



Is Ready to Serve

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## INTRODUCTION

- PFL is ready to serve you, as the customer. We have embarked on a mission to understand all aspects of the railcar industry to provide you a turn-key approach to railcar procurement, leasing, return on lease maintenance, repair, cleaning, storage and much more. As a result, PFL is a comprehensive one-stop shop. Feedback from our customers over the years has been terrific and we continue to grow in not only our services and customer base, but also in our internal knowledge. We at PFL, have adopted the philosophy of Sam Walton in building our business who said *“There is only one boss..... the customer. And he can fire everybody in the company from the chairman on down, simply by spending his money somewhere else.”*



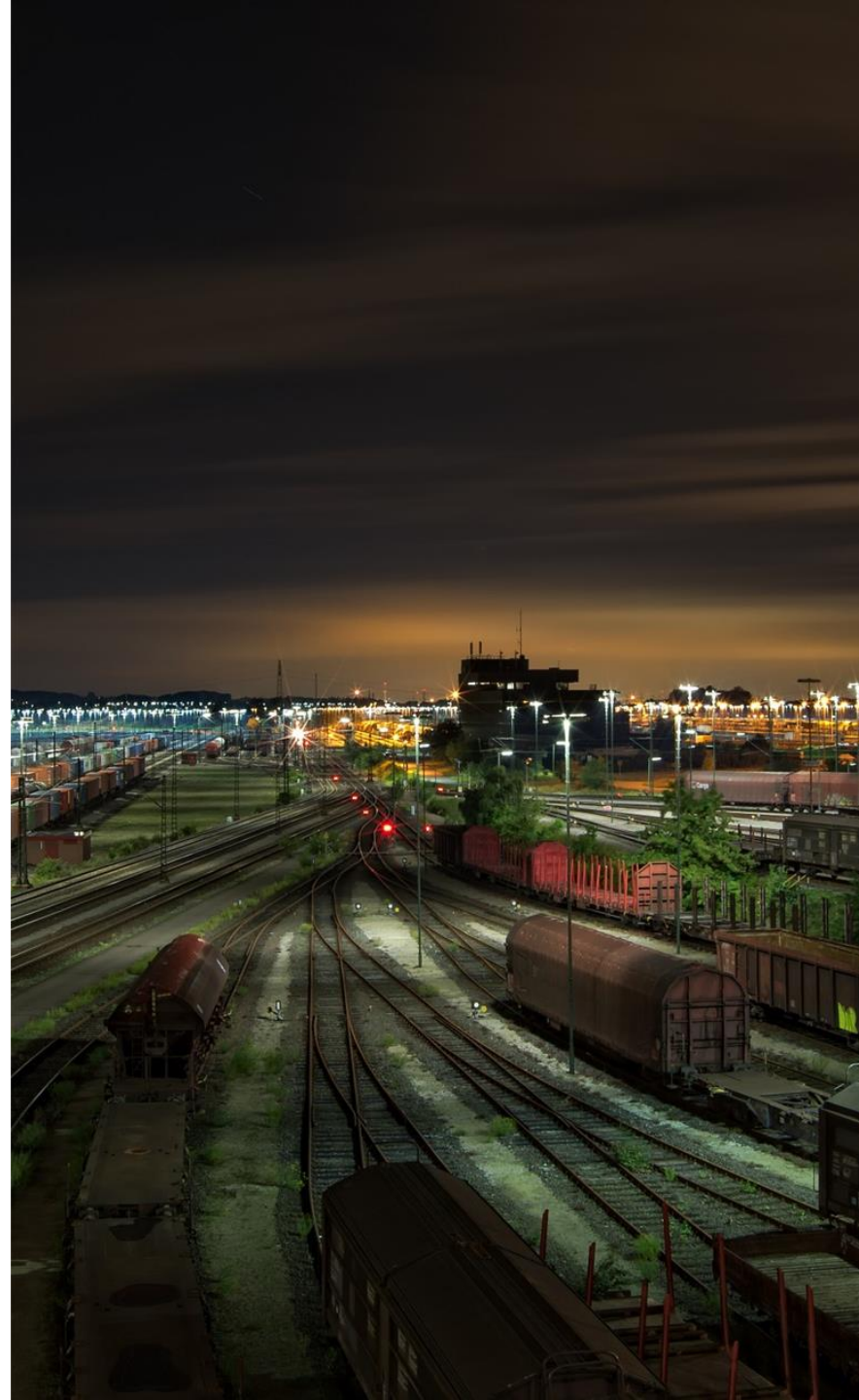
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## INTRODUCTION CONTINUED

