

December 12th - 2017



Q4 is almost over people and it is ending with a flurry of activity and last minute deals in all sectors as the industry is repositioning their fleet for next year. A significant amount of cars are being returned to lessors now and through the end of next year. Most folks playing in the tank car space have all of their cars being returned between right now and two years out. This is changing the industry as we know it in the short term. Car cleaning is going to be a really big deal next year – call PFL today to lock in rates and a schedule. Make sure to talk to your lessor about a return on lease location that is satisfactory. PFL has many agreements in place with short lines across the country. Remember a residue move is cheaper than an empty move. PFL can help in all aspects of any return on lease deal saving lessor and lessee literally thousands of dollars per car.

As per the usual, one of the main topics of discussion around the industry has been frustration with the Class 1 railroads. CSX has shaken things up a bit with the implementation of Precision Railroading, but slowly we are seeing signs that it will all work out in the long-run. Our Western Canadian clients are dealing with a strained Canadian National line that is understaffed and trying their best to move a growing combination of pressure cars, grain cars, and sand cars. Slower traffic is requiring even more cars for product movement, and that is creating bottlenecks at many of the CN interchange points. It is clear that this will be tough winter for schedulers.

The economy shows signs of heating up under the Trump administration which is great news. With the tax bill most likely to pass in the house and the senate get ready for construction folks and the expansion of our energy infrastructure. This is great news for the rail industry. Aggregate cars, frac sand cars, box cars and tank cars will be in demand. We at PFL don't expect lease car rates to rise significantly by any stretch of the imagination but instead the overhang of inventory built up will eventually make it way to a new home.

PFL is seeking (50) clean tankers in Texas for diesel service, 30k gallon or larger. (10-20) 20k cars with standard BOV, 2-3 year lease, for feedstock in the midwest. (100) 31.8k tankers with Magrods in the northeast for condensate. We are also in need of C/I cars suitable for biodiesel in multiple areas across the country.

Please see updated markets below and call PFL now for live up to date pricing.

Looking to purchase new cars? Looking to lease new cars? Well now is a great time! New cars can be purchased or leased with minimal lead time – you can even start receiving delivery in Q2. PFL can assist in arranging structured financing at competitive rates.

PFL now offers onsite repairs and the changing of valves and gaskets in the field saving you time, aggravation and money.

PFL has expanded its easyTRADE platform to be the one stop shop for finding and securing rail cars.

PFL Rail group is actively trading cars and arranging storage, mobile

cleaning, mobile maintenance and scrapping.

PFL is helping by assisting fleets and lessors with leases and sales; We offer "Total Fleet Evaluation Services" call PFL today for further information. We will analyze your current leases, storage if applicable and company objectives and draw up a plan of action.

Download easyTRADE now. Log in and take a look at available cars and storage opportunities. We offer free access to the platform. The site is known for its broad market information as it relates to rail cars and railcar storage across North America.

[CLICK HERE to GET a Quote](#)

Contact PFL for all your railcar needs
239-390-2885
team@pflpetroleum.com

PFL Railcar Buying/Leasing Opportunities

PRESSURE CARS

340W
 Qty: 35
 Offer: \$500
 Looking for bid. 3-5 years.

340W
 Qty: 74
 Offer: \$750
 263,000 lb. GRL, DOT 112

300W
 Qty: 40
 Offer: \$525
 5 year commitment, VCM Prior

GENERAL PURPOSE

18.4k Caustic Soda cars
 Qty: 30
 Offer: \$625
 Brand new. 286 GRL, in Texas

26,000 gallon tank cars
 Qty: 2
 Offer: \$350
 Located in Arkansas. 263GRL.

31.8s 1232
 Qty: 100
 Offer: Looking for bid
 Crude prior, and have free move.

GP-30
 Qty: 25-50
 Offer: \$450
 263GRL. Last in Jetfuel. Located in the TX & GA. Available Q1 of 2018.

GP 31.8
 Qty: 80
 Offer: \$650
 3+ month term, Ethanol Prior NS in Oh

31.8k's DOT111 CPC 1232
 Qty: 300
 Methanol cars
 Offer: \$500
 100 clean, 200 in crude, Located in MN.

25.5k dot 111 bottom outlet valve

Qty: 130
Offer: \$550
Sitting in Arkansas, brand new

GP-30

Qty: 25-50
Offer: \$450
Last in ethanol located in Pekin, IL. Available Q1 of 2018.

