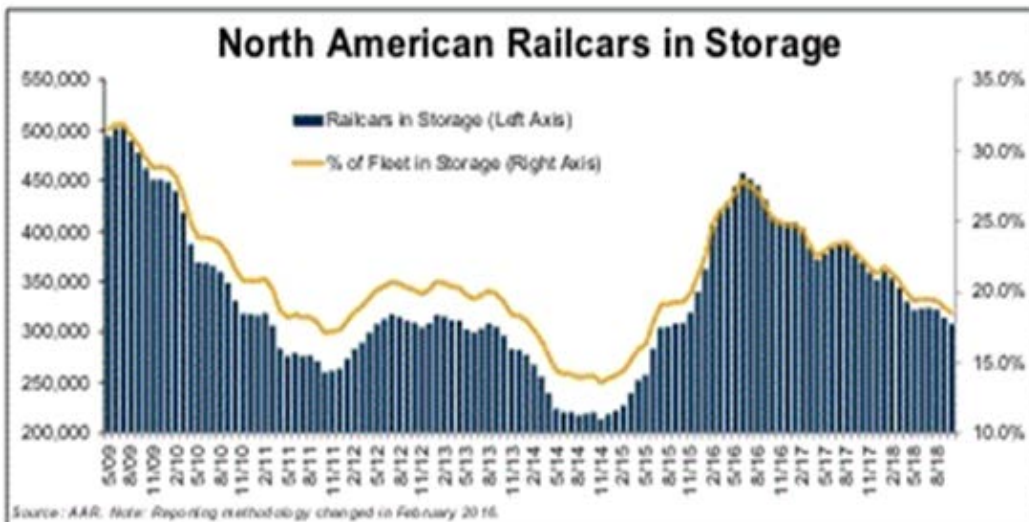


Oct 10th - 2018



Storage operators continue to be active over the last month with many companies including PFL doing work inside the fence. A ton of mechanical, cleaning and scrapping work going on right now. As a storage operator we urge you to talk to your customer to see what plans he or she has for cars sitting in storage. If they are looking for any sort of work done on their cars PFL can help retain that customer for the operator by offering mobile services at the same time the operator creates good will and long term customer retention. The same goes for car owners and lessee's PFL can help saving time and a move to a shop getting your cars working for you quickly. PFL is working with many short lines to provide a vast bucket of services at their storage locations please call us today for further details and how you can participate.

As expected the number of railcars in storage across the country continues to decrease. Real gross domestic product (GDP) increased at an annual rate of 4.2 percent in the second quarter of 2018, according to the "third" estimate released by the Bureau of Economic Analysis. In the first quarter, real GDP increased 2.2 percent. Bottom line folks more economic activity results in more cars being put back to work it is that simple. The AAR released its monthly Rail Time Indicators report in which it reports railcars in storage. As of October 1, there were 308.1K railcars in storage, representing 18.5% of the North America Fleet (16.7% of the car being empty). This is a 6,400 (2.0%) decrease in the total number of cars in storage from last month and a 6,500 decrease (2.3%) in the number of empty railcars in storage. On a year over year basis, cars in storage are down 61,700. We expect the trend of cars in storage decreasing to continue for the foreseeable future barring geopolitical risks.



Please download easyTRADE 8.0, with it's new enhanced railcar workspace. We invite railcar market participants to sign into easyTRADE and view PFL's portfolio of equipment for lease, for sale as well as storage offerings across the continent. easyTRADE is PFL's one stop shop for all market information regarding railcar leasing, sales and storage. Contact your PFL representative today for a downloadable link and login instructions! Leasing companies and shippers can send in railcar bids and offers to PFL via an excel spreadsheet to have them instantly uploaded into the platform and have it seen by thousands of market participants. Specs, pictures, car drawings, and SDS sheets will be at the disposal of all users.

Markets are available for all railcar types. Storage facility operators can also send in their available space and rates via an excel spreadsheet template to increase visibility to the market. The easyTRADE system is a one-stop-shop for fleet managers who are long or short on railcars or looking for a place to temporarily store empty or loaded rolling stock.



## ENHANCED RAILCAR WORKSPACE

- Instant access to our markets.
- Railcar Leasing, Sales and Storage.
- Now includes Railcar Specs, SDS, Drawings and Pictures.

