

May 22nd - 2018



Despite what some see as flakiness in the market, a significant number of transactions are taking place every day for all car types which is testimony of a stronger, broader economy: one that we have not seen in years. The days where you have potential lessees flaking on their bids while trying to shop around and get the best price are gone. To a certain extent we now have the exact opposite happening where some potential lessors are changing their mind when they get lifted. Folks railcars are a commodity like any other commodity out there - you can never buy at the bottom or sell at the top - best business practice is to stand on your numbers as presented..

Crude continues to hold strong, however the arb in Alberta has all but dissipated hanging out between -\$13 and -\$14 per barrel for Canadian Heavy. We are seeing tremendous increase in demand for product cars Mexican bound and crude cars for West Texas. Please don't get too excited folks, the West Texas Permian play will be short lived for rail lasting 2-3 years, as pipelines in Texas will get built and come on fast. The regulatory hurdles in that State just don't exist. The pressure car market is soft right now with ample cars available. It's not too late to participate in loaded LPG storage, we have plenty of spots available in key market staging areas. Call us today to book cars and a spot in storage.

Last week was a busy week in Chicago with the North American Rail Shippers Association (NARS) meetings taking place at Hyatt McCormick Place, together with Traffic Club of Chicago (TCC) Annual Dinner and Golf Outing. PFL was a proud sponsor of the NARS event and was in attendance at the TCC dinner. Hats off to NARS, they did a great job assembling very talented speakers and making the event a huge success with a record turnout. The atmosphere in Chicago was incredibly positive, with deals being talked about and deals being made. The first group of presentations were made by the Class I's on automation in the railroad industry after the regulator called for comments on this topic in late March 2018. We continue to expect autonomous railroads. Although the regulatory process has only just begun, it is notable that the Federal Railroad Administration (FRA) moved forward with this rulemaking within months after a former rail industry executive was confirmed as the new FRA administrator. Positive train control (PTC) should enable greater levels of autonomy in freight rail operation after the system is tested and functional, a point the Class I's appear to fully embrace as the networks work through initial challenges with PTC.

Technology in railroads was the unofficial theme at NARS. Other updates featured infrastructure additions to Chicago, perspectives on NAFTA, and the regulatory outlook which remains quiet excluding automation. Shippers and carriers at the event remained largely positive on freight demand and rates throughout 2018, while overall rail network fluidity was not as large of a concern as it was at earlier regional events. "The rail technology revolution is underway" said Jim Squires, Norfolk Southern's CEO at the NARS keynote address, who outlined a number of industry initiatives expected to fuel the rail technology revolution. If you would like any insight as to the events in Chicago last week, please do not hesitate to give us a call. We would be happy to share!

Rail activity continues to inch higher in North America with North American rail volume for the week ending May 12, 2018, on 12 reporting U.S., Canadian and Mexican railroads totaled 372,423 carloads, up 5.3 percent compared with the same week last year, and 371,131

intermodal units, up 5.2 percent compared with last year. Total combined weekly rail traffic in North America was 743,554 carloads and intermodal units, up 5.2 percent. North American rail volume for the first 19 weeks of 2018 was 13,535,733 carloads and intermodal units, up 3.2 percent compared with 2017.

**PFL is seeking for 31.8's in the NW & SW for diesel and gasoline. DOT117's any size, any location. CPC-1232 C/I cars in the West. 20k cars lined for brine water.**

**PFL is offering DOT117 25k coiled and non insulated, clean and ready to go. 25.5's C/I CPC-1232 cars with FREE move, currently dirty with crude. CPC-1232 31.8's clean and ready to go in Midwest. 3000cu 268GRL covered hoppers, clean and ready to go.**

**Call us for live up to date market pricing.**

The cleaning of rail cars brisk as return on lease change in service programs are kicking in. PFL as you know offers Rail Car Cleaning and Blasting Services visa via Tracy Rail. Call us today to book your spot – **we booked 4 jobs last week alone**. PFL also performs valve and gasket work, Bubble leak testing, UTV Testing, storage and other services as it relates to return on lease or change in service programs.

