



FTR | Transportation Conference 2023

The Premier Forecasting Event of the Year

Sessions Descriptions



www.FTRconference.com



FTR

Transportation
Conference 2023

Thursday, Sept. 14
RAIL EQUIPMENT

Thursday, Sept. 14

RAIL EQUIPMENT



8:45 a.m. Welcome Session
Jonathan Starks, FTR

9:00 a.m. Railcar Equipment: View From the Top
Todd Tranausky, FTR
Vince De Luca, National Steel Car

9:45 a.m. The FTR Perspective on Rail Equipment
Todd Tranausky, FTR

10:30 a.m. Boxcars: Finding The Right Number for Demand
Todd Tranausky, FTR
Ross Corthell, Packaging Corporation of America
Jerry Vest, III, TTX

11:00 a.m. Tank Cars: Adjusting to Replacement Level Demand
Todd Tranausky, FTR
Dan Anderson, TrinityRail
Kristin Dixon, Eco-Energy

11:30 a.m. That Other Tank Car: A Deep Dive into the Acid Tank Car Fleet
Chris Kerr, TrinityRail

1:00 p.m. The Leasing Perspective: A Conversation About the Market
Todd Tranausky, FTR
Jeffrey Lytle, CIT Rail

1:45 p.m. Flat Car: Freight Demand Creates Limbo
Todd Tranausky, FTR
Jay Carter, Greenbrier Companies
David Nahass, Railroad Financial Corp.

2:15 p.m. The Regulatory World: Key Info for Equipment Owners
Todd Tranausky, FTR
Donald Gill, Curry Rail Services
Raymond Atkins, Sidley Austin LLP

3:00 p.m. Jumbo Covered Hoppers: What Inning Are We In?
Todd Tranausky, FTR
Robert Pickel, National Steel Car
David Humphrey, Railinc.

3:30 p.m. Large Covered Hoppers: The Ag Industry Perspective
Todd Tranausky, FTR
Monica Freeman, CHS, Inc.
Glenn Smith, Fieldale Farms Corporation

DON'T MISS:

6:30- 7:30 a.m.
Indy Canal Walk/Run

7:30 a.m. - 4:00 p.m.
Registration Open

7:30 - 8:45 a.m.
Breakfast

12:00 - 1:00 p.m.
Lunch



8:45 a.m. Welcome Session
Jonathan Starks, FTR

9:00 a.m. Railcar Equipment: View From the Top
Todd Tranausky, FTR
Vince De Luca, National Steel Car

A leader in the rail equipment space chats about the challenges and opportunities facing the industry in the year ahead.

9:45 a.m. The FTR Perspective on Rail Equipment
Todd Tranausky, FTR

The FTR perspective on the economic and freight factors that will have the biggest effect on rail equipment. Will service or freight be the primary driver of utilization?

10:30 a.m. Boxcars: Finding The Right Number for Demand
Todd Tranausky, FTR
Ross Corthell, Packaging Corporation of America
Jerry Vest, III, TTX

The boxcar fleet experienced significant order activity in the last two years. This panel will examine what that means for the future and what the right size of this fleet could be moving forward.

11:00 a.m. Tank Cars: Adjusting to Replacement Level Demand
Todd Tranausky, FTR
Dan Anderson, TrinityRail
Kristin Dixon, Eco-Energy

This panel will examine the next phase of the tank car market and what it means for railcar owners and lessors. We will also examine the issue of shop capacity and what it means for the repair and upkeep of tank cars over the next year.

11:30 a.m. That Other Tank Car: A Deep Dive into the Acid Tank Car Fleet
Chris Kerr, TrinityRail

An expert on the acid tank car fleet tells us more about this fleet that typically flies under the radar.

**1:00 p.m. The Leasing Perspective: A Conversation About the Market***Todd Tranausky, FTR**Jeffrey Lytle, CIT Rail*

Join us as a top executive in the leasing space talks about their views on the industry. We will discuss present trends and what they mean for where the industry is headed over the next few years.

1:45 p.m. Flat Car: Freight Demand Creates Limbo*Todd Tranausky, FTR**Jay Carter, Greenbrier Companies**David Nahass, Railroad Financial Corp.*

Flat car freight has faced a few difficult years, but recent orders show faith in a freight rebound remains vibrant in the flat car marketplace.

2:15 p.m. The Regulatory World: Key Info for Equipment Owners*Todd Tranausky, FTR**Donald Gill, Curry Rail Services**Raymond Atkins, Sidley Austin LLP*

This session will look at the regulatory regime that most affects railcar lessors, owners, and repair shops. We'll provide suggestions for how each of these groups can prepare for any additional regulations on the horizon.

3:00 p.m. Jumbo Covered Hoppers: What Inning Are We In?*Todd Tranausky, FTR**Robert Pickel, National Steel Car**David Humphrey, Railinc.*

The Jumbo Covered Hopper fleet has benefitted over the last decade from the conversion of grain traffic from large covered hoppers to jumbo cars. This panel will try to provide a sense of what inning that segment is in and other growth drivers for the sector.

3:30 p.m. Large Covered Hoppers: The Ag Industry Perspective*Todd Tranausky, FTR**Monica Freeman, CHS, Inc.**Glenn Smith, Fieldale Farms Corporation*

Two shippers from the agricultural sector talk about their fleet strategies and needs as the industry moves from large covered hoppers to larger size equipment.