## REQUEST ACCESS



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CATEGORY #	TYPE	QUANTITY	PRICE/UNIT	CITY/STATE	CLASS #	COMMODITY	BID	NOTES
TankCar	DOT 117	200	36	X,	XCS	Gasoline	600	Bid will develop closer to Q1/Q4. Mexico use only. Flexible with term.
HopperCar	3000/1250cu	40	12	X,	X	Sand	250	Bid depends on size. Location is flexible.
TankCar	32.8 1232	100	12	corpus or beamport, TX	UP	gas and diesel	325	
TankCar	1232/117 25.5k-28.5k G1	400	18	Saskatoon, SK	CP	Heavy Crude	475	
TankCar	CP1232	200	36	Mexico Use Only, Multiple Locations	x	Diesel, jet fuel	Negotiable	Q1/Q4. Mexico use only. Flexible with term.
TankCar	DOT117	120	12	X,ND	X	Balcan	700	
TankCar	DOT117	200	12	X,AB	X	Crude	Negotiable	NO/NC
TankCar	DOT117	100	12	West, TX	UP	Crude	Negotiable	
TankCar	28.5K G1	25	12	Bethel, ME	SP/BN	Biodiesel	Negotiable	Needed immediately.
HopperCar	6000cu	40	36	Bismarck, ND	CP/BN/UP	Plastic Pellets	275	prefers Gravity Gates, Trough Top Hatch. Needed ASAP. LEASE or PURCHASE.
TankCar	28.5 G1	5	24	,WI	OH	Chem Oil	500	Late July start
TankCar	GP30	4	6	Baltimore, MD	NO/CDI	Transmix	500	
PressureCar	240e	15	8	Edmonton, AB	OU/CP	Propane/Bthane	475	Immediate this Feb
TankCar	GP30	200	7	Multiple, Multiple Locations	Flex	Fuel Oil	100	Midwest Delivery



ASSOCIATION OF  
AMERICAN RAILROADS

# AAR Hazmat & Tank Car Committee Meeting

October 16 - October 18  
Dallas, Texas

Attending:



Curtis Chandler

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

239-405-3365

PFL DESK

**239-390-2885**

## PFL Railcar Storage Opportunities

Storage									
STATE/PROVINCE	CLASS 1	LOADED/RESIDUE	#HAZ AVAILABLE	HAZ RATE	#NON HAZE AVAILABLE	NON HAZE RATE	SWITCH IN NET	SWITCH OUT NET	
AB	CP	Yes	50	9	100	4	175	175	
AB	CP	yes	30	8	30	7	200	200	
AB	CP	yes	30	8	30	7	200	200	
AB	CP	yes	30	8	30	7	200	200	
AB	CP	yes	30	8	30	7	200	200	
AB, CAN	CP	yes	30	8	30	7	200	200	
AB, CAN	CP	yes	30	8	30	7	200	200	
AL	NS, CSX	Residue	50	8	100	4	200	200	
AL	CSX	Residue	25	Negotiable	25	3	175	175	
AL, MS, FL	BNSF, NS, CSX, KCS	Yes	110	8	110	4	275	275	
AR	BNSF, UP	Yes	500	8	500	4	300	300	
AR	UP	Yes	500	9	500	4	300	300	
AR	UP	Residue	15	Negotiable	15	3	175	175	
AR, OK	BNSF, UP, KCS	Yes	50	Negotiable	50	Negotiable	Negotiable	Negotiable	
AZ	BNSF	Yes	15	Negotiable	15	Negotiable	Negotiable	Negotiable	
AZ	BNSF	Residue	50	Negotiable	50	5	125	125	
AZ	UP	yes	0	Negotiable	100	4	125	125	
AZ	UP	yes	0	Negotiable	100	4	125	125	
AZ	UP	yes	0	Negotiable	100	4	125	125	
AZ	UP	yes	0	Negotiable	100	4	125	125	
AZ	UP	yes	0	Negotiable	100	4	125	125	
CA	UP	Yes	50	9	50	4	400	400	
CA	UP	Yes	10	Negotiable	0	4	Negotiable	Negotiable	
CA	BNSF, UP	No	0	Negotiable	100	4	200	200	
CA	BNSF, UP	Yes	0	Negotiable	0	Negotiable	Negotiable	Negotiable	
CA, AZ	BNSF	Yes	650	9	650	4	Negotiable	Negotiable	
CO	BNSF, UP	Yes	1000	Negotiable	0	4	Negotiable	Negotiable	
CO	BNSF, UP	Yes	200	8	200	4	200	200	
CO	BNSF, UP	no	0	Negotiable	0	5	360	360	
CO	BNSF, UP	no	0	Negotiable	0	5	360	360	
CO	BNSF, UP	yes	50	9	100	7	150	150	
CO	BNSF, UP	no	0	Negotiable	0	5	360	360	

