

37 YEARS OF REF

RAIL EQUIPMENT™

— *Tony Kruglinski's* —

FINANCE CONFERENCE

AGENDA 2023

AGENDA

05 Sunday

1:30pm **REGISTRATION**
Flores Foyer



BEVERAGE BAR

Flores Foyer

Sponsored By
MCLACHLAN, RISSMAN & DOLL

McLachlan, Rissman & Doll
Counselors at Law

6:30pm **WELCOME RECEPTION**
Waterfall

Sponsored By
CATHCART RAIL & INFINITY TRANSPORTATION



DAY ONE

North American Railcar Review

06 Monday

7:15am **REGISTRATION**
Flores Foyer



CONTINENTAL BREAKFAST

Flores Foyer

Sponsored By

ITE MANAGEMENT & PNC EQUIPMENT FINANCE



7:30am **OPENING REMARKS**
Flores Ballroom

Speakers: **Andrew Falcone** - Vice President - Railroad Financial Corporation

William Geiger - Senior Vice President - Railroad Financial Corporation

David Nahass - President - Railroad Financial Corporation

7:45am **MONDAY MORNING KICKOFF Q&A -
THE M&A MARKET**

Flores Ballroom

Moderator: **David Nahass** - President - Railroad Financial Corporation

Speaker: **Jose Maria Liberti** - Clinical Professor of Finance - Kellogg School of Management,
Northwestern University

8:15am **NORTH AMERICAN RAILCAR REVIEW**

Flores Ballroom

Moderator: **David Nahass** - President - Railroad Financial Corporation

Speaker: **David Humphrey** - Senior Data Scientist - Railinc

9:00am MANUFACTURING REVIEW

Flores Ballroom

Moderator: [William Vantuono](#) - Editor-in-Chief - Railway Age

Speaker: [Robert Pickel](#) - Senior Vice President - National Steel Car Limited

9:15am FTR KEYNOTE

Flores Ballroom

Moderator: [David Nahass](#) - President - Railroad Financial Corporation

Speaker: [Eric Starks](#) - Chairman - FTR

10:00am COFFEE BREAK

Flores Foyer

Sponsored By

[AMERICAN INDUSTRIAL TRANSPORT, INC. \(AITX\)](#)



10:15am PLG KEYNOTE ADDRESS

Flores Ballroom

Moderator: [David Nahass](#) - President - Railroad Financial Corporation

Speaker: [Graham Brisben](#) - CEO - PLG Consulting

11:15am RATINGS AND ECONOMIC REVIEW

Flores Ballroom

Moderator: [David Nahass](#) - President - Railroad Financial Corporation

Speaker: [Edward Murphy](#) - Associate Director - S&P Global Ratings

11:45am **SHORT LINE UPDATE**

Flores Ballroom

Moderator: [William Vantuono](#) - Editor-in-Chief - Railway Age

Speaker: [Stefan Loeb](#) - Chief Commercial Officer - Watco

12:00pm **TANK CAR MARKETPLACE**

Flores Ballroom

Moderator: [David Nahass](#) - President - Railroad Financial Corporation

Speaker: [Daniel Anderson](#) - VP, Strategic Marketing & Product Development - TrinityRail

12:30pm **LUNCHEON**

Fiesta Ballroom

Sponsored By

FREIGHTCAR AMERICA, INC. & GATX CORPORATION



12:30pm **LUNCH SPEAKER**

Fiesta Ballroom

Moderator: [David Nahass](#) - President - Railroad Financial Corporation

Speaker: [Adriene Bailey](#) - North American Rail Practice Lead - Oliver Wyman

2:00pm **INTERMODAL ENVIRONMENT**

Flores Ballroom

Moderator: [William Vantuono](#) - Editor-in-Chief - Railway Age

Speaker: [Ronald Sucik](#) - President - RSE Consulting

2:30pm STEEL PRODUCTS AND SCRAP

Flores Ballroom

Moderator: [David Nahass](#) - President - Railroad Financial Corporation

Speaker: [Jeff Blake](#) - Regional Rail Sales - Nucor Transportation

3:00pm COAL MARKET UPDATE

Flores Ballroom

Moderator: [David Nahass](#) - President - Railroad Financial Corporation

Speaker: [John Ward](#) - Executive Director - National Coal Transportation Association

