

Mar 13th - 2018



Winter is not quite over with parts of the country getting hammered with what will hopefully be the last winter push. Longer term weather models are seeing a warming trend. North American rail volume for the week ending March 3, 2018 on 12 reporting U.S., Canadian and Mexican railroads totaled 366,104 carloads, which is up 0.9 percent from the same week last year, and 368,540 intermodal units, up 10.7 percent compared to last year. Total combined weekly rail traffic in North America was 734,644 carloads and intermodal units (up 5.6 percent). North American rail volume for the first nine weeks of 2018 was 6,263,524 carloads and intermodal units, up 1.2 percent compared with 2017.

Energy markets continue to be volatile over the last couple of weeks, however, continuous rising US production has put a temporary price cap on WTI. As long as crude remains at or near \$60 per barrel, expect US production to continue to rise. Canadian Heavy crude basis has settled back to -\$25 per barrel, closing the ARB by \$7 per barrel from its lows. Pipeline capacity leaving Alberta to east and west coast ports will be delayed but is inevitable as there is too much at stake. Trade wars between the Province of Alberta and the Province of British Columbia continue at the consumer level and will intensify as emotions flare over a delayed pipeline for Alberta crude to reach the coast of British Columbia for export to overseas markets. Mexico refineries are expected to continue to wane.

So, what does this mean for rail? Better news if you are a tank car owner! The trend in Alberta will be more and more crude by rail as new production comes on line, as it is the only option. Shippers will have to sign up for longer term contracts with the class 1's because they will have no choice. Crude by rail to US west coast refineries will continue. Refined products by rail into Mexico will continue and likely increase.

It has been a real busy couple of weeks for conferences. PFL representatives were present at three of them – SWARS in San Antonio, 2018 OPIS LPG Summit in San Diego and the Rail Equipment Finance Conference in Palm Springs.

Highlights and Takeaways:

Well attended conferences.

Confirmation of PFL's rail trend analysis.

Economic growth accelerating resulting in higher net asset values for most car types compared to the same time as last year.

Supply tightening for LPGs - supply deals are not yet finalized for this contract year. Loaded LPG storage a real opportunity NOW.

A general overall enthusiasm in the market.

A significant amount of cars need to be cleaned, blasted and returned on lease.

Call PFL today to find out more or trouble shoot we can handle ALL of your Rail Car needs.

Loaded storage, subleasing excess cars, filling orders for cars wanted. Empty Storage, loaded storage, mobile rail car cleaning, blasting and mobile repair. PFL will get it done for you.

Rail activity continues to be extremely active with many deals transacting. PFL is working numerous markets in all segments. Call PFL for all your rail car needs the market is changing daily so please call for up to date live pricing information.

PFL is seeking 28.3k's or 29.5k's C/I for biodiesel. 28.3k's or 29.5k's C/I for fuel oil. 25.5k's C/I for biodiesel. GP31.8k's in the south for ethanol. 30.3k 117's for ethanol. Bulkhead Flat cars for purchase or lease. 340W pressure cars for purchase.

Positioning for cleaning cars in place for return on lease is paramount. PFL offers turn-key solutions and will provide you a cost competitive quote within 24 hours and assures your cars will be clean. Onsite blasting is available, if required. We now offer onsite repairs and the changing of valves, gaskets and O rings in the field saving you time, aggravation and money.

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 as early as Q3. Call PFL today.

**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**

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

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

### **PRESSURE CARS**

#### **400W**

Qty: 25

Offer: \$750

Brand New, Arkansas, UP and KCS access

#### **340W**

Qty: 100+

Offer: \$700

3-6 month terms, last in propane, only for butane service, Located in NE.

#### **300W**

Qty: 40

Offer: \$525

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

Qty: 30

Offer: \$650

5 year commitment, VCM Prior

18 month term. Last in propane, butane, isobutane. These cars have a free move. Built 2004.

**340W**

Qty: 40  
Offer: \$650

Brand News, Arkansas, KCS and UP connected

**340W Pressure cars**

Qty: 10-14  
Offer: 800

Available Apr 1st-Oct 1st. Last in propane. Located on the West Coast, BN/UP. .

**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.

**31.8's CPC1232**

Qty: 46  
Offer: \$575  
Clean, available until end of october 2019.

**29k C/I cars**

Qty: 90  
Offer: \$750  
Clean. Located in south. Available in May.