CO	BNSF, UP	yes	50	9	100	7	150	150
CO	BNSF, UP	no	0	Negotiable	0	5	360	360
CO	BNSF, UP	yes	50	9	100	7	150	150
CO	BNSF, UP	no	0	Negotiable	0	5	360	360
CO	BNSF, UP	yes	50	9	100	7	150	150
CO	UP	Yes	140	6	140	4	Negotiable	Negotiable
CO	BNSF, UP	no	0	Negotiable	0	5	360	360
CO	BNSF, UP	yes	50	9	100	7	150	150
CO	UP	Yes	140	6	140	4	Negotiable	Negotiable
CT, MA	CSX	Yes	100	9	100	4	300	300
FL	CSX	Yes	300	8	300	4	275	275
GA	NS, CSX	Residue	100	8	100	4	200	200
GA	CSX	Yes	0	8	60	4	200	200
GA	CSX	Yes	35	Negotiable	35	Negotiable	Negotiable	Negotiable
GA	NS	Residue	65	Negotiable	65	3	175	175
GA	NS	yes	0	Negotiable	50	6	240	240
GA	NS	yes	0	Negotiable	50	6	240	240
GA	NS	yes	0	Negotiable	50	6	240	240
GA	NS	yes	0	Negotiable	50	6	240	240
GA, AL	CSX	No	0	Negotiable	600	4	200	200
IA	BNSF, UP, CSX, NS, CN, CP	Yes	0	Negotiable	100	7	75	75
IA	BNSF, UP, CSX, NS, CN, CP	Yes	0	Negotiable	100	7	75	75
IA	BNSF, UP, CSX, NS, CN, CP	Yes	0	Negotiable	100	7	75	75
IA	BNSF, UP, CSX, NS, CN, CP	Yes	0	Negotiable	100	7	75	75
IA	BNSF, UP, CSX, NS, CN, CP	Yes	0	Negotiable	100	7	75	75
IA, IL	BNSF, UP, NS, CN	Residue	0	Negotiable	0	4	200	200
IL	BNSF, NS, CN	Yes	200	7	200	4	500	500
IL	BNSF, UP, CSX, CN, CP	Yes	150	13	150	5	350	425
IL	UP, CP	No	0	9	0	4	Negotiable	Negotiable
IL	BNSF, NS, CSX, CN, CP	No	0	Negotiable	150	4	200	200
IL	BNSF, UP, NS, CSX, KCS, CN, CP	No	0	Negotiable	200	4	200	200
IL	CN	Residue	30	Negotiable	30	3	175	175
IL	CN	Residue	0	Negotiable	0	3	175	175
IL	CSX	Residue	50	Negotiable	50	3	175	175
IL	BNSF, UP, NS	Residue	0	Negotiable	0	3	175	175
IL		yes	0	9	0	6	Negotiable	Negotiable
IL		yes	0	9	0	6	Negotiable	Negotiable
IL		yes	0	9	0	6	Negotiable	Negotiable
IL		yes	0	9	0	6	Negotiable	Negotiable
IL	BNSF	Y	30	11	30	5	350	350
IL		yes	0	9	0	6	Negotiable	Negotiable
IL	BNSF	Y	30	11	30	5	350	350
IL, IN	BNSF, UP, NS, KCS, CN	Yes	400	7	400	4	500	500
IL, IN	UP, NS,	Yes	30	10	30	5	350	350

