

Sunday	March 3, 2024	
1:30 PM	Registration & Beverage Bar Beverage Bar sponsored by: McLachlan, Rissman & Doll	FLORES FOYER
6:30 PM	Welcome Reception Opening Reception sponsored by: Cathcart Rail Infinity Transportation	WATERFALL
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	March 4, 2024	
Monday	North American Railcar Review - Day One	
7:15 AM	Registration & Continental Breakfast Breakfast is sponsored by: ITE Management PNC Equipment Finance	FLORES FOYER
7:30 AM	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
7:45 AM	Monday Morning Kickoff Keynote - The US Economy, the Labor Challenge and the Second Chance Opportunity	Moderator: David Nahass – President – Railroad Financial Corporation Speaker: Jeffrey Korzenik – Managing Director/Chief Economist – Fifth Third Commercial Bank
8:45 AM	North American Railcar Review	Moderator: David Nahass – President – Railroad Financial Corporation Speaker: David Humphrey – Senior Data Scientist – Railinc
9:30 AM	Manufacturing Review	Moderator: William Vantuono – Editor-in-Chief – Railway Age Speaker: Robert Pickel – Senior Vice President – National Steel Car Limited
9:45 AM	Coffee Break and Jeffrey Korzenik Book Signing Coffee Break – sponsored by: American Industrial Transport, Inc.	FLORES FOYER
10:15 AM	FTR Keynote	FLORES BALLROOM Moderator: David Nahass – President – Railroad Financial Corporation Speaker: Eric Starks – CEO/CIO – FTR
11:00 AM	PLG Keynote Address	Moderator: David Nahass – President – Railroad Financial Corporation Speaker: Graham Brisben – CEO – PLG Consulting
11:45 AM	Ratings and Economic Review	Moderator: David Nahass – President – Railroad Financial Corporation Speaker: Jarrett Bilous – Managing Director – S&P Global Geoffrey Wilson – Director – Lead Analyst Transportation – S&P Global
12:15 PM	Luncheon Lunch is sponsored by: FreightCar America, Inc. GATX Corporation	FIESTA BALLROOM
12:15 PM	Lunch Speaker	Moderator: David Nahass – President – Railroad Financial Corporation Speaker: Jason Kuehn – Vice President – Oliver Wyman
1:30 PM	Intermodal Environment	FLORES BALLROOM Moderator: William Vantuono – Editor-in-Chief – Railway Age Speaker: Ronald Sucik – President – RSE Consulting
2:00 PM	Steel Products and Scrap	Moderator: David Nahass – President – Railroad Financial Corporation Speaker: TBD
2:30 PM	Class I Update	Moderator: William Vantuono – Editor-in-Chief – Railway Age Speaker: Clint Pella – General Director Resource Planning – Union Pacific Railroad
3:00 PM	Tank Car Marketplace	Moderator: David Nahass – President – Railroad Financial Corporation Speaker: Daniel Anderson – Vice President – Corporate Strategy – Trinity Industries, Inc.
3:30 PM	Coffee Break – sponsored by: American Industrial Transport, Inc.	FLORES FOYER
3:45 PM	Coal Market Update	FLORES BALLROOM Moderator: David Nahass – President – Railroad Financial Corporation Speaker: John Ward – Executive Director – National Coal Transportation Association
4:15 PM	Railcar Valuation, Leasing and Lease Rates	Moderator: David Nahass – President – Railroad Financial Corporation Speakers: Patrick Mazzanti – President – Railroad Appraisals Associates Greg Schmid – Managing Director Rail Marketing – Residco

Bryan Vaughan – Vice President - Sales, Marketing and Business Development – Modern Rail Capital, LLC