### Customers are typically seeking:

- Fleet evaluation services which includes return on lease troubleshooting and help in dealing with traditional leasing companies;
- Location planning;
- Railcar cleaning, flaring and inspection services;
- Mobile railcar maintenance and repair;
- Immediate railcar storage opportunities;
- Long-term railcar storage opportunities;
- Railcars- either through lease, purchase or subleasing in primary or secondary markets; and
- Railcar scrapping.

PFL provides all these services and will help you troubleshoot through any scenario, however big or small the task may be.

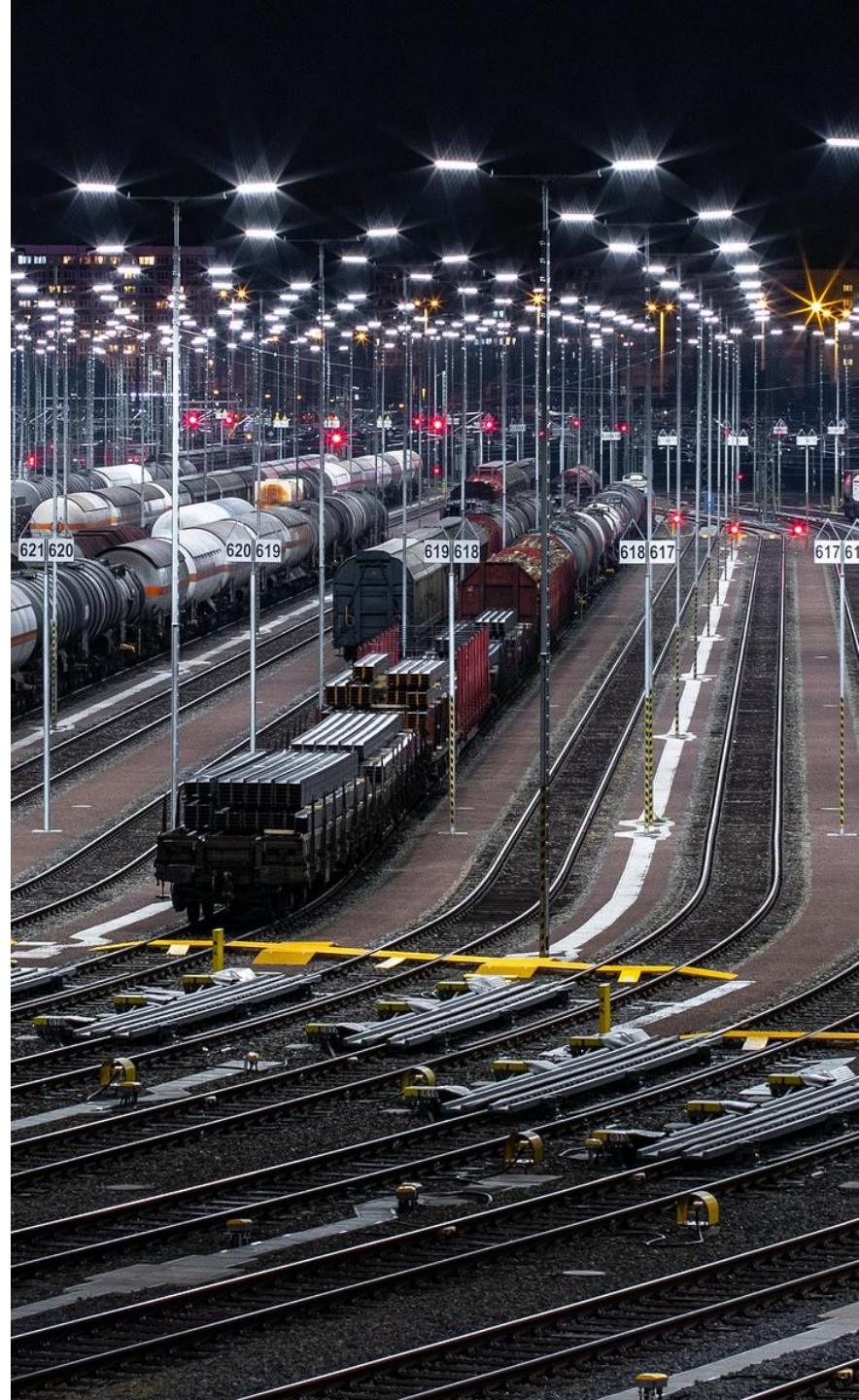


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## Fleet EVALUATION

- If requested, PFL Logistics Specialists will analyze and evaluate your fleet to help determine what services will be needed now or in the future and will troubleshoot the return of cars, if needed. Variables include:
  - The product was being shipped;
  - The product they will be shipping next;
  - Contractual terms;
  - The routes they are currently shipping on;
  - And more.

If required, PFL is happy to sign a Non-Disclosure Agreement, as we are aware this information can be sensitive.



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## Location PLANNING

- Our PFL Logistics Team will aggregate the results of your fleet for evaluation and use the information to direct railcars to opportune locations for SIT, inventory management, running repairs, return on lease and or otherwise.
- PFL will utilize its existing relationships with hundreds of short lines and storage partners across North America to designate ideal full-service return on lease locations, if that is what is required.
- Our strategically picked locations and industry leading mobile services will save money and create value for you.



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## RAILCAR

### CLEANING

- Keeping clean, safe railcars is essential to regulatory compliance as well as business performance. PFL employs top-notch mobile cleaning personnel to use our state-of-the-art cleaning equipment.
- PFL can turnkey a mobile cleaning operation anywhere in North America. Our company has years of experience working with short lines, refineries, and storage yards and can clean all different car types and commodities.