**Please call PFL today to book a cleaning and or repair spot for this summer!**

**PFL NOW OFFERS MOBILE RAIL CAR SCRAPPING** and other scrapping services. Please call us today to and we will be happy to bid on your end of life and unwanted rail car. We will clean and scrap in place ANY WHERE in North America. This has been an active market this past week **we booked 2 jobs last week** and we have a number of quotes outstanding. With steel prices on the rise call PFL now for top dollar on your scrap.

PFL offers turnkey solutions call PFL today. Our goal is to provide a win win scenario for all.

Call PFL to find out more or trouble shoot today we can handle ALL of your Rail Car needs. Loaded storage, Empty Storage, subleasing excess cars, filling orders for cars wanted, mobile rail car cleaning, blasting and mobile repair. PFL will get it done for you.

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**

[pfldesk@pflpetroleum.com](mailto:pfldesk@pflpetroleum.com)

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## **PFL Railcar Buying/Leasing Opportunities**

### **PRESSURE CARS**

#### **300W**

Qty: 40

Offer: \$525

5 year commitment, VCM Prior

#### **340W Pressure Cars**

Qty: 30

Offer: \$550

18 month term. Last in propane, butane, isobutane. These cars have a free move. Built

## 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. Clean.

**25.5 DOT117s**

Qty: 27  
Offer: \$650  
Insulated not coiled. Perfect for refined products.  
Located in KS

**31.8k's**

Qty: 100+  
Offer: looking for bid  
Located in Iowa & Kansas. Dirty with bakken.  
Can be cleaned for refined products

**31.8s CPC-1232**

Qty: 50  
Offer: 615  
1 year term. Clean. Located in WA.

## COIL &amp; INSULATED

**17,500 Gallon-Lined**

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

**23.5 C/I**

Qty: 25  
Offer: 550  
Clean. Located in Ohio.

**23.5 C/I**

Qty: 10+  
Offer: \$550  
Clean. Located in LA. 1 year minimum

**29.5k's C/I**

Qty: 100  
Offer: \$1,100  
Clean.

**25.5's C/I DOT-117**

Qty: 45  
Offer: \$800  
FREE MOVE involved ! Cars are currently dirty with crude. Available immediately for 2 year term.

## HOPPERS

**3000cu Hopper**

Qty: 198  
Offer: \$450  
Located in NE on the NS. Built 80-81. 263 GRL. Currently being spoken for.

**3250cu**

Qty: 25-50  
Offer \$650  
286GRL. Located in Saskatchewan

**3000cu**

Qty: 100  
Offer: \$440  
268GRL, available immediately, clean.

**5750cu Covered Hopper**

Qty: 35  
Offer: \$450  
Gravity/pneumatic gates, multiple leasing terms available

**3000cu**

Qty: 14

**4750cu**

Qty: 35

Offer: \$425  
268GRL. Located in Arkansas on the UP.  
Incredibly good condition.

Offer: \$450  
Located in Iowa/Ohio. Built in 78-81.

**4650/4700/4750 CF, Covered Hoppers**  
Qty: 50  
Offer: \$500  
Clean. 263GRL. Available for purchase also.

**5150cu PD Hopper**  
Qty: 35  
Offer: \$570  
263K GRL, multiple leasing terms available

**5150cu**  
Qty: 100+  
Offer: \$385  
Located in Nebraska. Clean. Built 96-97

**5825cu Covered Hopper**  
Qty: 30  
Offer: \$500  
263GRL. Built in 1977. Many locations, free  
move on NS/CP/BN

**5800-5850cu**  
Qty: 50  
Offer: \$600  
Last in PET. built in 98-99. Located in PA

**6150cu**  
Qty: 94  
Offer: \$625  
Located TX/LA on UP.  
Trough Hatches, pneumatic gates.

**3000cu**  
Qty: 63  
Located in **North East**. 268GRL. Last in sand.  
These cars have a free move, **Available in  
Sep**

