid & Offer Dashboard is displayed ([Exhibit 7](#)).
2. From the Open/Pending Offers tab, find the offer you want to open. To narrow the number of offers and find the one you are looking for, you can perform a Bid & Offer Query (see [Query Bid & Offers](#)) in the section below the table. Select inside of the row of the offer you want to open. The Offer Details is displayed.
3. From the **Respond to Offer** drop-down list below the Transaction History table ([Exhibit 9](#)), select **Respond Best & Final** and select the **Enter** button. The Respond Best & Final Offer page is displayed.

Exhibit 32. Respond Best & Final Offer

The screenshot shows a web form titled "Respond to Best & Final". At the top right, there are two tabs: "CHARM Rates" and "Transaction History". The form contains the following fields:

- From Mark: *** (text input): NNW
- To Mark: *** (text input): BNSF
- Bid Offer Number: *** (text input): 203190
- LTH Rate:** (text input)
- ETH Rate:** (text input)
- LMR Rate:** (text input)
- EMR Rate:** (text input)
- LAR Rate:** (text input)
- EAR Rate:** (text input)
- Carrier Reference Number:** (text input)

At the bottom right, there is a green "Submit" button. A small information icon and text at the bottom center state: "At least one rate must be filled in".

4. Enter all required fields. At least one rate must be entered. Fields for Respond Best & Final include:

Exhibit 33. Respond Best & Final Fields

*From Mark:	Road mark of road that is submitting the offer
*To Mark:	Road marks of the roads to which the offer is being sent. Respond Best & Final offers cannot be made to multiple roads.

*Bid Offer Number:	Identification number assigned by CHRNSS to a new offer between two parties. The bid & offer number is a 9-digit number, first and last digit is always the same. If the bid & offer number ends in a 0, fill in with preceding 0's.
*Rates:	Amount being offered (at least one rate must be entered): LTH = Loaded Hourly rate ETH = Empty Hourly rate LMR = Loaded Mileage rate EMR = Empty Mileage rate, LAR = Loaded Appurtenance rate EAR = Empty Appurtenance rate If cars do not have appurtenance rates, leave LAR and EAR fields blank. If a submitter wants zero (.0) rates, submit .0 in the proposed rate field. If submitter leaves rate fields blank, system submits the current default rates.
Carrier Reference:	Optional field assigned by the submitter.

Select the **CHARM Rates** button to display the current and default rates table for the equipment as a reference. Download the rates by selecting the **Download CSV** button. Select **CHARM Rates** again to hide the table.

Select the **Transaction History** button to display the transaction history table for the equipment as a reference (similar to [Exhibit 26](#)). Download the history by selecting the **Download CSV** button. The Mark of the owner of the equipment and the system user must match for rates to display. Select **Transaction History** again to hide the table.

5. Select **Submit** to submit the offer. When the offer is successfully submitted, a success message pop-up displays ([Exhibit 27](#)). Select **Done**.

Cancel Offer

Only the party making the initial offer may cancel an offer. Use the following procedure to cancel offers:

1. From the Home page, select the **Open Offers** link in the Offers box, or select the **Bid and Offer Dashboard** box ([Exhibit 5](#)). The Bid & Offer Dashboard is displayed ([Exhibit 7](#)).
2. From the Open/Pending Offers tab, find the offer you want to open. To narrow the number of offers and find the one you are looking for, you can perform a Bid & Offer Query (see [Query Bid & Offers](#)) in the section below the table. Select inside of the row of the offer you want to open. The Offer Details is displayed.
3. From the **Respond to Offer** drop-down list below the Transaction History table ([Exhibit 9](#)), select **Cancel** and select the **Enter** button. The Cancel Offer page is displayed.

Exhibit 34. Cancel Offer

4. Enter all required fields. Fields for cancelling an offer include:

Exhibit 35. Cancel Offer Fields

*From Mark:	Road mark of road that is submitting the offer
*To Mark:	Road marks of the roads to which the offer is being sent. Cancel offers cannot be made to multiple roads.
*Bid Offer Number:	Identification number assigned by CHRNSS to a new offer between two parties. The bid and offer number is a 9-digit number, first and last digit is always the same. If the bid and offer number ends in a 0, fill in with preceding 0's.
Carrier Reference:	Optional field assigned by the submitter.

Select the **CHARM Rates** button to display the current and default rates table for the equipment as a reference. Download the rates by selecting the **Download CSV** button. Select **CHARM Rates** again to hide the table.