- We have dedicated ourselves to the highest quality output with human and environmental safety as our top priorities.



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## RAILCAR

### FLARING WITH PFL FIELD SERVICES LLC

- PFL Field Services, LLC employs a thorough and comprehensive mobile flaring process that is backed by industry professionals with years of experience. PFL has custom designed and engineered equipment built to improve safety, efficiency, and environmental practices .
- We provide a fit-for-service guarantee and flare Certificates will be issued throughout the process to track progress.
- PFL offers a high level perspective when it comes to railcar flaring and we understand the limitations that have troubled our industry. PFL offers a turn-key approach inspecting and cleaning any car type.



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## RAILCAR MAINTENANCE & REPAIR

- PFL has performed large and small scale mobile repair operations for major industry players across the continent. Our mobile repair units can reach you essentially anywhere on any Class 1 network.
- Our mobile repair crews are M-1002 M-1003 licensed with C-5 and C-6 certifications. We have done small and large scale repair operations for major industry players across North America.
- PFL will perform a visual inspection, airbrake test, bubble leak test, valve and gasket replacements, or any other minor/major work necessary.
- Our crews have years of experience working with the AAR standards and prides itself with a safety first approach.





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## RAILCAR INSPECTIONS

- PFL offers third-party field inspection services anywhere in North America. We can inspect any car type used for a wide range of commodities. Our licensed and certified inspection services are crucial for car owners, lessors, and lessees.
- Examples of inspection services include:
  - New car inspections at the manufacturer's facilities;
  - Pre-lease inspections;
  - Return on lease inspections;
  - Pre and post trip inspections;
  - Pre-purchase inspections/due diligence;
  - Repair shop audits and inspections.
- PFL also offers remarking/re-stenciling services



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## RAILCAR NITROGEN SERVICES

