### Transportation and Export Report for 21 September 2017

### **Ocean Freight Insights and Comments:**

It is a bit difficult to pin point Dry-bulk ocean freight rates today. Technically the Baltic indices still look bullish and seem to want to move higher but the physical market appears to be losing some steam and is showing sign of fatigue. It has been a good run up over the past two months and it is always hard for any market to keep moving in just one direction for very long. Though China iron ore and coal imports should remain steady and supply market support, and the North American fall harvest is right in front of us; I do see vessel owners starting to pull back on the number of vessel scrapings and even sneak in some new build vessel orders. This is not a strategy that will support long term profitability for vessel owners and operators. They need to avoid killing the golden goose. But for this week markets seem to be mostly steady and looking for new input. Be advised that the port of Brunswick Georgia USA was damaged in the last hurricane and repairs to the facility and the resumption of Grain loading is unknown and questionable.

#### **BALTIC DRY-BULK PANAMAX INDEX CHANGES**

| Panamax Ocean Freight Indices |       |       |            |        |  |  |  |
|-------------------------------|-------|-------|------------|--------|--|--|--|
| 21-Sep-17 This Last Percen    |       |       |            |        |  |  |  |
|                               | Week  | Week  | Difference | Change |  |  |  |
| P2A : Gulf/Atlantic - Japan   | 19207 | 19252 | -45        | -0.2%  |  |  |  |
| P3A - PNW/Pacific - Japan     | 13302 | 12782 | 520        | 4.1%   |  |  |  |
| S1C -USGULF-China-So.Japan    | 22956 | 21661 | 1,295      | 6.0%   |  |  |  |
|                               |       |       |            |        |  |  |  |

Recent history of freight values for Capesize vessels of Iron-Ore from West Australia to South China:

Four weeks ago: \$ 6.80-\$7.75
Three weeks ago: \$ 6.85-\$7.30
Two weeks ago: \$ 7.25-\$7.60
One week ago: \$ 7.75-\$8.05
This week \$ 7.70-\$8.10

### US Vessel Line-Ups/Estimated vessel berthing delays at U.S. Export Grain Elevators:

Mississippi River: (10 elevators) 4-12 days Miss. River Mid-Stream loaders: (6+ Rigs) 0-0 days Texas Gulf (6 elevators) 2-10 days Pacific Northwest: (9 elevators) 0-7 days

| Panamax Market Spreads to Asia -China |                                                 |         |       |         |      |  |  |
|---------------------------------------|-------------------------------------------------|---------|-------|---------|------|--|--|
| 21-Sep-17                             | p-17 PNW GULF Bushel Spread MT Spread Advantage |         |       |         |      |  |  |
| CORN                                  | 0.88                                            | 0.48    | 0.40  | \$15.75 | PNW  |  |  |
| SOYBEANS                              | 0.80                                            | 0.61    | 0.19  | \$7.48  | PNW  |  |  |
| OCEAN FREIGHT                         | \$23.75                                         | \$42.50 | .4851 | \$18.75 | OCT. |  |  |

### **Recent Reported Vessel Fixtures**:

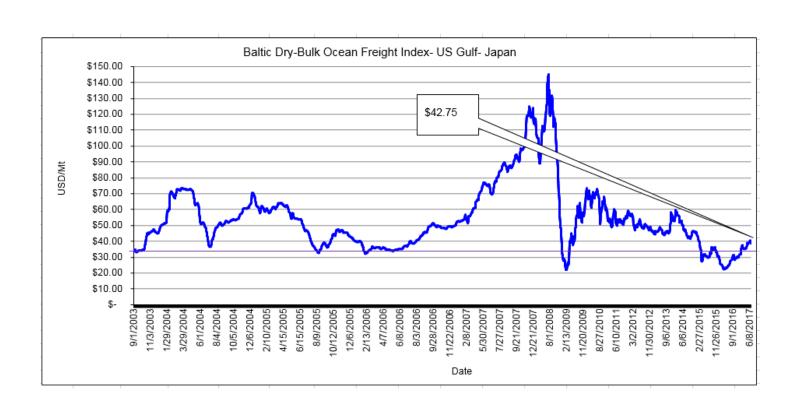
| Route and Vessel Size                           | Current Week<br>USD/MT | Change from previous week | Remarks                                              |
|-------------------------------------------------|------------------------|---------------------------|------------------------------------------------------|
| 55,000 U.S. Gulf-Japan                          | \$42.75                | Up \$0.25                 | Handymax at \$43.00 mt                               |
| 55,000 U.S. PNW- Japan                          | \$24.00                | Up \$0.50                 | Handymax at \$24.00 mt                               |
| 65,000 U.S. Gulf – China<br>PNW to China        | \$42.50<br>\$23.75     | Up \$0.50<br>Up \$0.75    | North China                                          |
| 25,000 U.S. Gulf- Veracruz,<br>México           | \$16.50                | Unchanged                 | 3,000 MT daily discharge rate                        |
| 35-40,000 U.S. Gulf- Veracruz,<br>México        | \$14.00                | Down \$0.25               | Deep draft and 6,000 MT per day discharge rate.      |
| 25/35,000 U.S. Gulf-                            | \$20.00                |                           | West Coast Colombia at \$28.00                       |
| East Coast Colombia                             |                        | Unchanged                 |                                                      |
| From Argentina                                  | \$30.00                |                           |                                                      |
| 40-45,000 U.S. Gulf -<br>Guatemala              | \$28.00                | Unchanged                 | Acajutla/Quetzal - 8,000 out                         |
| 26-30,000 U.S. Gulf – Algeria                   | \$29.50<br>\$32.50     | Up \$0.25                 | 8,000 mt daily discharge<br>3,000 mt daily discharge |
| 25-30,000 US Gulf-Morocco                       | \$28.75                | Up \$0.25                 | 5,000 discharge rate                                 |
| 55,000 U.S. Gulf –Egypt<br>PNW to Egypt         | \$26.50<br>\$26.00     | Up \$0.25                 | 55,000 -60,000 mt<br>St. Lawrence to Egypt \$26.50   |
| 60-70,000 U.S. Gulf – Europe –<br>Rotterdam     | \$17.00                | Unchanged                 | Handymax at +\$1.50 more                             |
| Brazil, Santos –China                           | \$34.00                |                           | 54-58,000 Supramax-Panamax                           |
| Itacoatiara Port up River                       | \$33.00                | Up \$0.25                 | 50 55 000 P . P                                      |
| Amazonia North Brazil - China                   | \$36.50                | -                         | 60-66,000 Post Panamax                               |
| 56-60,000 Argentina-China Up River with Top Off | \$40.50                | Up \$0.50                 |                                                      |