	CSX, CN							
IN	NS, CSX	Yes	200	9	200	4	300	300
IN	NS	Residue	55	Negotiable	55	3	175	175
IN	NS, CSX	Residue	10	Negotiable	10	3	175	175
IN	NS	Residue	0	Negotiable	0	3	175	175
IN	BNSF, UP, CSX, NS, CP, CN	Yes	0	Negotiable	0	Negotiable	Negotiable	Negotiable
IN	CSX	no	0	Negotiable	600	4	145	145
IN	CSX	yes	100	6	100	5	200	200
IN	CSX	no	0	Negotiable	600	4	145	145
IN	CSX	yes	100	6	100	5	200	200
IN	CSX	no	0	Negotiable	600	4	145	145
IN	CSX	yes	100	6	100	5	200	200
IN	CSX	no	0	Negotiable	600	4	145	145
IN	CSX	yes	100	6	100	5	200	200
IN	NS	Y	100	Negotiable	100	4	175	175
IN	CSX	no	0	Negotiable	600	4	145	145
IN	CSX	yes	100	6	100	5	200	200
IN	NS	Y	100	Negotiable	100	4	175	175
KS	BNSF	Residue	0	Negotiable	0	3	175	175
KS	BNSF	Residue	150	Negotiable	150	5	125	125
KS	BNSF	Yes	0	Negotiable	400	3	200	200
KS	BNSF	Yes	0	Negotiable	400	3	200	200
KS	BNSF	Yes	0	Negotiable	400	3	200	200
KS	BNSF	Yes	0	Negotiable	400	3	200	200
KS	BNSF	Yes	0	Negotiable	400	3	200	200
KY	CSX	Residue	15	5	15	4	150	150
KY	NS, CSX	Residue	60	5	60	4	150	150
KY	CSX	Residue	200	5	200	4	150	150
KY	CSX	yes	100	7	150	6	Negotiable	Negotiable
KY	CSX	yes	100	7	150	6	Negotiable	Negotiable
KY	CSX	yes	100	7	150	6	Negotiable	Negotiable
KY	CSX	yes	100	7	150	6	Negotiable	Negotiable
KY	CSX	yes	100	7	150	6	Negotiable	Negotiable
LA	UP	yes	0	Negotiable	75	8	150	150
LA	KCS,UP	yes	400	Negotiable	400	Negotiable	175	175
LA	UP	yes	0	Negotiable	75	8	150	150
LA	KCS,UP	yes	400	Negotiable	400	Negotiable	175	175
LA	UP	yes	0	Negotiable	75	8	150	150
LA	KCS,UP	yes	400	Negotiable	400	Negotiable	175	175
LA	UP	Y	100	6	100	5	225	225
LA	UP	yes	0	Negotiable	75	8	150	150
LA	KCS,UP	yes	400	Negotiable	400	Negotiable	175	175
LA	UP	Y	100	6	100	5	225	225
LA, AR	UP, KCS	No	0	Negotiable	15	Negotiable	Negotiable	Negotiable
MA	CSX	No	0	Negotiable	0	4	Negotiable	Negotiable
MD	CSX	Yes	113	10	113	5	300	300
MI	NS	Yes	160	Negotiable	0	Negotiable	Negotiable	Negotiable
MI	CN	Yes	250	Negotiable	0	Negotiable	Negotiable	Negotiable
MI	CN	Yes	200	Negotiable	0	Negotiable	Negotiable	Negotiable
MI	NS CSX CN	Yes	340	Negotiable	0	Negotiable	Negotiable	Negotiable
MI	CN	Yes	101	Negotiable	0	Negotiable	Negotiable	Negotiable
MI	NS	Residue	50	Negotiable	50	3	175	175
MN	BNSF	Yes	480	9	480	4	400	400
MO	BNSF, UP, CSX, NS, KCS, CN	No	0	Negotiable	0	Negotiable	Negotiable	Negotiable
MO	BNSF, UP, CSX, NS, KCS, CN	No	0	Negotiable	50	Negotiable	Negotiable	Negotiable