3:30pm COFFEE BREAK

Flores Foyer

Sponsored By

AMERICAN INDUSTRIAL TRANSPORT, INC. (AITX)



3:45pm BOXCAR BRIEFING

Flores Ballroom

Moderator: [David Nahass](#) - President - Railroad Financial Corporation

Speakers: [Ross Corthell](#) - Vice President - Transportation - Packaging Corporation of America

[David Horwitz](#) - VP & Group Executive, Portfolio Management & Procurement - GATX Corporation

[Adam Simeon](#) - General Director Equipment Distribution - Union Pacific Railroad

4:30pm RAILCAR VALUATION, LEASING AND LEASE RATES

Flores Ballroom

Moderator: [David Nahass](#) - President - Railroad Financial Corporation

Speakers: [Edward Biggs](#) - President - Biggs Appraisal

[Sean Hankinson](#) - Chief Commercial Officer - American Industrial Transport, Inc.

[Patrick Mazzanti](#) - President - Railroad Appraisal Associates

[Greg Schmid](#) - Managing Director Rail Marketing - RESIDCO

5:30pm **ADJOURN**
Flores Ballroom

6:30pm **RECEPTION**
Waterfall

ALVORD AND ALVORD PLLC

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ALVORD AND ALVORD PLLC & UNION TANK CAR COMPANY



DAY TWO

North American Railcar Review

07

Tuesday

6:00am
(PROMPT)

REF FUN RUN/WALK

Resort Lobby

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ING BANK



7:15am

REGISTRATION

Flores Foyer



CONTINENTAL BREAKFAST

Flores Foyer

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ATEL CAPITAL GROUP & FIFTH THIRD EQUIPMENT FINANCE



FIFTH THIRD BANK

7:45am

ABH CONSULTING KEYNOTE

Flores Ballroom

Moderator: [David Nahass](#) - President - Railroad Financial Corporation

Speaker: [Anthony Hatch](#) - Analyst/Consultant - ABH Consulting

8:30am **WHAT'S GOING ON IN THE U.S. ECONOMY?**

Flores Ballroom

Moderator: **William Geiger** - Senior Vice President - Railroad Financial Corporation

Speaker: **Sergio Rebelo** - MUFG Bank Distinguished Professor of International Finance - Kellogg School of Management, Northwestern University

9:30am **COFFEE BREAK**

Flores Foyer

Sponsored By
AMERICAN INDUSTRIAL TRANSPORT, INC. (AITX)



9:45am **THE SHIPPERS' VOICE**

Flores Ballroom

Moderator: **David Nahass** - President - Railroad Financial Corporation

Speakers: **Amy Burris** - CP Manager Downstream Logistics North America - Shell USA
 Ross Corthell - Vice President - Transportation - Packaging Corporation of America
 Eric Monger - Vice President - KBX Rail, LLC

10:30am **COVERED HOPPER FOCUS**

Flores Ballroom

Moderator: **William Vantuono** - Editor-in-Chief - Railway Age

Speaker: **Patrick Kurtz** - Vice President Lease Operations - American Industrial Transport, Inc.

11:00am **THE CLOSER - OPERATING LESSOR KEYNOTE**

Flores Ballroom

Moderator: **David Nahass** - President - Railroad Financial Corporation

Speaker: **Paul Titterton** - EVP & President Rail NA - GATX Corporation

11:30am **ADJOURN**
Flores Ballroom

12:30pm **ANNUAL WOMEN IN RAIL LUNCHEON**
Morgan's Patio
Sponsored By
ALVORD AND ALVORD PLLC

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12:30pm **REF GOLF OUTING**
La Quinta Resort - Dunes and Mountain Courses
Annual Golf Outing

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CIT RAIL & TRINITYRAIL



Drink & Snack Cart

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WILLIAMS HAYWARD PROTECTIVE COATINGS, INC.