**Nautical Miles: To Xiamen China (South China)** 

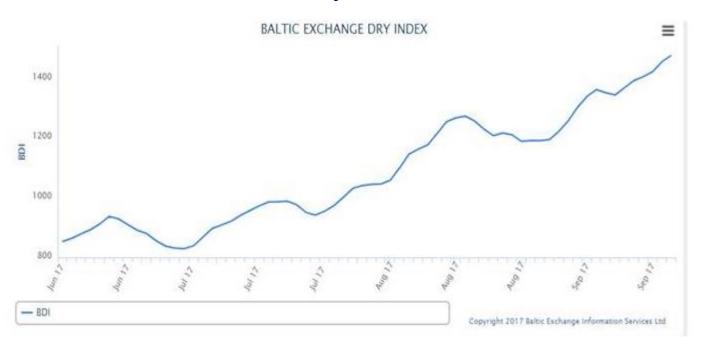
US Gulf (NOLA) (via Panamá Canal) – 10,232 nautical miles (32 days) Santos Brazil (via Cape of Good Hope) - 10,441 nautical miles (33 days) Rasario Argentina (via Cape Horn) - 10,751 nautical miles (34 days)

### Forward Curve for Baltic BPI Panamax Vessel Freight

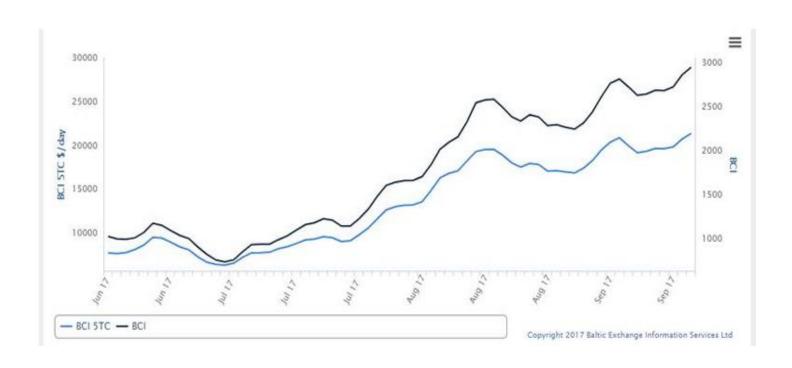


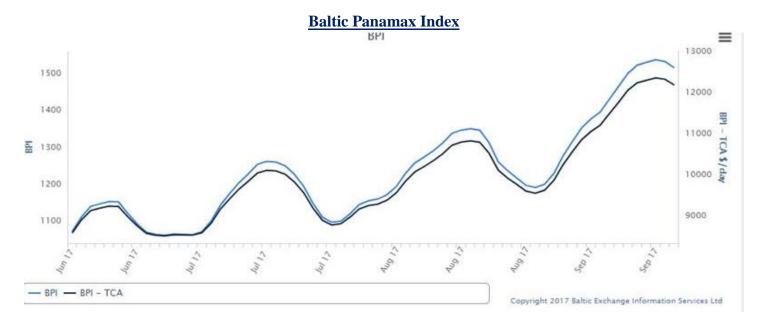


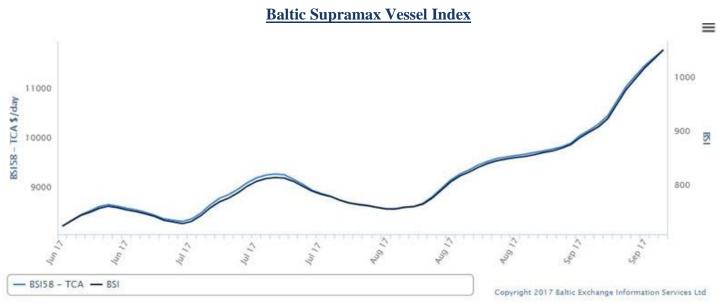
## **Baltic Dry Bulk Index**



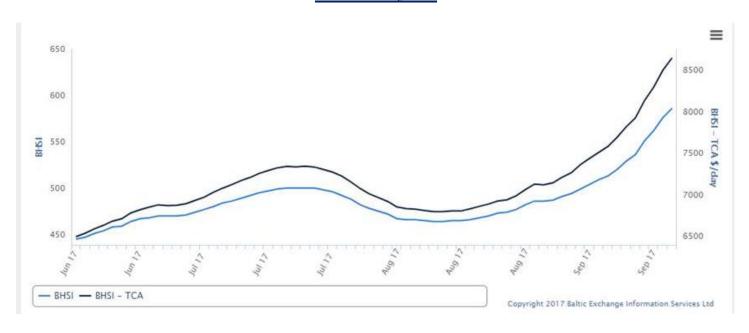
## **Baltic Capesize Index**

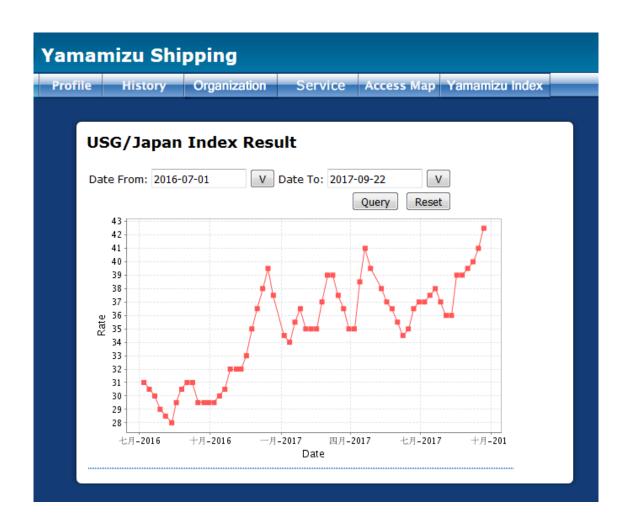












| China Import Dry Bulk Freight Index(CDFI)<br>2017-09-21 |                      |                      |                       |        |            |        |  |  |
|---------------------------------------------------------|----------------------|----------------------|-----------------------|--------|------------|--------|--|--|
| Index/Routes                                            | Charterparty<br>type | Cargo/Vessel<br>type | Dwt/Cargo<br>Capacity | Unit   | Index/Rate | Change |  |  |
| Com                                                     | Point                | 1167                 | 33.25                 |        |            |        |  |  |
| 1                                                       | /C Index             |                      |                       | Point  | 924.49     | 20.52  |  |  |
| T                                                       | CT Index             |                      |                       | Point  | 1530.76    | 52.34  |  |  |
| Santos(Brazil)— North China                             | VC                   | Soybean              | 60000/10%             | \$/ton | 32.71      | -0.09  |  |  |
| Tacoma(West America)—North<br>China                     | VC                   | Soybean              | 60000/10%             | \$/ton | 23.605     | 0.05   |  |  |
| Mississippi(US Gulf) —North China                       | VC                   | Soybean              | 55000/10%             | \$/ton | 44.3       | -0.115 |  |  |