MO, AR	UP	Yes	100	9	100	4	300	300
MS	BNSF, NS, KCS	Yes	15	Negotiable	15	Negotiable	Negotiable	Negotiable
MS	BNSF, NS, KCS	Residue	0	Negotiable	0	3	175	175
MS	BNSF, KCS	Residue	0	Negotiable	0	3	175	175
MT	BNSF, UP	Yes	200	Negotiable	200	Negotiable	Negotiable	Negotiable
MT	BNSF	Y	100	6	100	4	175	175
MT	BNSF	Y	100	6	100	4	175	175
NC	CSX	Residue	550	5	550	4	150	150
NC	CSX/NS/AR	Y	30	11	30	5	225	225
NC	CSX/NS/AR	Y	30	11	30	5	225	225
NE	BNSF	Yes	100	9	500	4	200	200
NJ	CSX/NS	Residue	0	Negotiable	100	7	250	250
NJ	CSX/NS	Residue	0	Negotiable	100	7	250	250
NJ	CSX/NS	Residue	0	Negotiable	100	7	250	250
NJ	CSX/NS	Residue	0	Negotiable	100	7	250	250
NJ	CSX/NS	Residue	0	Negotiable	100	7	250	250
NM	BNSF, UP	Yes	0	Negotiable	0	5	125	125
NY	NS, CSX	Yes	50	11	50	4	200	200
NY	CSX	Yes	125	11	125	4	200	200
NY	CSX	Yes	120	11	120	4	200	200
NY	CP	No	600	Negotiable	2500	4	175	175
NY, NJ	NS, CSX, CP	No	0	Negotiable	0	Negotiable	Negotiable	Negotiable
NY, PA	NS, CSX, CN, CP	Yes	600	9	600	4	400	400
NY, PA	NS	Yes	35	10	35	5	350	350
OH	NS, CSX	Yes	166	10	166	5	400	400
OH	BNSF, UP, NS, CSX, CN, CP	Yes	150	9	150	4	400	400
OH	NS	Yes	200	9	200	4	200	200
OH	NS, CSX	Yes	0	Negotiable	20	4	200	200
OH	NS, CSX	No	0	Negotiable	100	4	200	200
OH	NS, CSX	Residue	200	5	200	4	150	150
OH	NS, CSX	Residue	550	5	550	4	150	150
OH	CSX	yes	100	6	100	5	200	200
OH	CSX	yes	100	6	100	5	200	200
OH	CSX/NS	Residue	0	Negotiable	57	6	250	250
OH	CSX	yes	100	6	100	5	200	200
OH	CSX/NS	Residue	0	Negotiable	57	6	250	250
OH	CSX	yes	100	6	100	5	200	200
OH	CSX/NS	Residue	0	Negotiable	57	6	250	250
OH	NS	no	50	Negotiable	150	4	200	200
OH	CSX	yes	100	6	100	5	200	200
OH	CSX/NS	Residue	0	Negotiable	57	6	250	250
OH	NS	no	50	Negotiable	150	4	200	200
OH, IN	NS, CSX	Residue	30	Negotiable	30	3	175	175
OK	BNSF, UP	Yes	0	Negotiable	75	4	200	200
OK	UP	Yes	0	Negotiable	400	5	170	170
OK	UP	Yes	0	Negotiable	400	5	190	190
OK	UP	Yes	0	Negotiable	400	5	190	190
OK	UP	Yes	0	Negotiable	400	5	190	190
OK	UP	Yes	0	Negotiable	400	5	190	190
OK	UP	Yes	0	Negotiable	400	5	190	190
ON	CN, CP	Yes	166	9	166	4	400	400
ON	CN, CP	Yes	200	9	200	4	400	400
OR	UP	Yes	20	Negotiable	0	4	Negotiable	Negotiable
OR	UP	Residue	0	Negotiable	0	5	125	125
OR	BNSF, UP	Yes	150	6	150	4	225	225
OR	BNSF, UP	Yes	150	6	150	4	225	225
OR	BNSF, UP	Yes	150	6	150	4	225	225
OR	BNSF, UP	Yes	150	6	150	4	225	225
OR	BNSF, UP	Yes	150	6	150	4	225	225