Select the **Transaction History** button to display the transaction history table for the equipment as a reference (similar to [Exhibit 26](#)). Download the history by selecting the **Download CSV**

button. The Mark of the owner of the equipment and the system user must match for rates to display. Select **Transaction History** again to hide the table.

5. Select **Submit** to submit the offer. When the offer is successfully submitted, a success message pop-up displays ([Exhibit 27](#)). Select **Done**. If there have been no counteroffers to the original offer, the offer is cancelled. If there has been a counteroffer, the road that submitted the counter must agree to cancelling the offer before the offer is cancelled.

Confirm Cancel

Confirm Cancel is only used when there has been a counteroffer. If there has been a counteroffer, the user road (road that submitted the counter) must agree to the Cancel. Use the following procedure to cancel offers:

1. From the Home page, select the **Open Offers** link in the Offers box, or select the **Bid and Offer Dashboard** box ([Exhibit 5](#)). The Bid & Offer Dashboard is displayed ([Exhibit 7](#)).
2. From the Open/Pending Offers tab, find the offer you want to open. To narrow the number of offers and find the one you are looking for, you can perform a Bid & Offer Query (see [Query Bid & Offers](#)) in the section below the table. Select inside of the row of the offer you want to open. The Offer Details is displayed.
3. From the **Respond to Offer** drop-down list below the Transaction History table ([Exhibit 9](#)), select **Confirm Cancel** and select the **Enter** button. The Confirm Cancel page is displayed.

Exhibit 36. Confirm Cancel Transaction Details

4. Enter all required fields. Fields for confirming a cancellation include:

Exhibit 37. Confirm Cancel Fields

*From Mark:	Road mark of road that is submitting the offer
*To Mark:	Road marks of the roads to which the offer is being sent. Confirm Cancel offers cannot be made to multiple roads.
*Bid Offer Number:	Identification number assigned by CHRNSS to a new offer between two parties. The bid and offer number is a 9-digit number, first and last digit is always the same. If the bid and offer number ends in a 0, fill in with preceding 0's.
Carrier Reference:	Optional field assigned by the submitter.

Select the **CHARM Rates** button to display the current and default rates table for the equipment as a reference. Download the rates by selecting the **Download CSV** button. Select **CHARM Rates** again to hide the table.

Select the **Transaction History** button to display the transaction history table for the equipment as a reference (similar to [Exhibit 26](#)). Download the history by selecting the **Download CSV**

button. The Mark of the owner of the equipment and the system user must match for rates to display. Select **Transaction History** again to hide the table.

5. Select **Submit** to cancel the offer. When the offer is successfully submitted, a success message pop-up displays ([Exhibit 27](#)). Select **Done**. The offer is closed and appears in the Recently Closed Offers list for 90 days ([View Recently Closed Offers](#)).

Queries

CHRNSS provides the ability to:

- [Query Bid & Offers](#) by selecting **Queries > Bid & Offer** from the menu.
- [Query CHARM](#) by selecting **Queries > CHARM** from the menu.
- [Query Default Rates](#) by selecting **Queries > Default Rate** from the menu.

Query Bid & Offers

This query is part of the Bid & Offer Dashboard and is not listed in the Query menu. Use the following procedure to query bid and offers:

1. From the main menu, select **Queries > Bid & Offer** or select the **Bid & Offer Query** box on the Home page. The Bid & Offer Query is displayed.

Exhibit 38. Bid & Offer Query

The screenshot shows a web form titled "Query" with the following fields and options:

- Text Input Fields:**
 - Mark Ownership
 - Owner Mark
 - User Mark
 - Car Initial
 - Car Number(s)
 - Car Type Code
 - Mechanical Designation
 - Bid/Offer Number
 - Carrier Reference Number
 - Effective Date (with calendar icon)
 - Expiration Date (with calendar icon)
- Offer Type (Checkboxes):**
 - Any
 - Market
 - Special Market
 - Spot Market
 - Bilateral Prescribed
 - Special Bilateral Prescribed
 - Spot Bilateral Prescribed
- Status (Checkboxes):**
 - Any
 - Open
 - No Activity In Last 45 Days
 - Effective Date Has Passed
 - Concurred
 - Auto-Concurred
 - Concurred Expired
 - Cancelled
 - Best And Final
 - Best And Final (Expired)
- Buttons:**
 - Clear
 - Search

2. Query results are limited to 1500 matches. Select the appropriate criteria to narrow your search.
3. Select **Search**. The query may take a few minutes to run before the results are displayed.