### 21 September 2017 FOB Vessel Export Market Values:

| U.S. Yellow Corn (USD/MT) FOB Vessel |        |            |       |            |  |  |  |
|--------------------------------------|--------|------------|-------|------------|--|--|--|
| # 2 YC                               | U.S. G | Gulf #2 YC | P     | NW #2 YC   |  |  |  |
| 15.0 % Moisture                      | Basis  | Flat Price | Basis | Flat Price |  |  |  |
| Oct.                                 | 0.48   | \$156.78   | 0.88  | \$172.53   |  |  |  |
| Nov.                                 | 0.54   | \$159.14   | 0.83  | \$170.56   |  |  |  |
| Dec.                                 | 0.59   | \$161.11   | 0.83  | \$170.56   |  |  |  |
| Jan.                                 | 0.48   | \$161.80   | 0.78  | \$173.61   |  |  |  |
| Feb.                                 | 0.50   | \$162.59   | 0.83  | \$175.58   |  |  |  |
| Mar.                                 | 0.52   | \$163.38   | 0.85  | \$176.37   |  |  |  |

The Gulf spread between #2 and #3 YC is currently about 02 cents per bushel (0.80 per MT)

| SORGHUM (USD/MT) FOB VESSEL |                  |          |       |            |  |  |  |
|-----------------------------|------------------|----------|-------|------------|--|--|--|
| #2 YGS Fob Vessel           | NOLA             |          | TH    | EXAS       |  |  |  |
| Max. 14.0%                  | BASIS FLAT PRICE |          | BASIS | FLAT PRICE |  |  |  |
| Oct.                        | 1.40             | \$193.00 | 1.35  | \$191.03   |  |  |  |
| Nov.                        | 1.40             | \$193.00 | 1.35  | \$191.03   |  |  |  |
| Dec.                        | 1.40             | \$193.00 | 1.35  | \$191.03   |  |  |  |
| Jan.                        | 1.30             | \$194.08 | 1.30  | \$194.08   |  |  |  |
| Jan.                        | 1.30             | \$194.08 | 1.30  | \$194.08   |  |  |  |

Fob vessel Texas Gulf #2 Sorghum is about 111 % the value of #2 Yellow Corn at NOLA Sorghum has gotten to be a thin trade and interior and export handling margins have widened out to reflect the risk.