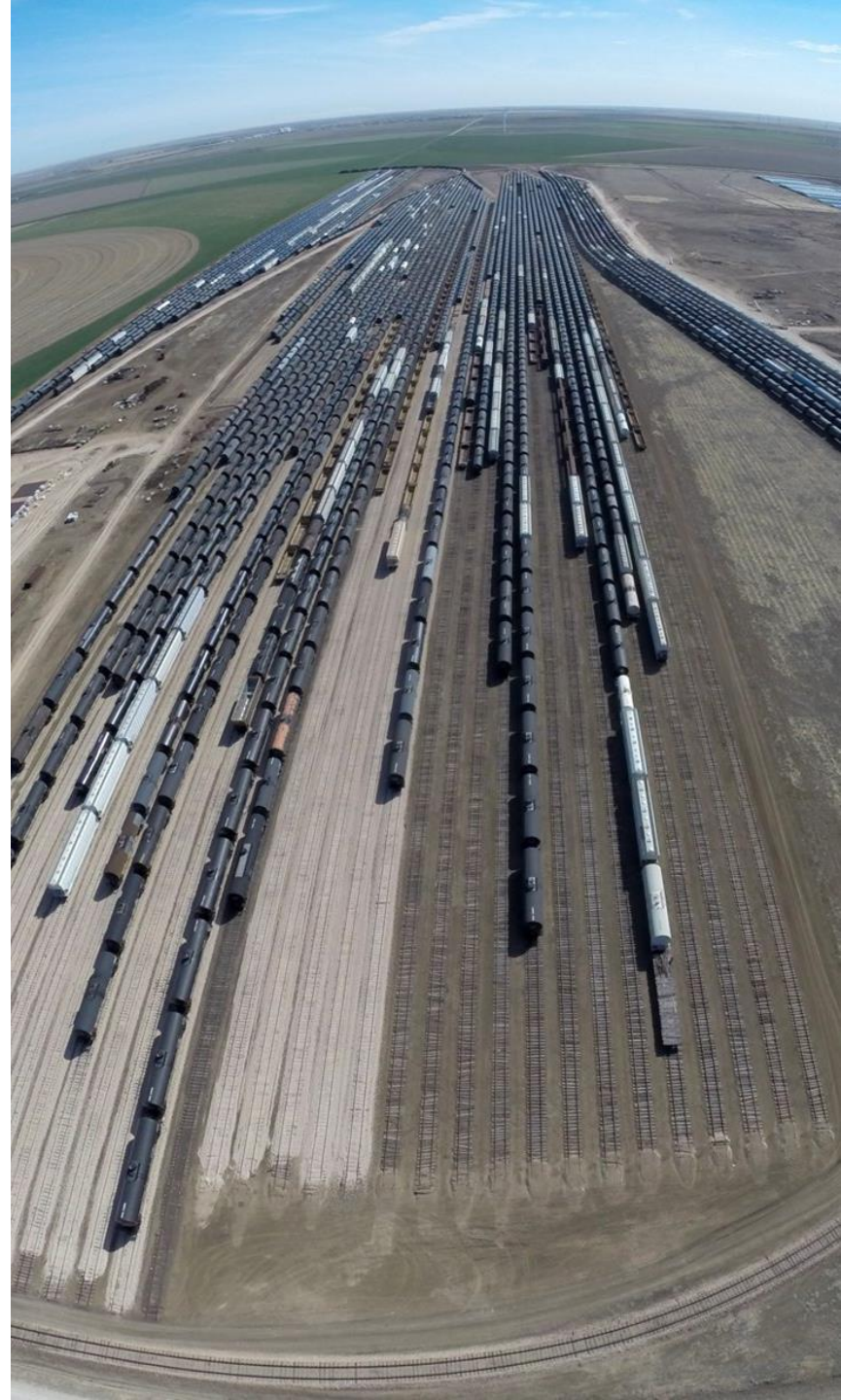
- We have added a fleet of trailer-mounted, mobile nitrogen generators capable of producing nitrogen in the field.
- Each unit is capable of exceeding our onsite needs for nitrogen applications.
- PFL can offer Nitrogen purging services during the flare process allowing for pressurization to move products quickly through the flare stack.
- PFL can offer Nitrogen blanket services REGARDLESS of us being involved in the cleaning or flaring service
- Nitrogen pads are commonly used to control moisture within a tank car, thus protecting against tank corrosion, chemical oxidation, and fire or explosion prevention.