Exhibit 39. Bid Offer Query Results

Bid and Offer Dashboard

Open/Pending Offers (441) Recently Closed (7385) Expiring Agreements (1684) **Query** [Create New Offer](#)

Query

Search Results

Search Results: 15 matches found. 15 available for display. 15 matches displayed on this page

[Clear Filters](#) [Download](#)

Status	Sen...	Bid Off...	Ow...	Use...	Offer Type	Car T...	Mech ...	#...	Carrier Ref	Effectiv...	Expirat...	LTH	LMR	LAR	E
Cancelled		166410			Market	A605	XP	99	TESTOFFER	2013-09-01	2013-11-30	-	-	-	
Concurrent		213370			Market	C111	LO	1	-	2023-10-01	9999-12-31	0.20	0.020	-	
No Activ...		200213372			Special Market	C614	LO	2	-		2023-12-31	0.20	0.020	-	
Cancelled		300167253			Special Market	C114	LO	1	-		9999-12-31	-	-	-	
No Activ...		300213373			Market	C11*	LO	2	-		9999-12-31	3.50	3.500	-	
No Activ...		300213483			Market	C111	LO	1	-		9999-12-31	1.00	-	-	
Concurr...		400213374			Spot Market	E534	GBS	1	-	2023-10-01	2023-11-30	3.50	2.500	-	
Cancelled		500213365			Market	C114	LO	1	-		9999-12-31	-	-	-	
No Activ...		500213375			Market	E534	GBS	1	-		9999-12-31	4.50	3.500	-	
Cancelled		600166416			Spot Market	A403	XP	1	TESTOFFER	2013-09-01	2013-10-31	-	-	-	
Best And...		600213366			Market	C114	LO	1	-		9999-12-31	-	-	-	
Effective...		600213376			Spot Market	C111	LO	1	-	2023-10-01	2023-10-31	5.00	5.000	-	
Best And...		700213367			Market	E534	GBS	1	-	2023-09-01	9999-12-31	-	-	-	
Best And...		800213368			Market	C111	LO	1	-	2023-09-01	9999-12-31	-	-	-	

4. Select a column header to sort the column alphabetically in ascending order. Select it twice to show the results sorted in descending order. Select it again to deselect.
5. Select **Download** to export the search results to a CSV file. The search results are opened in your local spreadsheet application where to be saved or analyzed.

Exhibit 40. CSV Export of Bid Offer Query

	A	B	C	D	E	F	G	H	I	J	K	L	M
1	Status	Sending M	Bid Offer I	Owner Ma	User Mark	Offer Type	Car Type	Mech Desi	# of Cars	Carrier Re	Effective D	Expiration Date	LTH
2	Open		4E+08			Market	C111	LO	1	-		12/31/9999	0.1
3	Open		9E+08			Market	A302	XP	1	10242024	TEST	12/31/9999	0.47
4	Open		1E+08			Market	C114	LO	1500	-		12/31/9999	0.4
5	Open		218870			Market	A405	XP	1	-		12/31/9999	-
6	Open		3E+08			Market	A405	XP	3	-		12/31/9999	

6. Select a row from the search results to display the record details, the Offer Details popup window is displayed. The Offer Details enables you view bid offer information, latest transaction details, and details about the car and transaction history.

Exhibit 41. Offer Details From Query Results

The screenshot displays the 'Offer Details' window. At the top, it shows 'Offer Information' with fields for Bid Offer # (900212579), Offer Type (Market), Status (Open), Owner Mark, User Mark, Car Type Code (F*), Effective Date, Expiration Date (9999-12-31), and Mechanical Designation (FBC). Below this is the 'Transaction History' table, which lists various transactions with columns for Version, Bid Purpose, Initiating Mark, Carrier Reference, LTH, ETH, LMR, EMR, LAR, EAR, and Transaction Date. The table shows a sequence of 'Counter' transactions (versions 10-14) and one 'Original' transaction (version 1). At the bottom right of the Transaction History section, there is a 'Respond to Offer' dropdown menu set to 'Action' and an 'Enter' button. Below the Transaction History is the 'Car Details' section, which includes a table with columns for Car Initial, Car Number (000559414), Car Type Code (F483), Mechanical Designation (FBC), and Rate Type (M). A 'Copy Offer' button is located at the bottom right of the entire window.