U.S. SRW Wheat Fob Vessel at the Center U.S. Gulf

| SRW Wheat     | USD/MT   | Fob Vessel | US Gulf  |          |
|---------------|----------|------------|----------|----------|
|               | Oct.     | Nov.       | Dec.     | Jan.     |
| FOB U.S. GULF | \$195.66 | \$197.50   | \$196.39 | \$198.05 |
| Basis         | 0.80     | 0.85       | 0.82     | 0.67     |
| WZ            | 4.5250   |            |          |          |
| WH            | 4.7200   |            |          |          |
| WK            | 4.8500   |            |          |          |

|                                         |         | I .      |          |    |          | •••       | 020.10     |  |
|-----------------------------------------|---------|----------|----------|----|----------|-----------|------------|--|
| CME CORN FUTURES MARKET CLOSE- Thursday |         |          |          |    |          |           |            |  |
| CBOT                                    |         | Friday   | Friday   |    |          |           |            |  |
| CORN                                    | Futures | Close    | Close    | L  | ast week | Last Week | Difference |  |
| Month                                   | Symbol  | Bushel   | MT.      |    | Bushel   | MT.       | Bushel     |  |
| Sept.                                   | CU      | \$3.5025 | \$137.89 | \$ | 3.5425   | \$139.46  | (\$0.0400) |  |
| Dec.                                    | CZ      | \$3.6300 | \$142.91 | \$ | 3.6650   | \$144.28  | (\$0.0350) |  |
| Mar.                                    | CH      | \$3.7125 | \$146.15 | \$ | 3.7475   | \$147.53  | (\$0.0350) |  |
| May                                     | CK      | \$3.7800 | \$148.81 | \$ | 3.8125   | \$150.09  | (\$0.0325) |  |
| July                                    | CN      | \$3.8475 | \$151.47 | \$ | 3.8775   | \$152.65  | (\$0.0300) |  |

### CME/CBOT December 2017 (CZ7) Corn Futures Chart -





## **Soybean and SBM Markets Fob Vessel:**

| # 2 YSB         | U.S. Gu    | lf #2 YSB  | PNW #2 YSB |            |  |
|-----------------|------------|------------|------------|------------|--|
| 14.0 % Moisture | Basis      | Flat Price | Basis      | Flat Price |  |
| Oct.            | 0.61       | \$379.10   | 0.80       | \$386.08   |  |
| Nov.            | 0.61       | \$379.10   | 0.85       | \$387.92   |  |
| Dec.            | 0.60       | \$382.50   | 0.88       | \$392.79   |  |
| Jan.            | 0.60       | \$382.50   | 0.95       | \$395.36   |  |
| Feb.            | 0.56       | \$384.43   | 0.92       | \$397.65   |  |
| Soybean Futures |            |            |            |            |  |
| Nov.            | \$ 9.7075  |            |            |            |  |
| Jan.            | \$ 9.8100  |            |            |            |  |
| Mar.            | \$ 9.9025  |            |            |            |  |
| May.            | \$ 9.9850  |            |            |            |  |
| July            | \$ 10.0500 |            |            |            |  |
| Aug.            | \$ 10.0525 |            |            |            |  |

| U.S. SBM (USD/MT) FOB Vessel |        |       |            |  |  |  |
|------------------------------|--------|-------|------------|--|--|--|
| Fob U.S. Gulf Port           | 47.    | .5 Pı | ro. SBM    |  |  |  |
| max 12.5 % moisture          | Basis  |       | Flat Price |  |  |  |
| Oct.                         | 0.00   | \$    | 340.67     |  |  |  |
| Nov.                         | 0.00   | \$    | 344.97     |  |  |  |
| Dec.                         | 0.00   | \$    | 344.97     |  |  |  |
| Jan.                         | -1.00  | \$    | 346.07     |  |  |  |
| Feb.                         | -1.00  | \$    | 349.27     |  |  |  |
| SBM Futures                  |        |       |            |  |  |  |
| SMV                          | 309.00 |       |            |  |  |  |
| SMZ                          | 312.90 |       |            |  |  |  |
| SMF                          | 314.90 |       |            |  |  |  |
| SMH                          | 317.80 |       |            |  |  |  |
| SMK                          | 320.10 |       |            |  |  |  |
| SMN                          | 322.30 |       |            |  |  |  |

