

# A RAIL CLOSER LOOK:

## TANK CARS: ASSESSING DEMAND IN AN UNCERTAIN MARKET

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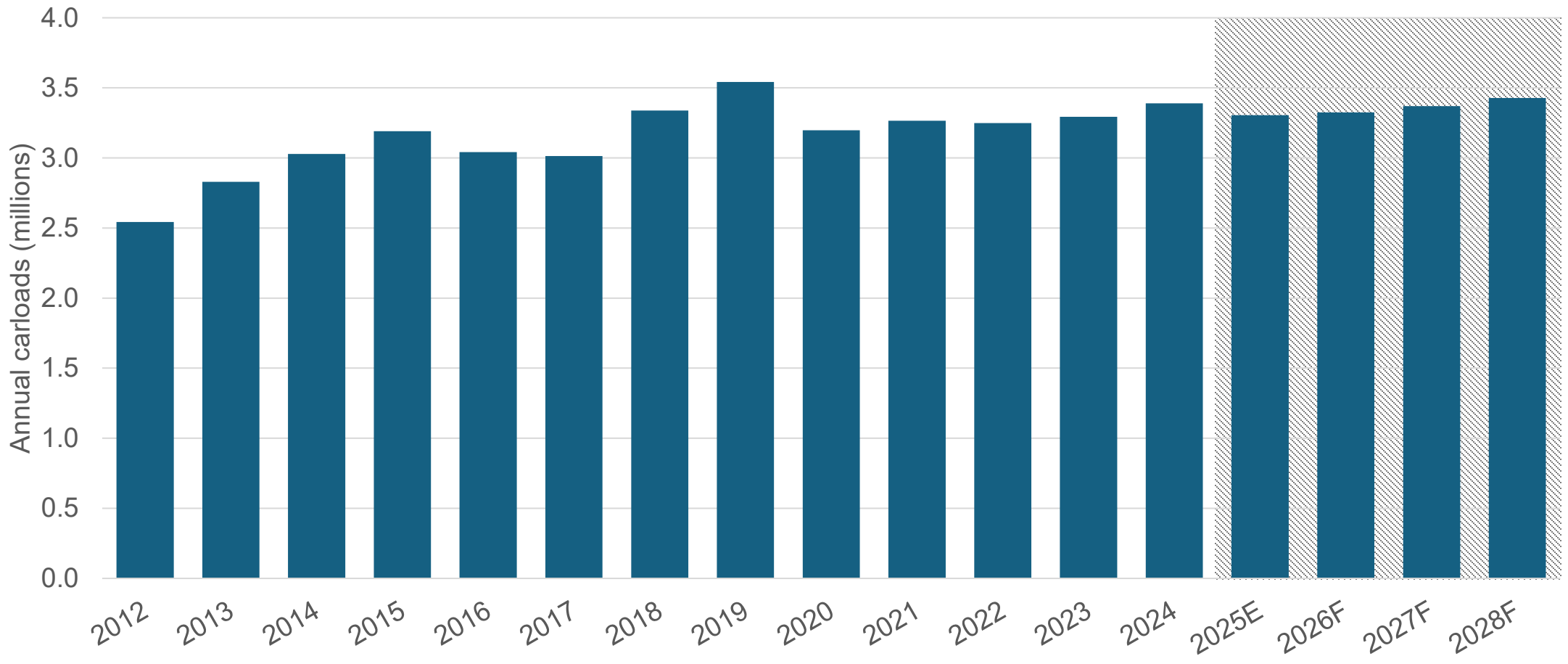
# Agenda