13. To export the displayed equipment in each table as a CSV file, select the download icon above each table on the right (see [Exporting Offers, Car Details, or Transaction History as CSV](#)).
14. To respond to an offer (available only if offer status is **Open**), select the appropriate action from the **Respond to Offer** drop-down list and select **Enter**.
15. To create an offer in response to the displayed offer, select the **Copy Offer** button (see [Bid and Offer](#)).

Below describes the CHARM Rate Types displayed in Car Details table:

- | | |
|---|---|
| B BFO rate on market cars. | R Arbitrated Rate (rates set through the arbitration process). |
| D Post arbitration-period rate on market cars. | S Spot market rate on market cars. |
| L Spot bilateral rate on non-market equipment. | U Base rate on non-market equipment. |
| M Market rate on market cars. | V Special bilateral rate on non-market equipment. |
| N Post BFO-period rate on market cars. | W Bilateral rate on non-market equipment. |
| O Default rate on market cars. | Z Special market rate on market equipment. |

Query CHARM

The Car Hire Accounting Rate Master (CHARM) Query page allows you to choose CHARM file dates, edit filters, and re-run your five most recent queries.

Use the following procedure to perform a CHARM query:

1. From the main menu, select **Queries > CHARM**. The CHARM Query page is displayed.

Exhibit 42. CHARM Query Page

The screenshot shows the 'CHARM Query' interface. At the top, it says 'To perform a CHARM Query, select a CHARM file from the dropdown below and at least 1 additional filter.' Below this are several input fields: 'From CHARM File*' and 'To CHARM File*' (both dropdowns), 'Bid/Offer Number', 'Car Initial', 'Car Number(s)', 'CHARM Rate Type', 'Umier Rate Type', 'Car Type Code', 'Mechanical Designation', 'Stencil Mark Owner/Owner Mark', 'Umier Owner', 'Lessee', 'User Mark', 'Umier Status', and 'Pool Number'. There is a section for 'Additional query filters can be selected from the drop-down below.' which includes a dropdown for 'Additional Filters' (currently showing 'Effective Date, Expiration Date') and three checkboxes: 'Exclude Default Rates', 'Exclude Private Cars', and 'Exclude Zero Rates'. At the bottom, there are two date pickers for 'Effective Date' and 'Expiration Date', each with a minus sign icon to the left. In the bottom right corner, there is a 'Recent Queries' dropdown, a 'Clear' button, and a 'Search' button.

2. Select a CHARM file date from the drop-down list for **From CHARM File** and **To CHARM File** fields. You can access CHARM files for any 30 to 90-day period.
 - Selecting one or more **Additional query filters** provides additional filtering fields (like Effective and Expiration Dates pictured above).
 - Selecting the **Exclude Default Rates** checkbox shows only negotiated rates.
 - Selecting the **Exclude Private Cars** checkbox shows only railroad-marked equipment.
 - Selecting the **Exclude Zero Rates** checkbox excludes rates for cars that have a rate indicator of 6 or 0.
3. Select at least one additional filter, then select **Search**.

Exhibit 43. CHARM Query Results

- The CHARM Query Results page displays up to 1500 records that match your query criteria. Select **Download CSV** to export up to 100,000 records of the results to a comma separated value (.CSV) file that can be opened in a spreadsheet application.

Exhibit 44. CSV Export of CHARM Query

	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	
1	Owner M:	User Mark	Car Initial	Car Num	Bid Offer	Mechanic	Car Type	CHARM Date	CHARM R:	Umler	Rat	LTH	LMR	ETH	EMR	LAR	EAR	Effective D:	Expiration
2	RAIL	A	RAIL	1	0	MWG	M280	10/1/2015	U - Base R	0 - Zero-Ri		0	0	0	0	0	0	8/1/2015	12/31/99
3	RAIL	A	RAIL	27	0	D	D341	10/1/2015	U - Base R	6 - Zero-Ri		0	0	0	0	0	0	7/1/2015	12/31/99
4	RAIL	A	RAIL	57	0	D	D341	10/1/2015	U - Base R	6 - Zero-Ri		0	0	0	0	0	0	7/1/2015	12/31/99
5	RAIL	A	RAIL	100	0	NF	M970	10/1/2015	U - Base R	6 - Zero-Ri		0	0	0	0	0	0	10/1/2014	12/31/99
6	RAIL	A	RAIL	189	0	MWS	M210	10/1/2015	U - Base R	6 - Zero-Ri		0	0	0	0	0	0	5/1/2010	12/31/99
7	RAIL	A	RAIL	225	0	GB	G410	10/1/2015	O - Defaul	M - Railroi		0.59	0.07	0.59	0.07	0	0	9/1/2013	12/31/99
8	RAIL	A	RAIL	231	0	MWM	M190	10/1/2015	U - Base R	6 - Zero-Ri		0	0	0	0	0	0	9/1/2009	12/31/99
9	RAIL	A	RAIL	236	0	FC	S312	10/1/2015	O - Defaul	M - Railroi		0.7	0.04	0.7	0.04	0	0	9/1/2009	12/31/99