### CME Nov. 2017 Soybean (SX17) Futures Chart



### CME Dec. 2017 Soybean Meal (SMZ7) Futures Chart



## U.S. EXPORT STATISTICS: Report Activity as of Week Ending 14 September 2017 Thursday-Weekly U.S. Export Sales

| Commodity | New Sales<br>(000 MT) | YTD Export<br>Commitments<br>**(000 MT) | Total Projected Export Program for Year (000 MT) | Percent of<br>Export<br>Projection | Total Sales for Next<br>Marketing Year '17-<br>18 (000 MT) |
|-----------|-----------------------|-----------------------------------------|--------------------------------------------------|------------------------------------|------------------------------------------------------------|
| Corn      | 543.8                 | 11,029.9                                | 46,990                                           | 23%                                | 207.8                                                      |
| Sorghum   | 53.0                  | 1,137.5                                 | 5,330                                            | 21%                                | 0.0                                                        |
| Soybeans  | 2419.1                | 19,331.9                                | 61,240                                           | 32%                                | 1.0                                                        |
| Wheat     | 322.1                 | 13,082.9                                | 26,540                                           | 49%                                | 30.0                                                       |
| Barley    | 0.0                   | 36.3                                    | 110                                              | 33%                                | 0.0                                                        |

### **U.S. EXPORT INSPECTIONS:**

Monday's report 18 September 2017 for the Export week ending 14 September 2017

|          | Export Inspections |                  | C                          | D                        | 201# W/DD D                        |  |
|----------|--------------------|------------------|----------------------------|--------------------------|------------------------------------|--|
|          | This Week          | Previous<br>Week | Current Market<br>Year YTD | Previous Year<br>to Date | 2017 YTD as Percent<br>of 2016 YTD |  |
| Corn     | 676,819            | 676,243          | 1,353,062                  | 2,931,453                | 46%                                |  |
| Sorghum  | 66,399             | 51,382           | 117,781                    | 225,539                  | 52%                                |  |
| Soybeans | 928,575            | 1,106,758        | 2,035,333                  | 1,913,434                | 106%                               |  |
| Wheat    | 464,375            | 508,855          | 8,723,280                  | 8,577,542                | 102%                               |  |
| Barley   | 0                  | 0                | 14,122                     | 21,763                   | 65%                                |  |

For further Export Sales details: <a href="http://www.fas.usda.gov/export-sales/esrd1.html">http://www.fas.usda.gov/export-sales/esrd1.html</a>

### **U.S. EXPORT INSPECTIONS:**

Monday's report 18 September 2017 for the Export week ending 14 September 2017

| Last Week            |         |     |       |      |         |     |          |     |
|----------------------|---------|-----|-------|------|---------|-----|----------|-----|
| (Metric Tons)        | YC      | %   | WC    | %    | Sorghum | %   | Soybeans | %   |
| Lakes                | 33,131  | 5%  | 0     | 0%   | 0       | 0%  | 12,733   | 1%  |
| Atlantic             | 0       | 0%  | 0     | 0%   | 0       | 0%  | 2,277    | 0%  |
| Gulf                 | 433,846 | 64% | 0     | 0%   | 64,887  | 98% | 770,883  | 83% |
| PNW                  | 0       | 0%  | 0     | 0%   | 0       | 0%  | 68,753   | 7%  |
| Interior Export Rail | 206,848 | 31% | 2,994 | 100% | 1,512   | 2%  | 73,929   | 8%  |
| Metric Tons          | 673,825 |     | 2,994 |      | 66,399  |     | 928,575  |     |

Sorghum metric Shipments: metric tons White Corn tons

 64,887
 China Main
 Shipments:
 2,994
 Mexico

 24
 Japan
 2,994
 Total

 1,488
 Mexico
 4,994
 Total

 66,399
 Total

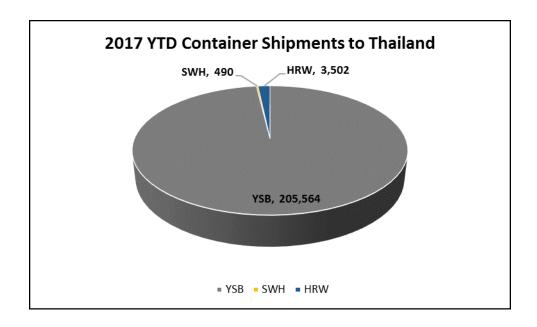
### **Export Inspection Highlights**

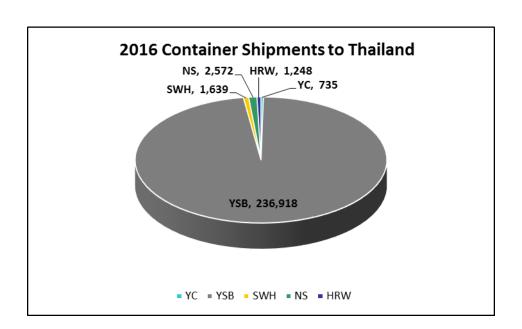
<u>Data sheet below:</u> USDA weekly export inspections report with corrections to the last three weeks' grain export inspections reports. (This usually covers a 2-5 week prior time frame).