5:15 PM	Adjourn	
6:30 PM	Reception	WATERFALL
The Reception is sponsored by: Alvord and Alvord PLLC Union Tank Car Company		
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March 5, 2024		
Tuesday	North American Railcar Review – Day Two	
6:00 AM	REF FUN RUN/WALK (Prompt)	RESORT LOBBY
REF FUN RUN/WALK is sponsored by: ING Bank		
7:30 AM	Registration & Continental Breakfast	FLORES FOYER
Breakfast is sponsored by: ATEL Capital Group Fifth Third Equipment Finance		
8:00 AM	Operating Lessor Keynote	FLORES BALLROOM
Moderator: David Nahass – President – Railroad Financial Corporation Speaker: Paul Titterton – EVP & President, Rail North America – GATX Corporation		
8:30 AM	ABH Consulting Keynote	
Moderator: David Nahass – President – Railroad Financial Corporation Speaker: Anthony Hatch – Analyst/Consultant – ABH Consulting		
9:15 AM	Coffee Break – sponsored by: American Industrial Transport, Inc.	FLORES FOYER
9:45 AM	Boxcar Briefing	FLORES BALLROOM
Moderator: David Sellers – Consultant – Special Projects – Greenbrier Speakers: Anthony Petrillo – Transportation Manager – Packaging Corporation of America Doug Driscoll – VP Fleet Management – Genesee and Wyoming Railroad Services, Inc. David Horwitz – Vice President & Group Executive – GATX Corporation		
10:30 AM	Covered Hopper Focus	
Moderator: William Vantuono – Editor-in-Chief – Railway Age Speaker: Patrick Kurtz – Vice President Lease Operations – American Industrial Transportation, Inc.		
11:00 AM	Adjourn	
12:30 PM	Women In Rail Luncheon	Morgan's Patio
Alvord and Alvord PLLC		
12:30 PM	Golfers Required to be in Carts Annual Golf Outing sponsored by: CIT Rail TrinityRail	La Quinta Resort – Dunes and Mountain Courses
Golf Drink & Snack Cart sponsored by: Williams Hayward Protective Coatings, Inc.		
6:30 PM	Reception	WATERFALL
The Reception is sponsored by: Bank of America Mitsui Rail Capital, LLC Oliver Wyman		
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March 6, 2024		
Wednesday	North American Railcar Review – Day Three	
7:45 AM	Registration & Continental Breakfast	FLORES FOYER
Breakfast is sponsored by: CNGmotive Inc.		
8:20 AM	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		
8:30 AM	North American Locomotive Review	
Moderator: David Nahass – President – Railroad Financial Corporation Speaker: David Humphrey – Senior Data Scientist – Railinc		
9:00 AM	Wednesday Morning Kickoff Q&A	
Moderator: David Nahass – President – Railroad Financial Corporation Speaker: Donald Graab – General Manager – Triangle Brothers and Associates, LLC		
9:45 AM	Coffee Break – sponsored by: American Industrial Transport, Inc.	FLORES FOYER
10:00 AM	Motive Power Fuel Storage In A Low/No Carbon World	
Moderator: David Nahass – President – Railroad Financial Corporation Speaker: Pedro Santos – Chief Technology Officer – HGmotive Inc.		
10:30 AM	Class I Update	
Moderator: William Vantuono – Editor-in-Chief – Railway Age Speaker: TBD		

11:00 AM	Locomotive Manufacturer Report – Part I	FLORES BALLROOM Moderator: William Vantuono – Editor-in-Chief – Railway Age Speaker: Glen Rees – Director – Rail Business Development – Cummins Inc.
11:30 AM	Locomotive Manufacturer Report – Part II	Moderator: William Vantuono – Editor-in-Chief – Railway Age Speaker: Robert Bremmer – VP Product Management – Wabtec
12:00 PM	Lunch Break Sandwiches and Refreshments sponsored by: Biggs Appraisal	FLORES FOYER
12:15 PM	Locomotive Manufacturer Report – Part III	Moderator: William Vantuono – Editor-in-Chief – Railway Age Speaker: Andrew Anderson – Director, Product Management – Progress Rail
12:45 PM	Analyzing The Locomotive Marketplace	Moderator: William Vantuono – Editor-in-Chief – Railway Age Speaker: Jason Kuehn – Vice President – Oliver Wyman
1:15 PM	TBD	Moderator: David Nahass – President – Railroad Financial Corporation Speakers: Michael Hart – CEO – Sierra Railroad Company
1:45 PM	Locomotive Backlog Update	FLORES BALLROOM Moderator: David Nahass – President – Railroad Financial Corporation Speakers: Stuart Biggs – Appraiser – Biggs Appraisal
2:00 PM	Locomotive Valuation and Leasing	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
2:45 PM	Closing Remarks	REF Q&A Hotline is sponsored by: Wells Fargo Rail
		Charging Stations & Gift Cards are sponsored by: TCIX Rail
		2024 REF Data Drive is sponsored by: Railroad Appraisal Associates
		Keycards are sponsored by: The David J. Joseph Co.
		Lanyards are sponsored by: Residco
		Mini Agendas are sponsored by: Apple Bank Equipment Finance
		Notepads are sponsored by: Helaba
		Popcorn & Cookies are sponsored by: TrinityRail
		Welcome Amenity is sponsored by: The Sherwin-Williams Co.
		Flores Ballroom Wi-Fi is sponsored by: National Steel Car Limited

**Thank you to all our
2024 REF Sponsors!!**

SAVE THE DATE:

39th RAIL EQUIPMENT FINANCE CONFERENCE
WILL BE HELD ON
MARCH 2-5, 2025