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## RAILCAR STORAGE

- PFL Petroleum Services has aggregated railcar storage availability and market pricing across the North American marketplace. These locations range from short line railroads to industrial facilities. We have access to many Class 1 connection points and will work to find the right solution for any customer.
- Let us help you find the most compatible location on either a long or short term basis.
- In addition to storage, many of our facilities have full service mechanical teams to repair, paint or clean railcars for an additional costs.
- Many of our short lines and facilities are compatible with storing cars with hazmat material.



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## RAILCAR LEASING & SALES

- PFL railcar inventory is comprised of all railcar types and is sourced from our vast network of leasing companies, asset managers, and shippers. We are a one-stop-shop for any fleet manager who needs to acquire rolling stock. We can also facilitate subleasing needs for car sets large and small.
- Our logistics experts are familiar with the challenges that shippers face when it comes to navigating the market and sourcing the correct car-type for any commodity.
- PFL's experts specialize in remarketing and lease contract negotiation and administration.

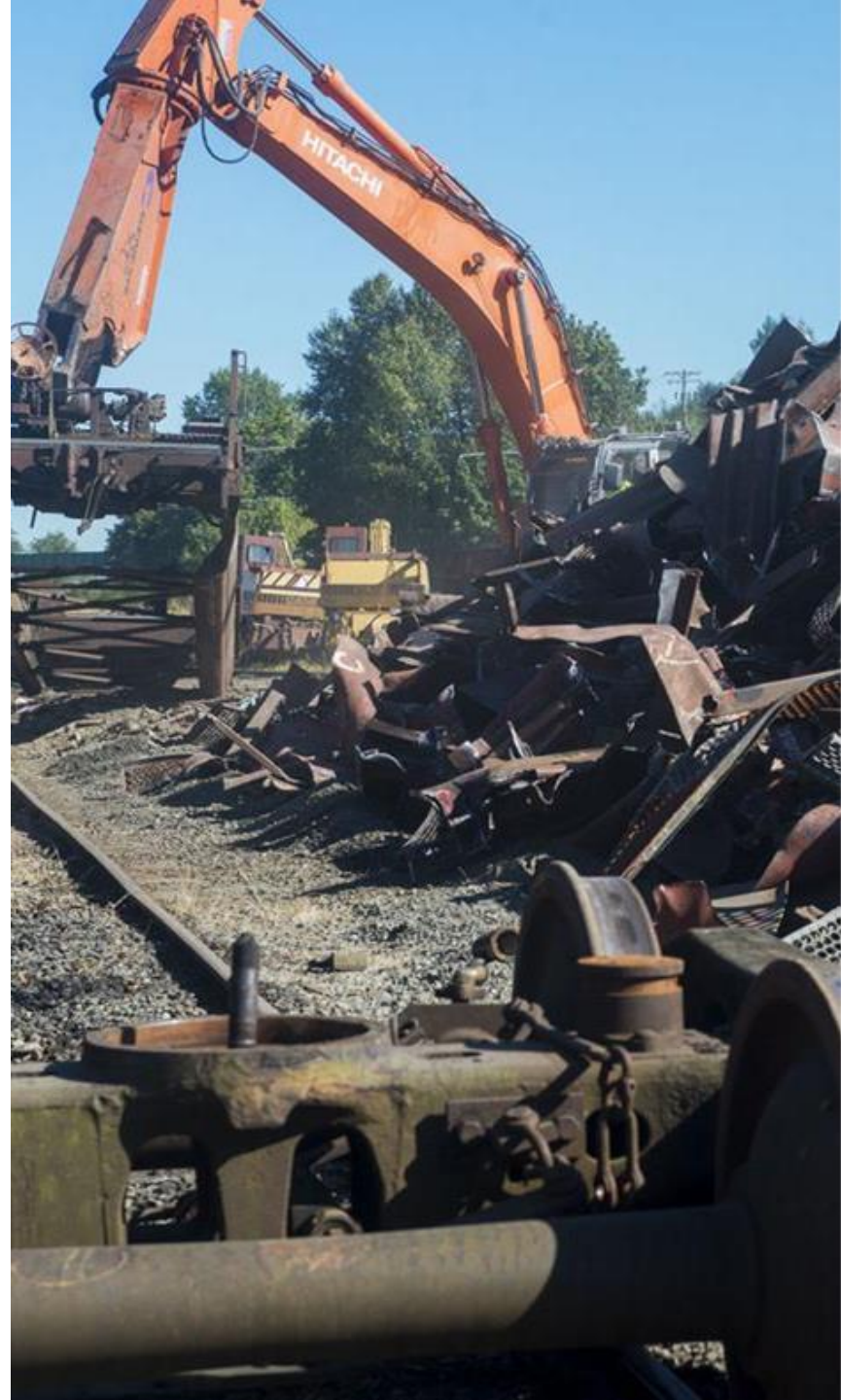


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## RAILCAR SCRAPPING

- Do you the customer have an aging rail fleet?
- Have regulatory changes that resulted in unusable assets?
- Are you paying storage on railcars you can't sell or lease?
- Are railcars taking up valuable space for you at your facilities?

We can help! More and more companies we serve are choosing the convenience of mobile scrapping operations when faced with similar situations. We also have fixed facilities across all networks. PFL handles both Ferrous (Iron and Steel) and Non-Ferrous (Copper, Aluminum and Stainless) recycling to help offset the costs of scrapping.



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## RAILCAR TRANSLOADING

Struggling to find an available transloading facility for your liquids?