\*\*The lengthy correction report at the bottom half is due to one of USDA's agencies not sending data in for

an extended period. These corrections are dated back to January 1, 2017.

| an extenaea pe       |                 |            | ONTAINER S |       |    |       |      |         |         |
|----------------------|-----------------|------------|------------|-------|----|-------|------|---------|---------|
| USDA Grain Inspect   | ions Report:    |            | 14-Sep-    | -2017 |    |       |      |         |         |
| Last Week            | metric tons     | WC         | Ven        | CDW   | NC | CWII  | LIDW | Commbum | MT      |
| China Main           | YC              | wc         | YSB        | SRW   | NS | SWH   | HRW  | Sorghum | TOTAL   |
| China Main           | 12.040          |            | 8,009      |       |    |       |      |         | 8,009   |
| China T              | 12,048          |            | 12,048     |       |    |       |      |         | 24,096  |
| Hong Kong            | 562             |            |            |       |    |       |      |         | 562     |
| Costa Rica           | 73              |            | 40.025     |       |    |       |      |         | 73      |
| Indonesia            |                 |            | 18,925     |       |    |       |      |         | 18,925  |
| French Polynesia     |                 |            |            |       |    |       |      |         | 0       |
| Japan                |                 |            | 122        |       |    |       |      | 24      | 146     |
| Korea Republic       | 906             |            | 122        |       |    |       |      |         | 1,028   |
| Panama               |                 |            |            |       |    |       |      |         | 0       |
| Malaysia             | 269             |            | 3,330      |       |    |       |      |         | 3,599   |
| Sri Lanka            | 465             |            |            |       |    |       |      |         | 465     |
| Philippines          | 269             |            | 611        |       |    |       |      |         | 880     |
| Thailand             |                 |            | 6,070      |       |    |       |      |         | 6,070   |
| Bangladesh           |                 |            |            |       |    |       |      |         | 0       |
| Burma                |                 |            | 416        |       |    |       |      |         | 416     |
| Vietnam              |                 |            | 2,987      |       |    |       |      |         | 2,987   |
| Sub total            | 14,592          | 0          | 52,640     | 0     | 0  | 0     | 0    | 24      | 63,853  |
| USDA Corrections/A   | dditions to pre | evious rep | orts:      |       |    |       |      |         |         |
| China T              |                 |            |            |       |    |       |      |         | 0       |
| China Main           |                 |            |            |       |    |       |      |         | 0       |
| Hong Kong            |                 |            |            |       |    |       |      |         | 0       |
| Korea Rep.           |                 |            |            |       |    |       |      |         | 0       |
| Canada               |                 |            |            | 200   |    |       |      |         | 200     |
| Japan                |                 |            |            |       |    |       |      |         | 0       |
| Philippines          |                 |            |            |       |    |       |      |         | 0       |
| Indonesia            |                 |            | 27,401     |       |    |       |      |         | 27,401  |
| Malaysia             |                 |            | 1,004      |       |    |       |      |         | 1,004   |
| Thailand             |                 |            | 3,429      |       |    |       |      |         | 3,429   |
| Vietnam              |                 |            | 1,836      |       |    | 2,889 |      |         | 4,725   |
| Israel               |                 |            | _,         |       |    | 2,505 |      |         | 0       |
| Panama               |                 |            |            |       |    |       |      |         | 0       |
| Sub total            | 0               | 0          | 33,670     | 200   | 0  | 2,889 | 0    | 0       | 36,759  |
|                      |                 |            |            |       |    |       |      |         | •       |
| Mt. Grand Total      | 14,592          | 0          | 86,310     | 200   | 0  | 2,889 | 0    | 24      | 100,612 |
| Number of containers | 634             | 0          | 3,753      | 9     | 0  | 126   | 0    | 1       |         |



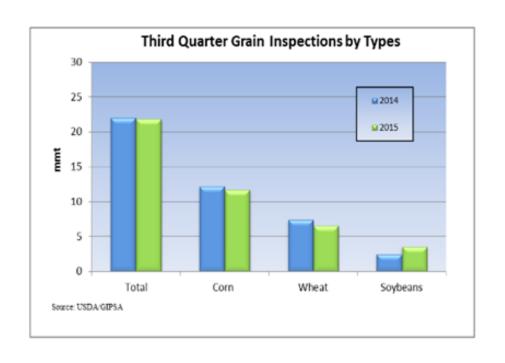


# Grain Inspections for Export by U.S. Port Regions: U.S. Gulf and Pacific Northwest 2016 YTD vs. 2017 YTD

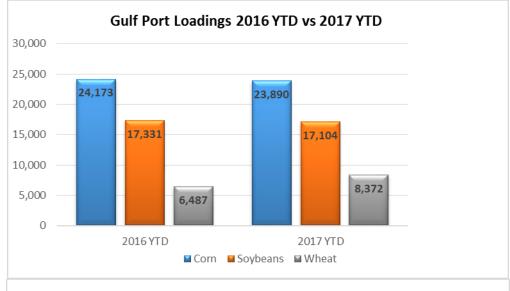
| PORT LOADINGS US Gulf |        |          |       |        |
|-----------------------|--------|----------|-------|--------|
| (1,000 MT)            | CORN   | SOYBEANS | WHEAT | TOTAL  |
| GULF                  |        |          |       |        |
| 2016 YTD              | 24,173 | 17,331   | 6,487 | 47,991 |
| 2017 YTD              | 23,890 | 17,104   | 8,372 | 49,366 |
| 2017 as % of 2016     | 99%    | 99%      | 129%  | 103%   |