- Select your desired records, and then select **Create Offer** to create a new offer based on your selection (see [Bid and Offer](#) for more information). This is similar to the copy offer functionality; the equipment cannot be changed when creating an offer from a query result.

Query Default Rates

The Default Rate Query allows you to search for default rates on a specific car or car series and allows you to look up the current Car Hire Depreciation Default Rates by Car Type Code.

Use the following procedure to query default rates:

- From the main menu, select **Queries > Default Rate**. The Default Rate Query page is displayed.

Exhibit 45. Default Rate Query

Default Rate Query

The Default Rate Query allows you to search for default rates on a specific car or car series, or allows you to look up the current Default Rates by car type code. ^

Select Query Type*
 Default Rate Query by Equipment (Current Equipment) ▾

Default Rates as of 10/18/2024

Car Initial* Car Number(s)*

Enter valid equipment. Ranges are supported (I.E: 1-100).
 Click the "Search" button to search.

2. Select the Query Type:

- To run a Default Rate Query by Equipment (Current Equipment):
 1. Select **Default Rate Query by Equipment** as the **Query Type**.
 2. Enter the **Car Initial** and the **Car Number** or **Car Number Range** and select **Search**.

Exhibit 46. Default Rate Query By Equipment Results

Default Rate Query

The Default Rate Query allows you to search for default rates on a specific car or car series, or allows you to look up the current Default Rates by car type code. ^

Select Query Type*
 Default Rate Query by Equipment (Current Equipment) ▾

Default Rates as of 10/18/2024

Car Initial* Car Number(s)*

Enter valid equipment. Ranges are supported (I.E: 1-100).
 Click the "Search" button to search.

Default Rate Results: 166 ^

Car Initial ▾	Car Number ▾	Loaded Hourly Rate ▾	Empty Hourly Rate ▾	Loaded Mileage Rate ▾	Empty Mileage Rate ▾	Loaded Appurtenance Rate ▾	Empty Appurtenance Rate ▾
RAIL	000000100	0.600	0.600	0.060	0.060	0.000	0.000
RAIL	000000108	0.600	0.600	0.060	0.060	0.000	0.000
RAIL	000000110	0.000	0.000	0.000	0.000	0.000	0.000
RAIL	000000111	0.600	0.600	0.060	0.060	0.000	0.000

- To run a Default Rate Query by Car Type Code (New Equipment):
 1. Select **Default Rate Query by Car Type Code** as the **Query Type**.

Exhibit 47. Default Rate Query By Car Type Code

Default Rate Query

The Default Rate Query allows you to search for default rates on a specific car or car series, or allows you to look up the current Car Hire Deprescription Default Rates by car type code.

Search Criteria

Select Query Type: Default Rate Query by Car Type Code (New Equipment) ▾

Car Hire Deprescription Default Rates: 05/2022 (Q2 2022)
For Cars Added to Umler in Q2 based on negotiated rates from Q1. (Please Refer to OT-10, Appendix T for Appurtenance Values)

Car Type Code:

Enter a full (I.E: A300) or a partial car type code (I.E: E63). Ranges are not supported.
Click the "Search" button to search.

Clear Search

2. Enter the **Car Type Code** and select **Search**. Default rate results appear as available.

Exhibit 48. Default Rate Query By Car Type Code Results

Default Rate Query

The Default Rate Query allows you to search for default rates on a specific car or car series, or allows you to look up the current Default Rates by car type code. ^

Select Query Type* Default Rate Query by Car Type Code (New Equipment) ▾

Car Hire Deprescription Default Rates: 10/2024 (Q4 2024)
For Cars Added to Umler in Q4 based on negotiated rates from Q3. (Please Refer to OT-10, Appendix T for Appurtenance Values)

Car Type Code*

Enter a full (I.E: A300) or a partial car type code (I.E: E63*) using an asterisk. Ranges are not supported.
Click the "Search" button to search.