PFL can remove that hurdle by coming to you with our specialized transloading equipment and highly trained team. Our top-of-the-line system can quickly move product from rail to truck or vice versa. Our services can provide the same level of safety that you could expect from loading directly from a refinery.

- We have over 100 locations that we can transload at, provide the equipment, team, and any additional services that you may need.
- Speed: Our transloaders use the latest and greatest in transfer pumps to quickly transfer product from rail to truck, truck to rail or even rail to storage tank.
- Safety: Our team utilizes wireless shutdown, automated compressors, as well as the industry standard safety equipment.
- Efficiency: Our transloaders are equipped with everything that our team needs to get the job done including generators, tower lights and toolboxes.



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## RAILCAR

### STEAM SERVICE AND BOILER RENTAL/SALES

- PFL can mobilize with one of its several boilers from our fleet to provide steaming services to our Customers. This would include steaming frozen railcars, terminals, or large equipment.
- We also offer Boiler rentals. We can lease a boiler for short or long term for any application that you may have.
- PFL has boilers for sale regularly. We have multiple sizes for any use you need. They are all trailer mounted and ready for service. They can be delivered anywhere in the US.
- Call PFL today if you have any need for steam. We can troubleshoot with you to see what boiler would work best for you and your situation.



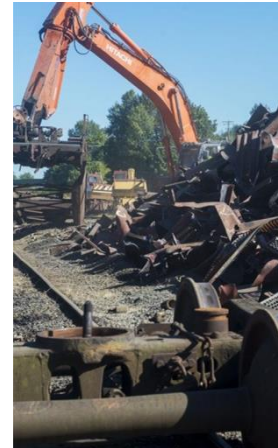
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## CONCLUSION

- PFL will help to analyze and evaluate all your requirements, and provide you with our industry-leading services. Whether or not you decide to retain PFL for any service, it is a no cost starting point for you.
- PFL can add value by providing facilities en route that are ideal for return on lease projects. Our Logistics Specialists will work with mobile-friendly facilities cross continent.
- PFL has the resources and capabilities to provide suitable locations, competitive pricing for storage, inventory procurement services, and the best-in-class mobile services.

Next Steps – Circulate internally

**Let's get started, call PFL today for any questions - 239-390-2885**







# THANK YOU FOR YOUR TIME

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