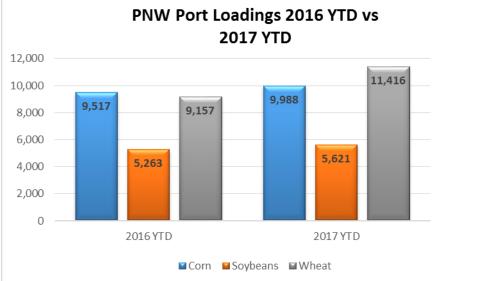
| PORT LOADINGS US PNW |       |          |        |        |
|----------------------|-------|----------|--------|--------|
| (1,000 MT)           | CORN  | SOYBEANS | WHEAT  | TOTAL  |
| PNW                  |       |          |        |        |
| 2016 YTD             | 9,517 | 5,263    | 9,157  | 23,937 |
| 2017 YTD             | 9,988 | 5,621    | 11,416 | 27,025 |
| 2017 as % of 2016    | 105%  | 107%     | 125%   | 113%   |

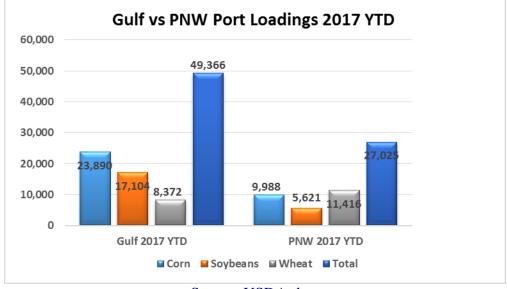
| PORT LOADINGS GULF vs. PNW |        |          |        |        |  |  |  |  |  |  |
|----------------------------|--------|----------|--------|--------|--|--|--|--|--|--|
| (1,000 MT)                 | CORN   | SOYBEANS | WHEAT  | TOTAL  |  |  |  |  |  |  |
| 2017 Gulf YTD              | 23,890 | 17,104   | 8,372  | 49,366 |  |  |  |  |  |  |
| 2017 PNW YTD               | 9,988  | 5,621    | 11,416 | 27,025 |  |  |  |  |  |  |
| TOTAL                      | 33,878 | 22,725   | 19,788 | 76,391 |  |  |  |  |  |  |
| Gulf Percentage            | 71%    | 75%      | 42%    | 65%    |  |  |  |  |  |  |
| PNW Percentage             | 29%    | 25%      | 58%    | 35%    |  |  |  |  |  |  |