**31.8 CPC1232**

Qty: 125  
Offer: \$525  
Located in MN, bakken prior

**20k Rubber lined Gallon tank cars**

Qty: 46  
Offer: \$995 for 7 year term  
Located in Alabama & Louisiana. Take about a months time to finish lining

**31.8's CPC-1232**

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

**31.8's CPC1232**

Qty: 100+  
Offer: Looking for bid  
For short term use. Bakken prior. Located in PA.

**31.8's CPC1232**

Qty: 80-84  
Offer: 650  
Last in ethanol. Available for 22 month term. Coming off current lease in Feb.

**31.8's CPC-1232**

Qty: 80-84  
Offer: 650  
Available for 20 months. Last in ethanol. available late Feb.

**COIL & INSULATED**

**17,500 Gallon-Lined**

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

**23.5 C/I**

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

**29k C/I**

Qty: 90  
Offer: \$750  
Located in TX, TN, AL. Clean. Built in 2014. Lesse responsible for freight. require shopping before service

**23.5 C/I**

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

**28.7k's C/I CPC-1232**

Qty: 97 clean  
Offer: Looking for bid  
Located in MO/KS on UP/BN. 12-24 month term.

**25.5k's C/I**

Qty: 11  
Offer: \$800  
Last in 6 oil, can be returned dirty. Available for 5 year term. Cars currently have a free move.

**HOPPERS**

**3000cu Hopper**

Qty: 198  
Offer: 450  
Located in NE on the NS. Built 80-81. 263 GRL. Available at end of April

**3250cu**

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

**3915cu PD Hoppers**

Offer: \$600  
3-5 year lease.  
Last in silica sand. Located in MN.

**5750cu Covered Hopper**

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

**5750cu Covered Hopper**

Qty: 24  
Offer: \$450  
Straight gravity gate, multiple leasing terms available. Located in Mid North.

**4750cu**

Qty: 35  
Offer: 450  
Located in Iowa/Ohio. Built in 78-81.

**5230cu PD Hopper**

Qty: 10  
Offer: \$665  
286k GRL

**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

**5230cu PD Hopper**

Qty: 10  
Offer: \$665  
286k GRL

**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.

**4000 cu steel steel open top**

Qty: 50  
Offer: 345  
Located NY & MA. Great condition.

**4650/4700/4750 CF, Covered Hoppers**

Qty: 50  
Offer: 500  
Clean. 263GRL

**3000cu**

Qty: 14  
Offer: \$425  
268GRL. Located in Arkansas on the UP.  
Incredibly good condition.

**3000cu**

Qty: 63  
Located in NE. 268GRL. Last in sand. These cars have a free move

## OTHER

### 52ft 6in Mill Gondola

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

### 60ft 100 ton boxcars

Qty: 100  
Offer: \$510  
Plate F. One to five year lease options

### Stainless Steel - Tankers

Qty: 20  
Offer: \$850  
Long term, Food Grade

### Stainless steel Acid cars 21K

Qty: 25  
Offer: 1,250

### 60', 100 ton, Plate F box cars PPlug door. ACF savilitor

Qty: 100  
Offer: 350  
Really good condition. Clean. Built in 77

### 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.

### 52ft Mil Gondola

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

### 4000cu Steel, flat bottom gondolas

Qty: 40  
Offer: \$550 Net Lease/\$28,000 for sale  
5 year lease. Free move. Good condition.  
Built in 81.

## FOR SALE

### 17.5k. Food Grade

Qty: 39  
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

### 23.5k's

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

### 3000cu

Qty: 198  
Offer: 13,000  
Located in NE on the NS. Built 80-81. 263 GRL.

## WANTED

### 13.8-18k Tankers, lined

Qty: 30  
6 Months  
Western US, Sulfuric Acid

### C/I DOT117's

Qty: 100+  
For Canadian crude use.

**100 ton flatcars**

For purchase  
Qty: 150  
Shipped to GA

**GP 30s and 31.8s**

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

**GP30's or 31.8's**

Qty: 20-30  
For ethanol use in Midwest.

**29.5's or 28.3's C/I**

Qty: 30+  
For veggie oil. Cannot be crude prior.

**31.8's**

Qty: 30-35  
1 year term for ULSD in the South

**BulkHead flatcars**

For purchase

**GP31.8 1232**

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

**3250 cu hoppers**

Qty: 30  
3 Year Lease  
286GRL. Located in north east, for sand use.

