

SEARS

Southeast Association of Rail Shippers

March 11th, 2020

Atlanta Georgia

<https://www.PFLPetroleum.com>

Who is PFL?

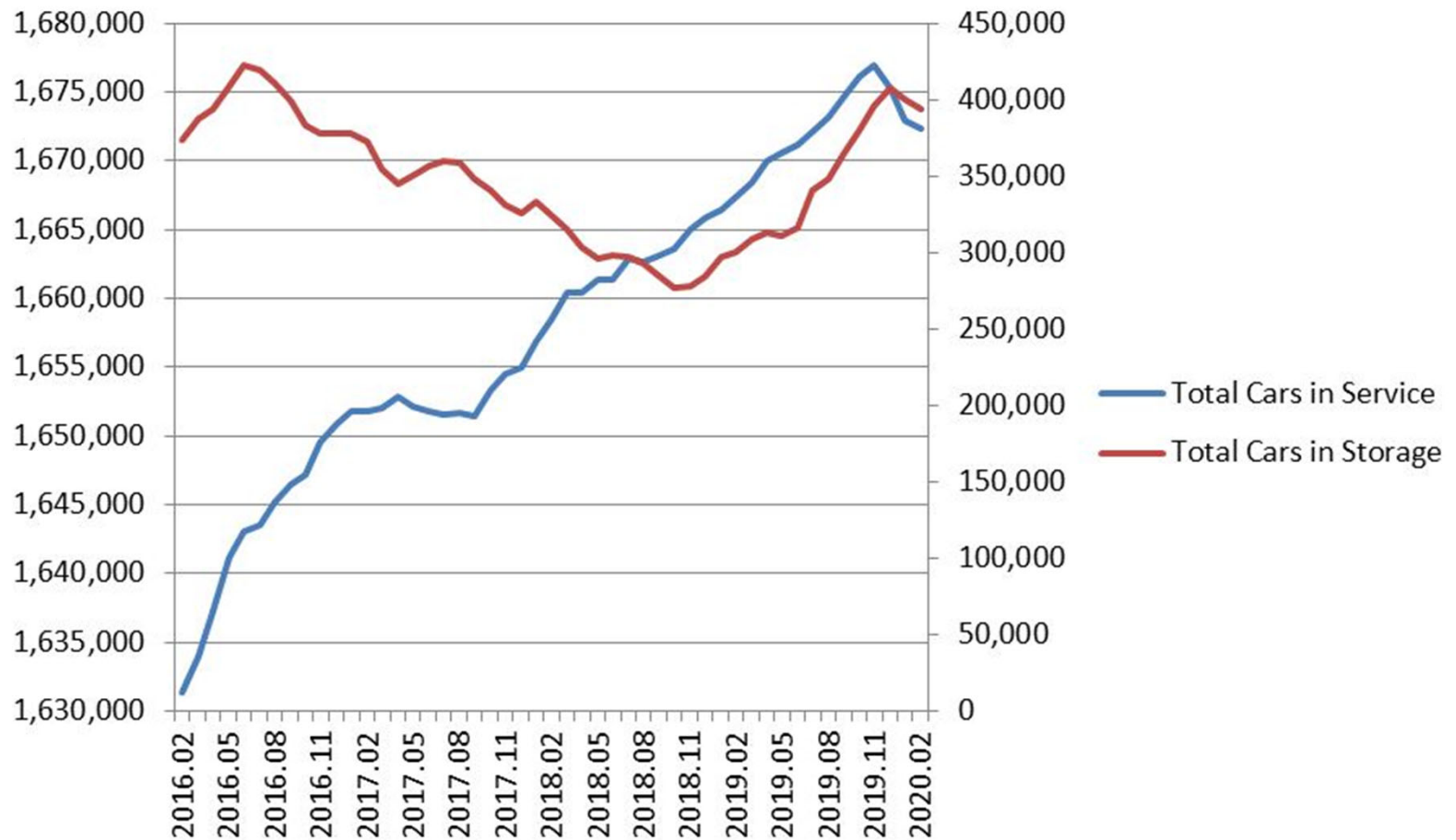
PFL is a full service Railcar Company covering the North American Rail Market.

Some of the services we provide include;