OR, CA	UP	Yes	50	9	50	4	300	300
PA	NS, CP	Yes	80	11	80	4	200	200
PA	NS, CSX	Residue	0	Negotiable	0	3	175	175
PA	NS	Residue	5	5	5	4	150	150
PA	NS	Residue	650	5	650	4	150	150
PA	NS, CSX	Residue	50	Negotiable	200	4	225	225
Sask	CP	YES	0	Negotiable	1200	9	200	200
Sask	CP	YES	0	Negotiable	130	5	150	150
Sask	CN	YES	0	Negotiable	150	7	132	132
Sask	CP	YES	0	11	200	7	200	200
Sask	CN	YES	0	21	200	9	300	300
Sask	CP	YES	0	Negotiable	1200	9	200	200
Sask	CP	YES	0	Negotiable	130	5	150	150
Sask	CN	YES	0	Negotiable	150	7	150	150
Sask	CP	YES	0	11	200	7	200	200
Sask	CN	YES	0	21	200	9	300	300
Sask	CP	YES	0	Negotiable	1200	9	200	200
Sask	CP	YES	0	Negotiable	130	5	150	150
Sask	CN	YES	0	Negotiable	150	7	150	150
Sask	CP	YES	200	11	200	7	200	200
Sask	CN	YES	200	21	200	9	300	300
Sask	CP	YES	0	Negotiable	1200	9	200	200
Sask	CP	YES	0	Negotiable	130	5	150	150
Sask	CN	YES	0	Negotiable	150	7	150	150
Sask	CP	YES	200	11	200	7	200	200
Sask	CN	YES	200	21	200	9	300	300
Sask	CP	YES	0	Negotiable	1200	9	200	200
Sask	CP	YES	0	Negotiable	130	5	150	150
Sask	CN	YES	0	Negotiable	150	7	150	150
Sask	CP	YES	200	11	200	7	200	200
Sask	CN	YES	200	21	200	9	300	300
Sask	CP	YES	0	Negotiable	1200	9	200	200
Sask	CP	YES	0	Negotiable	130	5	150	150
Sask	CN	YES	0	Negotiable	150	7	150	150
Sask	CP	YES	200	11	200	7	200	200
Sask	CN	YES	200	21	200	9	300	300
Sask	CP	YES	0	Negotiable	1200	9	200	200
Sask	CP	YES	0	Negotiable	130	5	150	150
Sask	CN	YES	0	Negotiable	150	7	150	150
Sask	CP	YES	200	11	200	7	200	200
Sask	CN	YES	200	21	200	9	300	300
SK, CAN	CN	Yes	0	Negotiable	200	4	200	200
TN	CSX	Yes	100	Negotiable	100	Negotiable	Negotiable	Negotiable
TN	BNSF	Residue	200	5	200	4	150	150
TN	CN	Y	100	6	100	5	200	200
TN	CN	Y	100	6	100	5	200	200
TN, MS	CN	Yes	300	Negotiable	0	4	Negotiable	Negotiable
TX	UP	Yes	150	8	150	4	250	250
TX	BNSF, UP, KCS	Yes	0	Negotiable	50	4	200	200
TX	BNSF	Yes	0	Negotiable	50	4	200	200
TX	BNSF	Yes	0	Negotiable	0	4	200	200
TX	BNSF	Yes	25	Negotiable	25	Negotiable	Negotiable	Negotiable
TX	UP	Residue	500	5	500	4	150	150
TX	UP	Residue	20	Negotiable	20	5	125	125
TX	BNSF	Y	90	6	90	5	175	175
TX	BNSF	Y	65	6	65	5	175	175
TX	BNSF	Y	90	6	90	5	175	175
TX	BNSF	Y	65	6	65	5	175	175
UT	BNSF, UP	Yes	75	Negotiable	75	Negotiable	Negotiable	Negotiable
UT	UP	yes	300	10	300	9	125	125
UT	UP	yes	300	10	300	9	125	125
UT	UP	yes	300	10	300	9	125	125
UT	UP	yes	300	10	300	9	125	125
VA	CSX, UP	yes	200	11	200	7	200	200
VA	CSX, UP	yes	200	11	200	7	200	200
VA	CSX, UP	yes	200	11	200	7	200	200
VA	CSX, UP	yes	200	11	200	7	200	200
VT		No	0	Negotiable	40	4	225	225
VT		No	0	Negotiable	30	4	225	225
VT		No	0	Negotiable	50	4	225	225
VT, CT, MA	NS, CSX,	Yes	255	10	255	5	500	500

CN, CP								
WA	BNSF	Yes	300	9	300	4	250	250
WA	BNSF	No	0	Negotiable	25	4	200	200
WA	BNSF, UP	No	0	Negotiable	0	Negotiable	Negotiable	Negotiable
WA	BNSF	Yes	35	7	200	3	250	250
WA	BNSF	Residue	0	Negotiable	50	4	150	150
WA	BNSF	Residue	0	Negotiable	50	4	150	150
WA	BNSF	Residue	0	Negotiable	50	4	150	150
WA	BNSF	Residue	0	Negotiable	50	4	150	150
WA	BNSF	Residue	0	Negotiable	50	4	150	150
WI	CPRS/UP	N	0	Negotiable	100	5	Negotiable	Negotiable
WI	CPRS/UP	N	0	Negotiable	100	5	Negotiable	Negotiable
WV	CSX	Residue	25	5	25	4	150	150
WV	CSXT	Y	125	7	125	5	175	175
WV	CSXT	Y	125	7	125	5	175	175
WY, NE	UP, CP	Yes	50	8	80	4	200	200

**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).



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