30.3k 117's

Qty: 100
Offer: \$600
Bakken prior
6 months to a year

31.8 CPC1232

Qty: 125
Offer: \$500
Located in MN, bakken prior

COIL & INSULATED

17,500 Gallon-Lined

Qty: 10
Offer: \$400
Caustic soda cars, Denver & Alabama

CPC 1232- 31.8 Gallon

Qty: 300
Offer: \$350
2 year lease. Last in crude. Located WY

23.5 C/I

Qty: 10
Offer: \$500
Clean. Located in Indian. Short or long term.
Available Q1 of 2018.

CPC 1232- 31.8 Gallon

Qty: 300
Offer: \$350
2 year lease. Last in crude. Located WY

25.5 EC/I DOT111

Qty: 120+
Offer: \$5425
Last in lube oil. Located in GA & TX

28.5k's CPC1232

Qty: 100
Offer: looking for bid
Located in TX. crude prior. 6 months to a year.

HOPPERS

5750cu Covered Hopper

Qty: 15
Offer: \$450
Gravity/pneumatic gates, multiple leasing terms available

5750cu Covered Hopper

Qty: 5
Offer: \$450
Straight gravity gate, multiple leasing terms available

5250cu Covered Hopper

Qty: 60
Offer: \$500
20' round hatches, 4 pockets

5150cu PD Hopper

Qty: 35
Offer: \$570
263K GRL, multiple leasing terms available

5800-5820cu

Qty: 25
Offer: \$600
06-08 liner replacments

5230cu PD Hopper

Qty: 10
Offer: \$665
286k GRL

3000cu Hopper

Qty: 200
Offer: \$450
263GRL. Built 1980.

4000cu Steel Open Top Hoppers

Qty: 50
Offer: \$345
3 year full service

3000cu
 Qty: 300
 Offer: 5 years minimum \$375 net or \$500
 on a full service lease.
 286GRL, located in CA

OTHER

52ft 6in Mill Gondola
 Qty: 22
 Offer: \$385
 Side lengths of 4ft, 4ft. 6in, 5 ft.

60ft 100 ton boxcars
 Qty: 8
 Offer: \$510
 One-five year lease options

Stainless Steel - Food Grade
 Qty: 20
 Offer: \$850
 Long term.

Stainless steel Acid cars 21K
 Qty: 25
 Offer: 1,250

52ft Mil Gondola
 Qty: 200
 Offer: \$600
 full service longterm. 70k for purchase. Side
 lengths of 9ft 10in, 2752 cu. weight 58k
 pounds

FOR SALE

17.5k. Food Grade
 Qty: 100
 Offer: 26.5k
 Clean. Located in IA & NE.

Open Top Gondola Cars
 Qty: 200
 Offer: \$25000
 4400cu, 268k GRL
 Would consider 3+ year lease

100 ton Boxcars
 Qty: 150
 Offer 18k

Flatcars 70 ton 89ft
 Qty: 60
 Offer: 18k

Flatcars 110 ton 85ft
 Qty: 35
 Offer: 20k

Flatcars 80 ton
 Qty: 125
 Offer: 12k

1232 GP31.8k's
 Qty: 100
 Offer: \$35k

New 117's
 Qty: 100
 Bid 70k, offered at 105k.

52ft Mil Gondola
 Qty: 600
 Offer: 20k
 full service longterm. 70k for purchase. Side
 lengths of 9ft 10in, 2752 cu. weight 58k
 pounds.

WANTED

13.8-18k Tankers, lined

Qty: 30
6 Months
Western US, Sulfuric Acid

GP30

QTY: 50-75
Offer: looking for bid
1 year term for diesel in TX

100 ton flatcars

For purchase
Qty: 150
Shipped to GA

GP 30s and 31.8s

Qty: 300
1-2 years
Midwest, Multiple Locations
Ethanol

31.8 1232 or 117

Qty: 100
1-2 years
In TX for diesel use. Will travel through
Mexico

GP31.8's

QTY: 4
5-7 year deal for methanol use.

20k with bottom outlet valve

Qty: 10
2-3 year term, for feedstock

GP30 for PURCHASE

Qty: 200
Need to be retro fitted

GP31.8 1232

Qty: 100
1 year term, for crude concentrate use. Must
have magrods

3250 cu hoppers

Qty: 30
Lease or purchase
286GRL. Located in north east, for sand use.
Must have trough hatches.

CPC 1232 or DOT 117

Qty: 100
3 years
Corpus christi q1 start for crude slurry,
Mexico use

Call PFL today for live pricing, further details and other markets.