## OTHER

**52ft Mil Gondola**  
Qty: 200  
Offer: \$650  
full service longterm. 70k for purchase. Side  
lengths of 9ft 10in, 2752 cu. weight 58k  
pounds

**60ft 100 ton boxcars**  
Qty: 100  
Offer: \$510  
Plate F. One to five year lease options

**65' 100 ton  
log spine cars equipped with six (6)  
log bunks no full flat deck.**  
Qty: 50  
Offer: \$22k  
Built 1981. Located in Midwest on CSX.

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

**60', 100 ton, Plate F box cars PLug door.**  
Qty: 100  
Offer: \$350  
Really good condition. Clean. Built in 77

## FOR SALE

**23.5k's**  
Qty: \$21k  
exterior coiled and insulated  
built 1977 by Richmond Tank  
263k GWR

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

**100 ton Boxcars**

Qty: 150  
Offer \$18k

**3000cu**

Qty: 198  
Offer: \$13,000  
Located in NE on the NS. Built 80-81. 263 GRL. (cars are spoken for)

**2980-3200cu Covered Hoppers**

Qty: 135  
Looking for bid  
263GRL

**5800cu**

Qty: 100+  
Offer: \$52,000  
Pneumatic gates, have linings, 263GRL, 1988-90. Located in South

**5825cu Covered Hopper**

Qty: 50-100 1-2 years Needed in Brownsville, Texas. Will travel through Mexico 51% of the time..

**85' - 110 ton Flatcar**

Qty: 60  
Offer: 7 cars built 1979 - \$18,480 each. 27 cars built 1974 - \$13,440 each  
FREE MOVE on the UP. available immediately.

**2980-3200cu Covered Hoppers**

Qty: 135  
Looking for bid  
263GRL

**WANTED****20k Plastite lined cars**

Qty: 10  
3-5 years  
Needed in AR on the UP for brine water

**C/I DOT117's**

Qty: 100+  
For Canadian crude use.

**31.8k**

Qty: 100+  
1-3 years  
Needed in Brownsville, Texas. Will travel through Mexico.

**30.3k DOT117's**

Qty: 100  
For crude use, ASAP.

**GP31.8k's**

Qty: 10  
In Northwest, for gasoline, ASAP.

**31.8k's**

Qty: 50-100  
1-2 years  
Needed in Brownsville, Texas. Will travel through Mexico 51% of the time..

**Coil and insulated tankers**

Qty: 36  
Liquid ammonia nitrate

**C/I DOT 117's**

Qty: 100  
Needed in Utah, for yellow waxy crude.

**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](http://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.

The screenshot shows the 'EasyTrade - Main Window' interface. At the top, there is a menu bar with 'File', 'Tools', 'Workspace', 'Window', and 'Help'. Below the menu is a toolbar with the 'easyTRADE' logo, a timer set to '60:00', and buttons for 'Kill All', 'Hold All', and 'Activate All'. A 'Live' status indicator is also present. The main area displays a list of 'Railcar Lease Offers' under the 'Railcar Lease Offers' tab. The list is organized into sections for different instrument types: GP 30, GP 31.8, C/I 23.5, C/I 25.5, C/I 29, Pressurized 23.5, Pressurized 33.6, and Stainless Steel 22. Each section has a header with a plus sign and the instrument name, followed by a table of offers. The table columns are 'Instrument', 'Ofr', 'Qty', and 'OfferComments'. The text in the table is mostly redacted with a light gray box. On the left side of the window, there is a vertical 'Workspace Manager' pane with a search icon and a list of the same instrument types. The window title bar at the bottom shows the system tray with icons for 'File Transfer', 'Help', and 'Log Out'.

CLICK HERE  
**REQUEST ACCESS**



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