# <u>Grain Inspections for Export by U.S. Port Regions:</u> U.S. Gulf and Pacific Northwest 2016 YTD vs. 2017 YTD

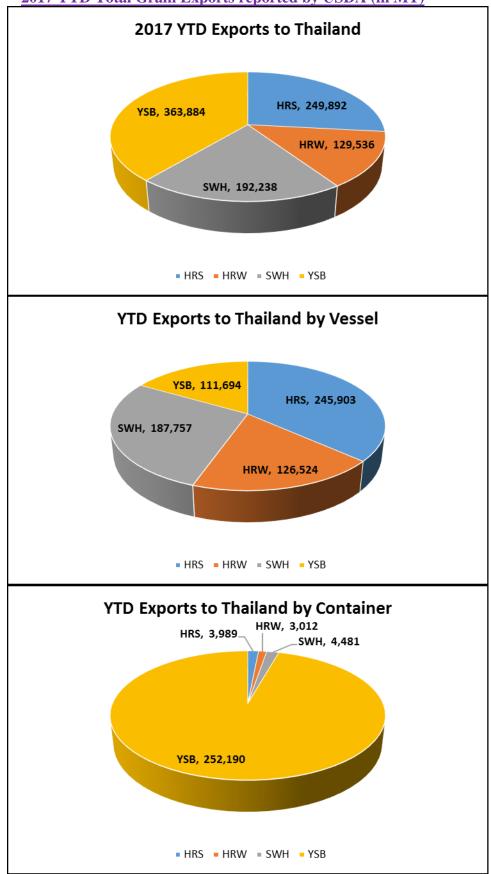






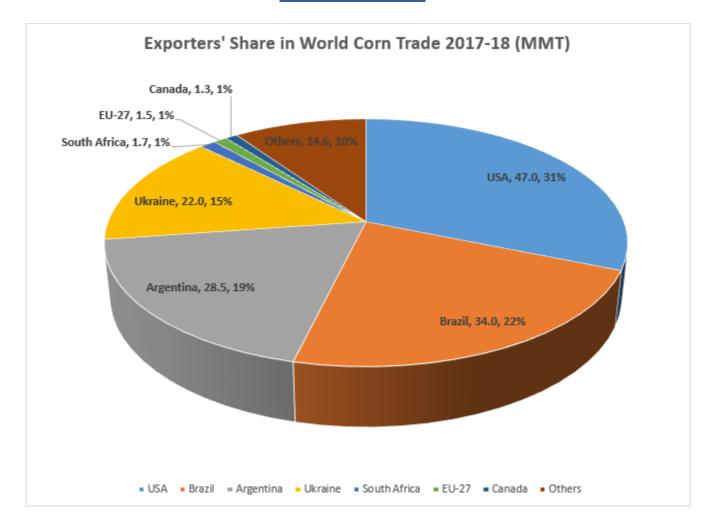
Source: USDA-data

2017 YTD Total Grain Exports reported by USDA (in MT)



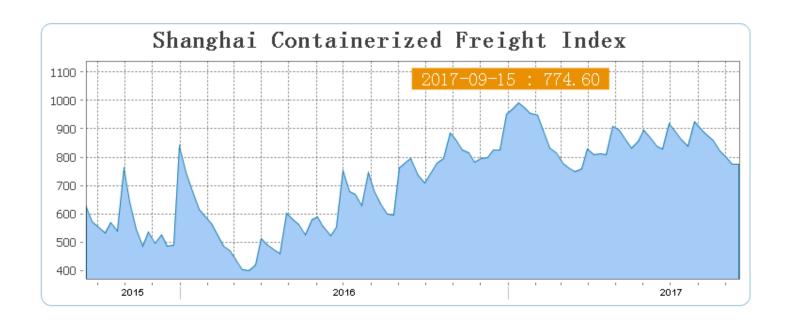
<sup>\*\*</sup>Please keep in mind that USDA does not report DDGS sales, or they would show as the largest exports by container

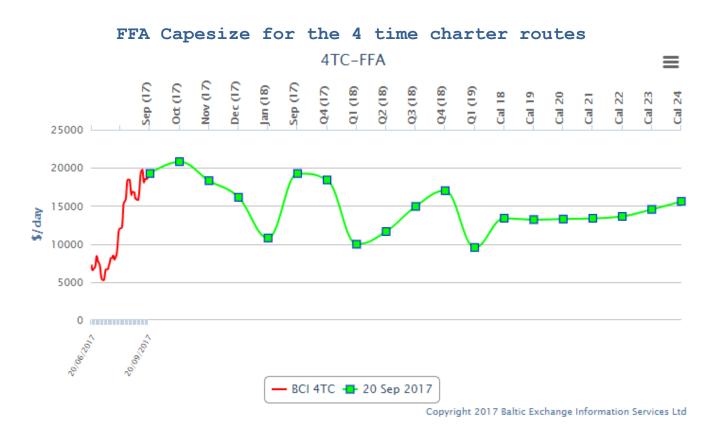
### Shipping News:



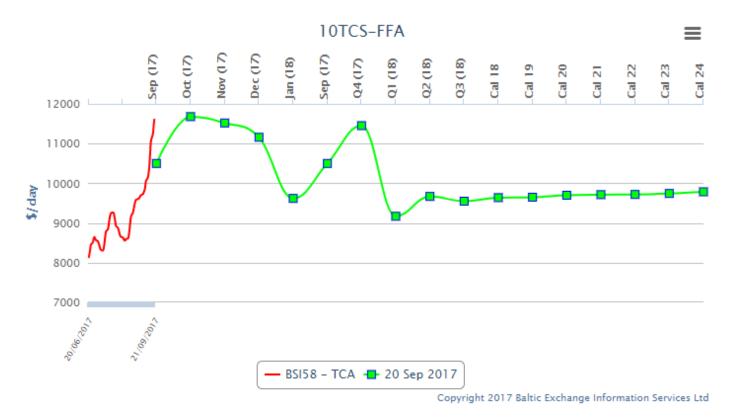


Ocean freight cost was probably close to \$20.00/mt





### FFA SUPRAMAX 58 for the 5 time charter routes



### **U.S. RIVER BARGE FREIGHT**

**Current Barge Freight for Placement First Half October 2017** 

| Placemen FH October 2017         | % of   |         | Corn | Soybeans-Wheat |
|----------------------------------|--------|---------|------|----------------|
|                                  | Tariff | MT      | BU   | BU             |
| Upper Mississippi                | 485    | \$33.09 | 0.84 | 0.90           |
| Illinois River (Pekin and South) | 465    | \$24.65 | 0.63 | 0.67           |
| Mid-Mississippi                  | 465    | \$27.27 | 0.69 | 0.74           |
| Lower Ohio                       | 460    | \$22.61 | 0.57 | 0.62           |
| St. Louis                        | 370    | \$16.27 | 0.41 | 0.44           |

### <u>Secondary Rail Car Market for car placement period:</u> First Half October 2017.

| Secondary Rail Car Market<br>Placement FH October 2017 | BID<br>USD |        | ASK<br>USD |        | BID<br>BU. |      | ASK<br>BU. |      | BID<br>MT |      | ASK<br>MT |      |
|--------------------------------------------------------|------------|--------|------------|--------|------------|------|------------|------|-----------|------|-----------|------|
|                                                        |            |        |            |        |            |      |            |      |           |      |           |      |
| BNSF Shutle Trains                                     | \$         | 200.00 | \$         | 750.00 | \$         | 0.05 | \$         | 0.19 | \$        | 1.97 | \$        | 7.38 |
| UPRR Shuttle Trains                                    | \$         | -      | \$         | 750.00 | \$         | -    | \$         | 0.19 | \$        | -    | \$        | 7.38 |

### Best Regards,

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