PFL DESK

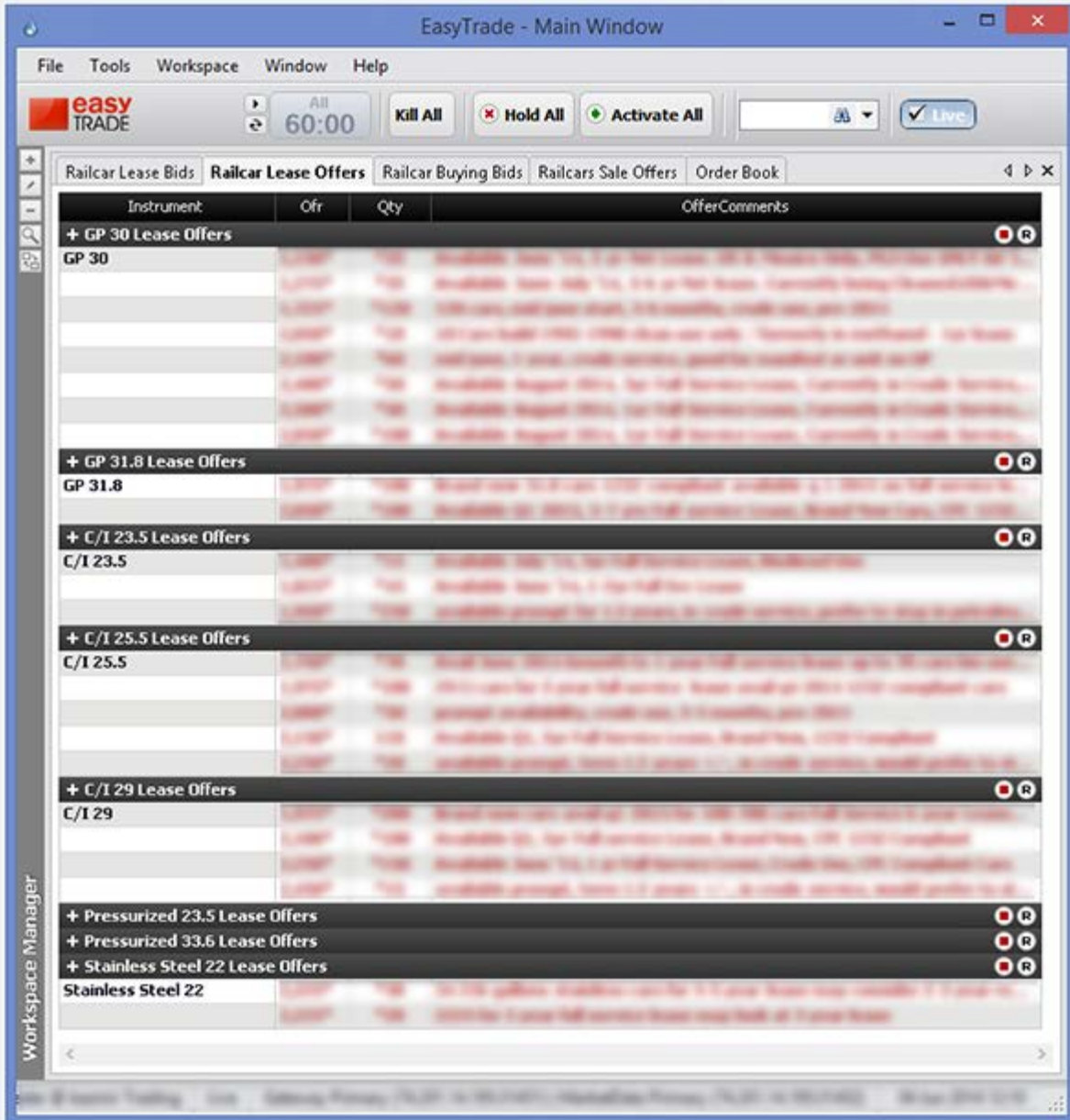
239-390-2885

To see the complete live list, please login to the easyTRADE platform or contact your PFL representative. To request a login, please go to www.theeasytrader.com.

PFL ANNOUNCES NEW RAIL CAR BULLETIN BOARD



PFL is pleased to announce a new version of its trading platform easyTRADE. This new version features a brand new Railcar Workspace. Access to the whiteboard is **FREE** of charge. In the Workspace, you can view the cars available for lease/purchase and cars wanted to lease/purchase. Buyers and Sellers will meet at easyTRADE, disseminating your market pricing to hundreds of companies instantaneously.



CLICK HERE
REQUEST ACCESS



www.pflpetroleum.com

1865 Veterans Park Dr. Suite 303
Naples, Florida, 34109
Phone: 239-390-2885
Fax: 239-949-0611

INDEX