6:30pm **RECEPTION**
Waterfall

Sponsored By
BANK OF AMERICA, MITSUI RAIL CAPITAL, LLC & OLIVER WYMAN



DAY THREE

POWER POWER POWER

08

Wednesday

7:45am **REGISTRATION**
Flores Foyer



CONTINENTAL BREAKFAST

Flores Foyer

Sponsored By
CNGMOTIVE INC.



8:20am **OPENING REMARKS**
Flores Ballroom

Speakers: **Andrew Falcone** - Vice President - Railroad Financial Corporation
William Geiger - Senior Vice President - Railroad Financial Corporation
David Nahass - President - Railroad Financial Corporation

8:30am **NORTH AMERICAN LOCOMOTIVE REVIEW**
Flores Ballroom

Moderator: **David Nahass** - President - Railroad Financial Corporation
Speaker: **David Humphrey** - Senior Data Scientist - Railinc

9:00am **WEDNESDAY MORNING KICKOFF Q&A**
Flores Ballroom

Moderator: **David Nahass** - President - Railroad Financial Corporation
Speakers: **Michael Cory** - President - CFG Consulting Inc.
Donald Graab - General Manager - Triangle Brothers and Associates, LLC

08
Wednesday

10:00am COFFEE BREAK

Flores Foyer

Sponsored By

AMERICAN INDUSTRIAL TRANSPORT, INC. (AITX)



10:15am LOCOMOTIVE MANUFACTURER REPORT - PART I

Flores Ballroom

Moderator: [William Vantuono](#) - Editor-in-Chief - Railway Age

Speaker: [Glen Rees](#) - Director - Rail Business Development - Cummins Inc.

10:45am LOCOMOTIVE MANUFACTURER REPORT - PART II

Flores Ballroom

Moderator: [William Vantuono](#) - Editor-in-Chief - Railway Age

Speaker: [Robert Bremmer](#) - Group VP Product Management - Wabtec

11:15am LOCOMOTIVE MANUFACTURER REPORT - PART III

Flores Ballroom

Moderator: [William Vantuono](#) - Editor-in-Chief - Railway Age

Speaker: [Tim Massey](#) - Account Executive, Engineering & Track Services - Progress Rail

11:45am LUNCH BREAK

Flores Foyer

Sandwiches & Refreshments

Sponsored By

BIGGS APPRAISAL



12:00pm LOCOMOTIVE BACKLOG UPDATE

Flores Ballroom

Moderator: **David Nahass** - President - Railroad Financial Corporation

Speakers: **Edward Biggs** - President - Biggs Appraisal

Stuart Biggs - Appraiser - Biggs Appraisal

12:15pm MOTIVE POWER FUEL STORAGE IN A LOW/NO CARBON WORLD

Flores Ballroom

Moderator: **David Nahass** - President - Railroad Financial Corporation

Speaker: **Pedro Santos** - Chief Technology Officer - CNGmotive Inc.

12:45pm ANALYZING THE LOCOMOTIVE MARKETPLACE

Flores Ballroom

Moderator: **William Vantuono** - Editor-in-Chief - Railway Age

Speaker: **Jason Kuehn** - Vice President - Oliver Wyman

1:15pm LOCOMOTIVE VALUATION AND LEASING

Flores Ballroom

Moderator: **David Nahass** - President - Railroad Financial Corporation

Speakers: **Patrick Mazzanti** - President - Railroad Appraisal Associates

Rick Ortyl - VP & Family Owner - Metro East Industries

Greg Schmid - Managing Director Rail Marketing - RESIDCO

2:00pm CLOSING REMARKS

Flores Ballroom

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SAVE THE DATE ~ MARCH 3 - 6, 2024
The 38th RAIL EQUIPMENT FINANCE CONFERENCE