Clear Search

Default Rate Results: 1 ^

Car Type Code ▾	Loaded Hourly Rate ▾	Empty Hourly Rate ▾	Loaded Mileage Rate ▾	Empty Mileage Rate ▾
C112	0.050	0.050	0.077	0.077

Market Reports

The Market Reports menu item enables you to run fee-based reports on car hire rates.

New Market Data Query

Use the following procedure to perform a New Market Data Query:

1. From the main menu, select **Market Reports > New Market Data Query**. The Market Reports page is displayed.
2. Enter or select from all required fields marked with an asterisk (*).
3. For the **Report Type** field, selecting:
 - **Summary** provides a formatted PDF that summarizes the information to your selected report criteria
 - **Details** provides a CSV file with the raw data that can be opened as a spreadsheet
 - **Both** provides two files, both a Summary PDF and the Details CSV of the data that matches your selected criteria
4. Certain fields may be required that are not marked as required, depending on your selected criteria. For example, when **Summary** is selected as the **Report Type**, then **Hourly Rate Parameters** and **Mileage Rate Parameters** must be entered to submit the report. Selecting **Additional Query Elements** may add fields that require your input.
5. Select the checkbox at the bottom of the page to receive an email notification to the email address associated with your User ID once your report completes processing.

Exhibit 49. Market Reports Query

Market Reports

Market Reports are fee-based reports that allow you to search for market rates based on mileage or hourly rates, for specific cars, car series, or AAR car types. Railinc Pricing for Market Reports can be found in the [Price List](#)

Results

Reports are available for up to 90 days following the initial report request. Clicking on a report in the results table will open the report details. Selecting a result in the table will allow you to copy the query for a new report.

Query Name	Description	Type	Date Created	Status	Results
There are no records to display.					

New Market Report

* Rate Codes: M (Market) O (Default Rate) S (Spot Market Rate) Z (Special Agreement Rate) L (Spot Bilateral Rate) U (Base Rate) V (Special Bilateral Rate) W (Bilateral Rate)

Exclude Zero Rates

[Additional Query Elements](#)

* Hourly/Mileage Rate Parameter

Add an Hourly or Mileage Rate at which the rate bracket start and ends, then click on the Add button to include the rate bracket on your Market Data Report.

Hourly Rate Parameters

Hourly Rates i.e. 0.40 to 0.49 , 0.50 to 0.55, with no overlap

Note: Process will automatically add a last range of "greater than".

Mileage Rate Parameters

Mileage Rates i.e. 0.040 to 0.050 , 0.050 to 0.060, overlap allowed

Note: Process will automatically add a last range of "greater than".

Use the email associated with my SSO ID to notify me that my report is complete.

6. Enter all required fields and select **Submit Report**.

7. CHRNSS opens the Market Reports page. The **Status** column shows the status of your submitted report.

Exhibit 50. Reports Page During Processing

Market Reports

Market Reports are fee-based reports that allow you to search for market rates based on mileage or hourly rates, for specific cars, car series, or AAR car types. Railinc Pricing for Market Reports can be found in the [Price List](#)

Results

Reports are available for up to 90 days following the initial report request. Clicking on a report in the results table will open the report details. Selecting a result in the table will allow you to copy the query for a new report.

Query Name	Description	Type	Date Created	Status	Results
202410-RAIL-FC	Query Created On 10-18-2024	Summary	2024-10-18 13:13:27	Processing	

8. If you selected email notification, you'll receive an email similar to this example below once your report is processed.

Exhibit 51. Email Notification

Deprescription Market Data Summary Report is ready

NoReply@railinc.com
To: [Redacted]

Retention Policy | Inbox - Delete older than 90 days (90 days) | Expires 1/16/2025

Fri 10/18/2024 1:14 PM

A Market Report, 202410-RAIL-FC, that was scheduled by SSO user [Redacted] has completed processing. Retrieve the report by logging into your SSO account or by following this link: <https://carhire-rate.railinc.com/chrateneg/main/reports/getMarketReports>. If you have any questions, please contact Railinc Customer Success at csc@railinc.com or 1-877-724-5462.

9. Follow the [Reports](#) steps in the next section to open your completed reports.

Reports

Use the following procedure to view Market Reports:

1. Select **Market Reports > Reports**. The Market Reports page is displayed. Reports appear on this page when one or more new Market Reports are submitted. Reports that have not completed processing are listed and the **Status** shows as **Processing** ([Exhibit 50](#)).
2. Once the report is ready to view, the **Status** shows as **Completed**.

