



# FTR | Transportation Conference 2022

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## Session Descriptions



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# FTR

Transportation  
Conference 2022

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**Friday, Sept. 16**  
**RAIL EQUIPMENT**





# Friday, Sept. 16

## RAIL EQUIPMENT

<b>8:45 a.m</b>	<b>Welcome Session</b> <i>Eric Starks, FTR</i>
<b>9:00 a.m</b>	<b>The Railcar Manufacturing Landscape</b> <i>Eric Starks, FTR</i> <i>Eric Marchetto, TrinityRail</i>
<b>9:45 a.m</b>	<b>Rail's Next Peak: FTR's Expectations for the Next Manufacturing Boom</b> <i>Todd Tranausky, FTR</i>
<b>10:30 a.m</b>	<b>Tank Cars: The Future for Flammable Liquids and Other Commodities</b> <i>Todd Tranausky, FTR</i> <i>Jay Carter, The Greenbrier Companies</i> <i>Curtis Chandler, Progressive Fuels, Ltd.</i>
<b>11:00 a.m</b>	<b>Box Cars: How Long Will the Good Times Roll?</b> <i>Todd Tranausky, FTR</i> <i>Ben Elpers, KBX Rail</i> <i>Jerry Vest, TTX Company</i>
<b>11:30 a.m</b>	<b>Wall Street's Take on Equipment: What Analysts Are Watching</b> <i>Matt Elkott, Cowen</i>
<b>12:00 p.m</b>	<b>Rail Equipment In Focus: FTR's New Rail Equipment Offerings</b> <i>Todd Tranausky, FTR</i>
<b>1:00 p.m</b>	<b>The Leasing Perspective: How Do Things Look Going Forward?</b> <i>Eric Starks, FTR</i> <i>Kevin Cook, Mitsui Rail</i>
<b>1:30 p.m</b>	<b>Insights From the Ag Sector: A Fireside Chat</b> <i>Todd Tranausky, FTR</i> <i>Justin Louchheim, The Fertilizer Institute</i>
<b>2:00 p.m</b>	<b>Gondolas and Open-Tops: Can Coal be Overcome?</b> <i>Todd Tranausky, FTR</i> <i>John Carr, Dairyland Power Cooperative</i> <i>Bob Pickel, National Steel Car Limited</i>
<b>2:45 p.m</b>	<b>Flat Cars: Growth Delayed, Not Denied</b> <i>Todd Tranausky, FTR</i> <i>David Nahass, Railroad Financial Corp.</i> <i>Dan Anderson, TrinityRail</i>
<b>3:15 p.m</b>	<b>Covered Hoppers: Will Rebuilds Change the Calculus?</b> <i>Todd Tranausky, FTR</i> <i>Tyler Dickman, GATX</i> <i>Rob Cook, Bunge</i>

### DON'T MISS:

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

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

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

**10:15 - 10:30 a.m.**  
Networking Break

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

**2:30 - 2:45 p.m.**  
Networking Break



# RAIL EQUIPMENT

**8:45 a.m. Welcome Session**  
*Eric Starks, FTR*

**9:00 a.m. The Railcar Manufacturing Landscape**  
*Eric Starks, FTR*  
*Eric Marchetto, TrinityRail*

A fireside chat with Trinity Rail's Eric Marchetto about the railcar manufacturing space. We will discuss where the industry is today and where it is headed over the coming years. Then, Eric talks about what car types he has his eye on that could surprise.

**9:45 a.m. Rail's Next Peak: FTR's Expectations for the Next Manufacturing Boom**  
*Todd Tranausky, FTR*

This session will provide an outlook on the specific railcar types and what is most likely to happen on a build rate and retirement perspective as the industry works toward its next peak. The session will also include a discussion of the risk factors FTR is watching that could alter the industry's trajectory.

**10:30 a.m. Tank Cars: The Future for Flammable Liquids and Other Commodities**  
*Todd Tranausky, FTR*  
*Jay Carter, The Greenbrier Companies*  
*Curtis Chandler, Progressive Fuels, Ltd.*

This panel will look at flammable liquids tank cars as well as other non-hazardous material freight that moves in tank cars to provide a picture of what the year ahead might look like.

**11:00 a.m. Box Cars: How Long Will the Good Times Roll?**  
*Todd Tranausky, FTR*  
*Ben Elpers, KBX Rail*  
*Jerry Vest III, TTX Company*

Boxcars should have strong deliveries for the next few years after recent strong order activity. But what happens after that and what freight types will underpin demand going beyond the current boom.

**11:30 a.m. Wall Street's Take on Equipment: What Analysts Are Watching**  
*Matt Elkott, Cowen*

A leading Wall Street analyst will discuss how Wall Street views the rail equipment industry and what the financial sector is watching over the next few quarters.

**12:00 p.m. Rail Equipment In Focus: FTR's New Rail Equipment Offerings**  
*Todd Tranausky, FTR*

Rail equipment needs are ever evolving and FTR's Rail Equipment offerings are changing to meet those needs. Come hear about our latest innovations around hazardous materials tank car lease rates, and more real time insight on cars coming into and out of the North American railcar fleet.

### 1:00 p.m. **The Leasing Perspective: How Do Things Look Going Forward?**

*Eric Starks, FTR*

*Kevin Cook, Mitsui Rail*

A leading railcar leasing executive provides their take on the industry and what metrics matter from a leasing perspective over the next few quarters. We'll also discuss the risk factors that could dramatically alter the calculus.

### 1:30 p.m. **Insights From the Ag Sector: A Fireside Chat**

*Todd Tranausky, FTR*

*Justin Louchheim, The Fertilizer Institute*

This session will provide a conversation with the fertilizer industry about their demand needs over the next year, along with what it means for the broader agriculture space. This session will provide insight into the railcar needs of the ag sector and whether they are likely to increase, decrease, or stay level over the next 12 months.

### 2:00 p.m. **Gondolas and Open-Tops: Can Coal be Overcome?**

*Todd Tranausky, FTR*

*John Carr, Dairyland Power Cooperative*

*Bob Pickel, National Steel Car Limited*

Gondolas and open-top hoppers are a tale of two car types. Gondolas have been buoyed by the robust metals market of the last two years while coal has acted as an anchor for open-top hoppers. This panel will explore the two related, yet different car types and their differing futures.

### 2:45 p.m. **Flat Cars: Growth Delayed, Not Denied**

*Todd Tranausky, FTR*

*David Nahass, Railroad Financial Corp.*

*Dan Anderson, TrinityRail*

Growth in the flat car market faces near term headwinds as automotive and intermodal volumes struggle. Eventually these commodity sectors should see demand recover and their railcar needs increase. But the exact timing of that recovery and its flow-through to railcars is murky. This panel of experts will provide insights into the outlook.

### 3:15 p.m. **Covered Hoppers: Will Rebuilds Change the Calculus?**

*Todd Tranausky, FTR*

*Tyler Dickman, GATX*

*Rob Cook, Bunge*

There are sustained demand drivers in the grain and plastic pellet/resin markets that should allow for robust orders and deliveries. But rebuilds of excess cars into more in-demand car types could dilute the demand fundamentals for new equipment demand. Our panel will explore this potential phenomenon and more.