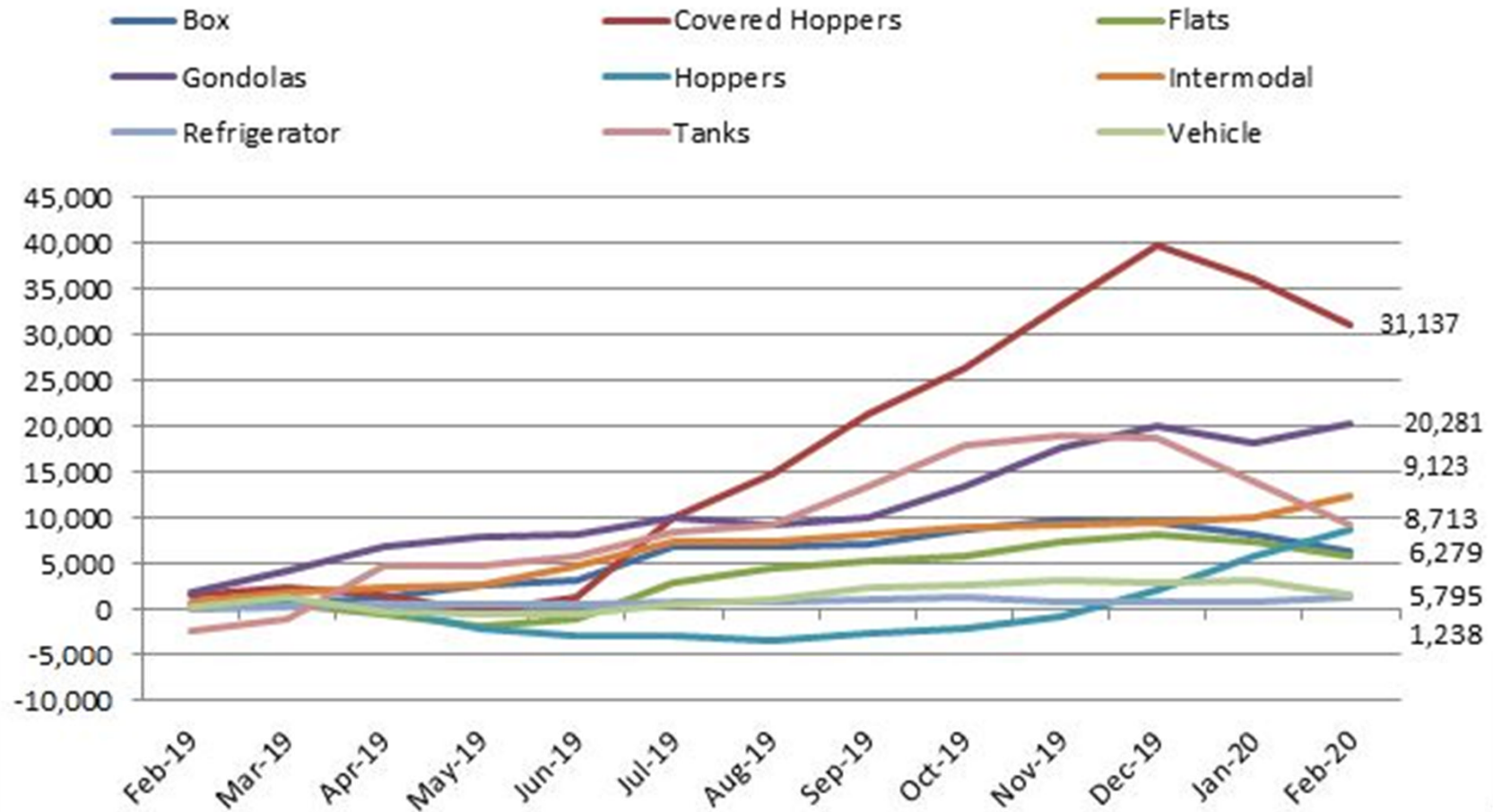
- Railcar leasing, subleasing, purchasing, and structured finance
- Railcar storage
- Mobile Railcar Maintenance and Repairs
- Mobile Railcar Cleaning & Flaring
- Third party inspection
- Railcar scrapping
- Return on Lease consultation
- NGL and environmental product brokerage

Storage Discussion

Total Cars in Service vs Total Cars in Storage



Change in # of Cars Stored since 01/2019



Storage Utilization: Shippers

Shippers should maximize use of SIT to keep an inventory rolling stock to better protect from changing market conditions

Avoid demurrage

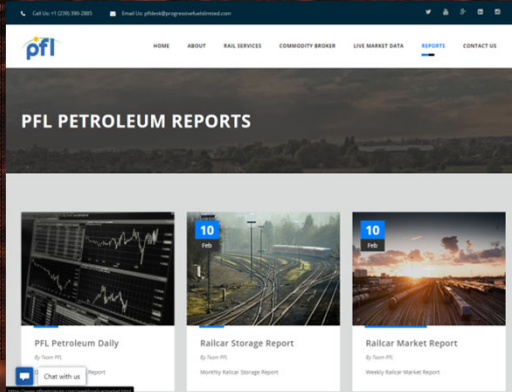
Try to plan ahead as far as possible, designate return on lease locations.

Case study: 800 car return on lease

If you are a storage provider

Security & Aesthetics

- Well lit, fenced in track
- Security
- Look into an EPA Certified RMP (risk management plan) and ERP (emergency response plan)
- Maintain track conditions



Adding Value

- Be flexible!
- Know the market and set Competitive rates
- Accept hazardous materials if possible
- Accept reasonable short term deals
- Offer on-site services to diversify revenue streams
- Develop **strategic relationships**