Exhibit 52. Report Ready to View

Market Reports

Market Reports are fee-based reports that allow you to search for market rates based on mileage or hourly rates, for specific cars, car series, or AAR car types. Railinc Pricing for Market Reports can be found in the [Price List](#)

Results

Reports are available for up to 90 days following the initial report request. Clicking on a report in the results table will open the report details. Selecting a result in the table will allow you to copy the query for a new report.

Query Name	Description	Type	Date Created	Status	Results
202410-RAIL-FC	Query Created On 10-18-2024	Summary	2024-10-18 13:13:27	Completed	PDF

- To open a processed report, select the **PDF** or **CSV** link in the **Results** column. Summary reports are processed as PDF files and Detail reports are processed as CSV files.

Exhibit 53. Report Summary Example

Deprescription Market Data System									
Summary Report									
Query Name:	RAIL20220513RPT	Query Description:	Query Created On 05-13-2022	AAA Car Code:	C112				
Mechanical Designation:	Both(Assigned and Free Running)	Rate Codes:	M,O	Exclude Zero Rate:	NO				
Service Type:		Rate Negotiated Year/Month:		Requested CHDX Months:	202112 - 202202				
Clearance/Plate Code:	0000 - 2022	GRUGWR:	0000 - 2022	Load Limits:					
Year Built:		Year Rebuilt:		Inside Length:					
Inside Width:		Inside Height:		Lining:					
Cubic Capacity:		Platform Length:		Platform Width:					
Floor Type:		Floor Trough:		Appurtenance Indicator:					
Hourly Ranges									
Mileage Cents	0.00 - 0.45	0.46 - 0.55	0.56 - 0.65	0.66 - 0.75	0.76 - 0.85	0.86 - 0.95	0.96 - 1.05	> 1.06	Total
L < 0.050	12 / 5	23 / 27	1 / 1		2 / 0				38 / 33
E < 0.050	7 / 5	7 / 4	1 / 1		1 / 0				16 / 10
L 0.050 < 0.060	42 / 15	32 / 73	118 / 119						192 / 207
E 0.050 < 0.060	8 / 11	36 / 86	89 / 180						133 / 277
L 0.060 < 0.070	9 / 4	2 / 1	96 / 176	11 / 19					118 / 200
E 0.060 < 0.070	60 / 5	2 / 1	59 / 116	7 / 16					128 / 138
L 0.070 < 0.080	93 / 125		69 / 24	180 / 63	118 / 104				440 / 316
E 0.070 < 0.080	68 / 126		20 / 22	153 / 57	39 / 64				280 / 269
L 0.080 < 0.090					9 / 6				9 / 6
E 0.080 < 0.090					6 / 5				6 / 5
L 0.090 >									0 / 0
E 0.090 >									0 / 0
L Total	156 / 149	57 / 101	284 / 320	171 / 82	129 / 110				797 / 762
E Total	143 / 147	45 / 91	169 / 319	160 / 73	46 / 69				563 / 699

Exhibit 54. Report Details Example

Car Type Code/Mechanical Designation																
A1	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P
1	Car Type Code	LHR	EHR	LMR	EMR	LAR	EAR	Cycle Hour	Cycle Mile	L/E Status	Plate	Year Built	Year Rebu	Inside Lenj	Inside Wid	Inside
2	C112	0	0	0	0	0	0	15	0	E	C	2000	0	0	0	0
3	C112	0	0	0	0	0	0	91	0	L	C	2000	0	0	0	0
4	C112	0	0	0	0	0	0	95	28	E	C	2000	0	0	0	0
5	C112	0.6	0	0.06	0	0	0	149	316	L	C	2012	0	0	0	0
6	C112	0.55	0	0.06	0	0	0	395	6	L	C	2012	0	0	0	0
7	C112	0	0.55	0	0.06	0	0	201	451	E	C	2012	0	0	0	0
8	C112	0	0.55	0	0.06	0	0	24	0	E	C	2012	0	0	0	0
9	C112	0	0.61	0	0.06	0	0	116	0	E	C	2012	0	0	0	0
10	C112	0.61	0	0.06	0	0	0	52	0	L	C	2012	0	0	0	0
11	C112	0.6	0	0.065	0	0	0	48	3	L	C	2011	0	0	0	0
12	C112	0	0.6	0	0.065	0	0	272	3	E	C	2011	0	0	0	0
13	C112	0	0.55	0	0.055	0	0	30	147	E	C	2011	0	0	0	0
14	C112	0	0.6	0	0.06	0	0	168	971	E	C	2011	0	0	0	0
15	C112	0	0.6	0	0.077	0	0	3	1	E	C	2011	0	0	0	0
16	C112	0.6	0	0.077	0	0	0	60	1	L	C	2011	0	0	0	0
17	C112	0	0.6	0	0.077	0	0	2	1	E	C	2011	0	0	0	0
18	C112	0.6	0	0.077	0	0	0	151	1	L	C	2011	0	0	0	0
19	C112	0.6	0	0.065	0	0	0	6	0	L	C	2011	0	0	0	0

