



FTR | Transportation Conference 2022

The Premier Forecasting Event of the Year

Session Descriptions



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FTR

Transportation
Conference 2022

Friday, Sept. 16
RAIL EQUIPMENT



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

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

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

10:30 a.m **Tank Cars: The Future for Flammable Liquids and Other Commodities**

11:00 a.m **Box Cars: How Long Will the Good Times Roll?**

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

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

1:30 p.m **Steel Market Dynamics: A Discussion of Raw Materials Pricing**

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

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

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

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 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

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?

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

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.

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

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. Steel Market Dynamics: A Discussion of Raw Materials Pricing

Steel is one of the major input prices that drive the cost of new railcars. This session will look at the metals markets and try to provide attendees a sense of where the market will go after holding at high levels for the last 18 months.

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

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

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?

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.