**29.5's C/I**

Qty: 20-25  
12-18 months, for biodiesel.

**3250 cu hoppers**

Qty: 30  
3 year Lease  
286GRL. Located in north east, for sand use.

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

PFL DESK

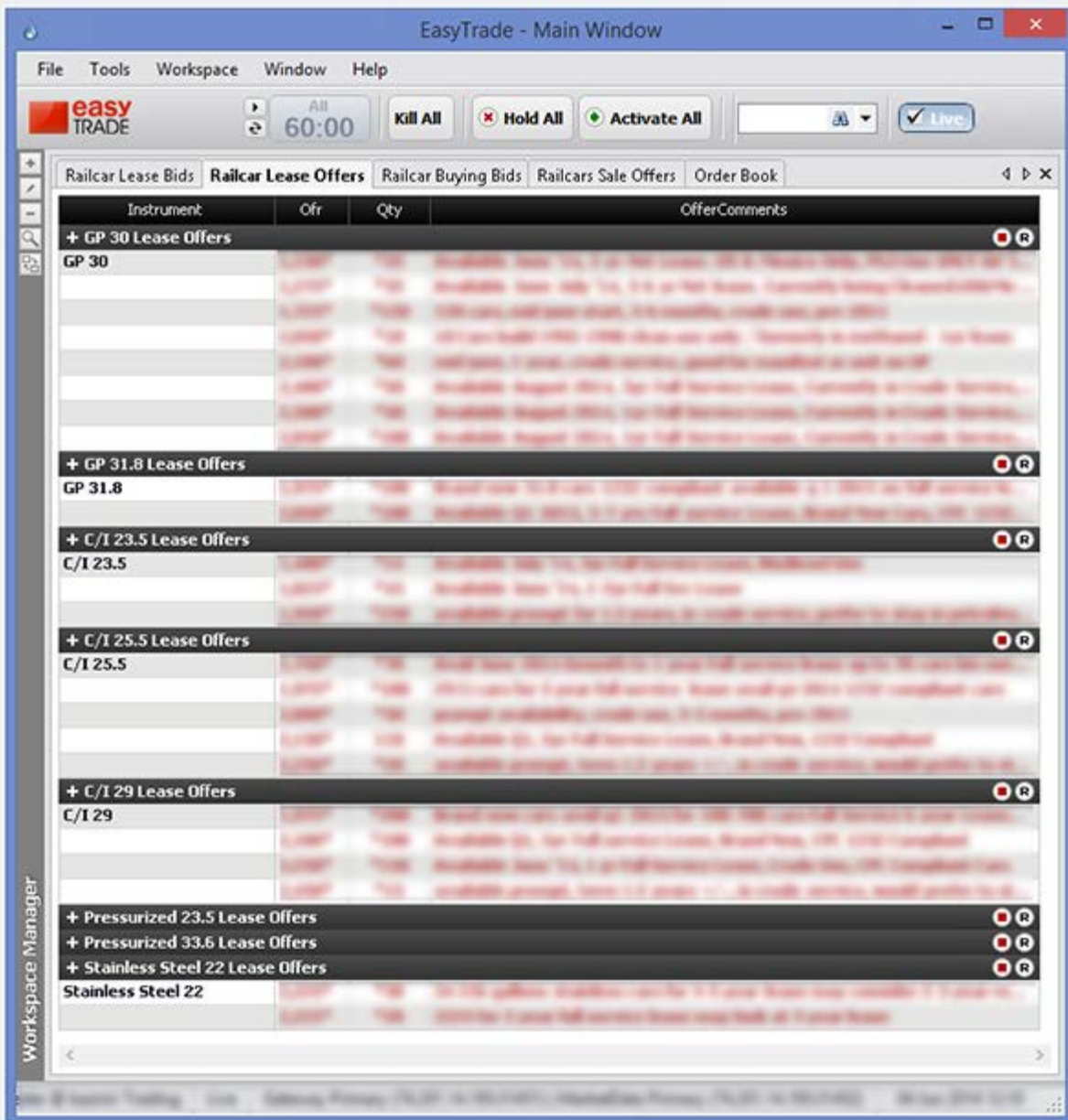
**239-390-2885**

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](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.



CLICK HERE  
**REQUEST ACCESS**



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