Report Details

From the Market Reports page, select a report by clicking inside the row of completed reports ([Exhibit 52](#)) to view Market Report Query Details.

Exhibit 55. Market Report Query Details

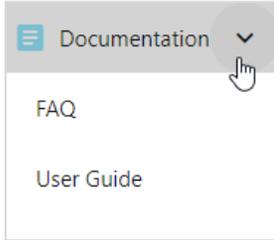
The screenshot displays a 'Market Report Query Details' window. At the top, it shows the query name '202410-RAIL-FC', description 'Query Created On 10-18-2024', and report status 'Completed'. A 'Copy Report' button is visible. Below this, the 'Primary Selection Criteria' section includes fields for 'Car Type Code/Mechanical Designation' (FC), 'CHDX Months' (202309 - 202408), 'Negotiated Rate Range', 'Exclude Zero Rates' (No), 'Rate Codes' (M,O), and 'Service Type' (Both (Assigned and Free Running)). At the bottom, there are two scrollable lists: 'Hourly Rate Parameters' and 'Mileage Rate Parameters', both showing multiple '0.00 - 0.45' entries. A 'Close' button is located in the bottom right corner.

Select the **Copy Report** button to copy the information from the current report and use it to create a new report. Make the appropriate updates and select **Submit Request** to submit the new report. See [New Market Data Query](#) for more information about the Market Reports form.

Documentation

The documentation menu enables you to open and save the latest version of this [CHRNSS User Guide](#) and the [CHRNSS FAQs](#).

Exhibit 56. Documentation Menu



Error Messages

Below are the most common error messages, with a short description of how to interpret each. If you receive an error message that is not listed below, contact the Customer Success Center at csc@railinc.com or call toll-free at 877-724-5462.

Note: If a road receives an error message, the entire bid and offer submission must be reentered.

- 3** **CIC Invalid Selection Criteria No Cars Found:** This error is similar to 161 (see below). Error 3 indicates that an offer has been made; however, no cars have been found that match the offer type. Road ABCD makes a market offer on cars ABCD 34 through 77, Equipment Type Code B234. CHRNSS finds B234 cars in the series; however, all the cars are prescribed and not eligible for a market offer. An Error Message 3 is returned.
- 7** **Transaction/Bid Number Not Found in Database:** While processing a message from a road, CHRNSS is unable to find the supplied Bid & Offer Number.
- 9** **More Than 10,000 Cars:** An offer has been made which contains more than 10,000 cars, which is the current limit of the system (by design).
- 11** **Car Found Which Exists in Another Offer:** Road ABCD makes an offer to Road ASDF on cars ABCD 45 through 88. Car ABCD 56 exists in an earlier offer that is still open between the two parties. The system will generate an 11 Error Message, giving the Bid & Offer Number of the earlier offer between the two parties.
- 21** **Call For Best And Final Found:** Road QWER is calling for a BFO on Bid & Offer 123456781 with Road MNBV. The system finds a call for BFO already exists for this offer between these two roads.
- 44** **Road Already Responded To Best And Final:** Road TGBN sends in a response to a call for BFO. CHRNSS finds a response from Road TGBN already exists.
- 46** **Offer Closed - Bid Concurred:** An attempt has been made to concur to an offer that has already been agreed to.
- 147** **DRT Segment Required:** The system is processing a 432 EDI message that requires a DRT rate segment and is unable to find one.
- 161** **No Equipment in Requested Range:** This error is returned when CHRNSS is unable to find any equipment that matches a CIC segment. For instance, Road ABCD makes an offer, and the CIC segment shows cars marked ABCD between the numbers 23 and 678, with an equipment type code of C113. If the system finds no C113 cars with numbers between 23 and 678 with the mark ABCD, it will return a 161 Error Message.