- Rail volume
- Freight Rates
- Fleet characteristics
- Delivery expectations

- **Q/A**

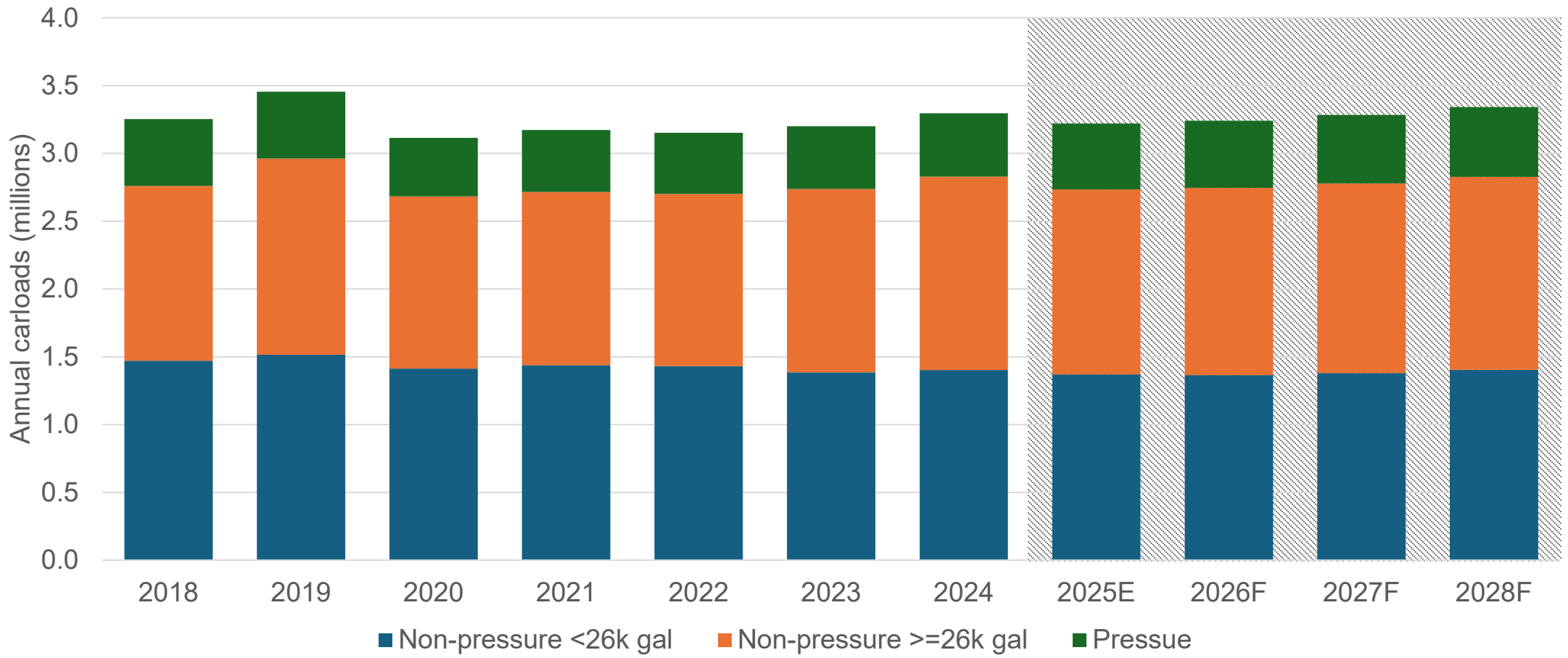
# Tank car volume

# Total tank car rail traffic levels



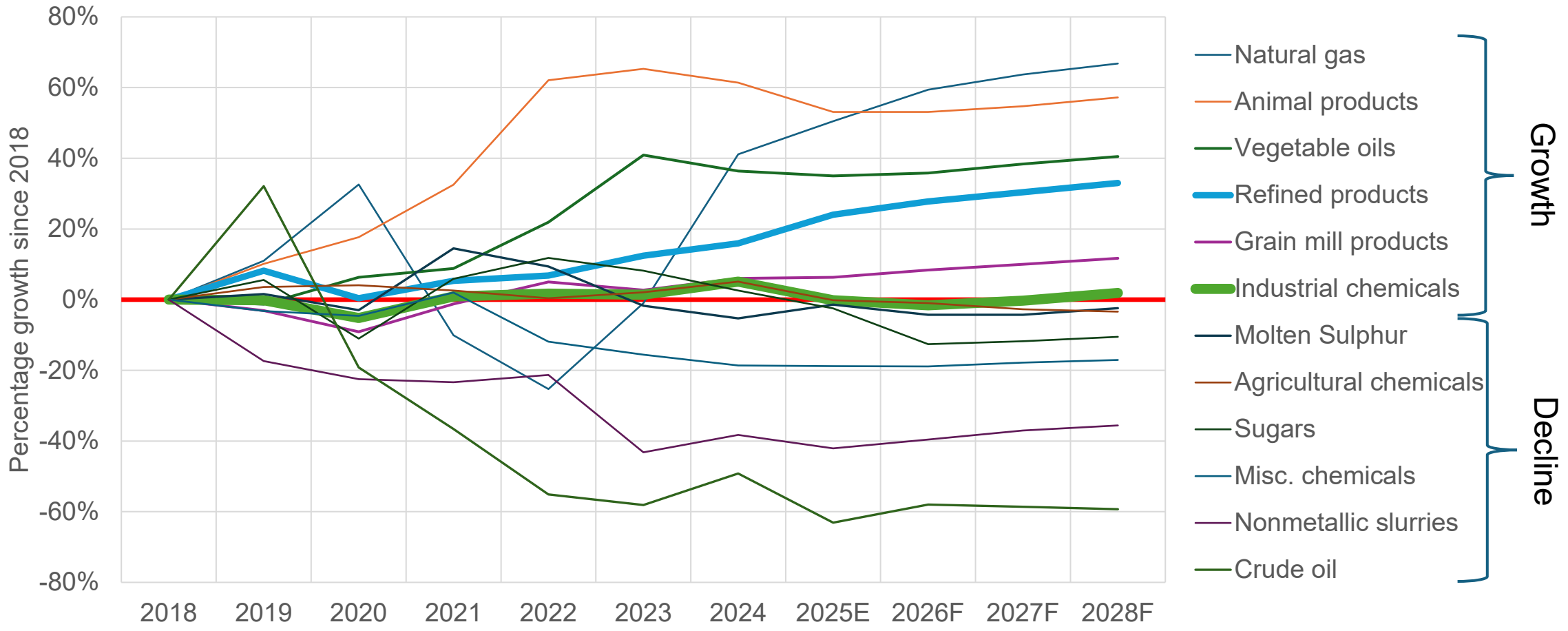

Source: STB Waybill Samples, FTR Transportation Intelligence
Forecast by FTR Transportation Intelligence

# Volume growth by equipment type




Source: STB Waybill Samples, FTR Transportation Intelligence
Forecast by FTR Transportation Intelligence

# Volume growth rates by commodities

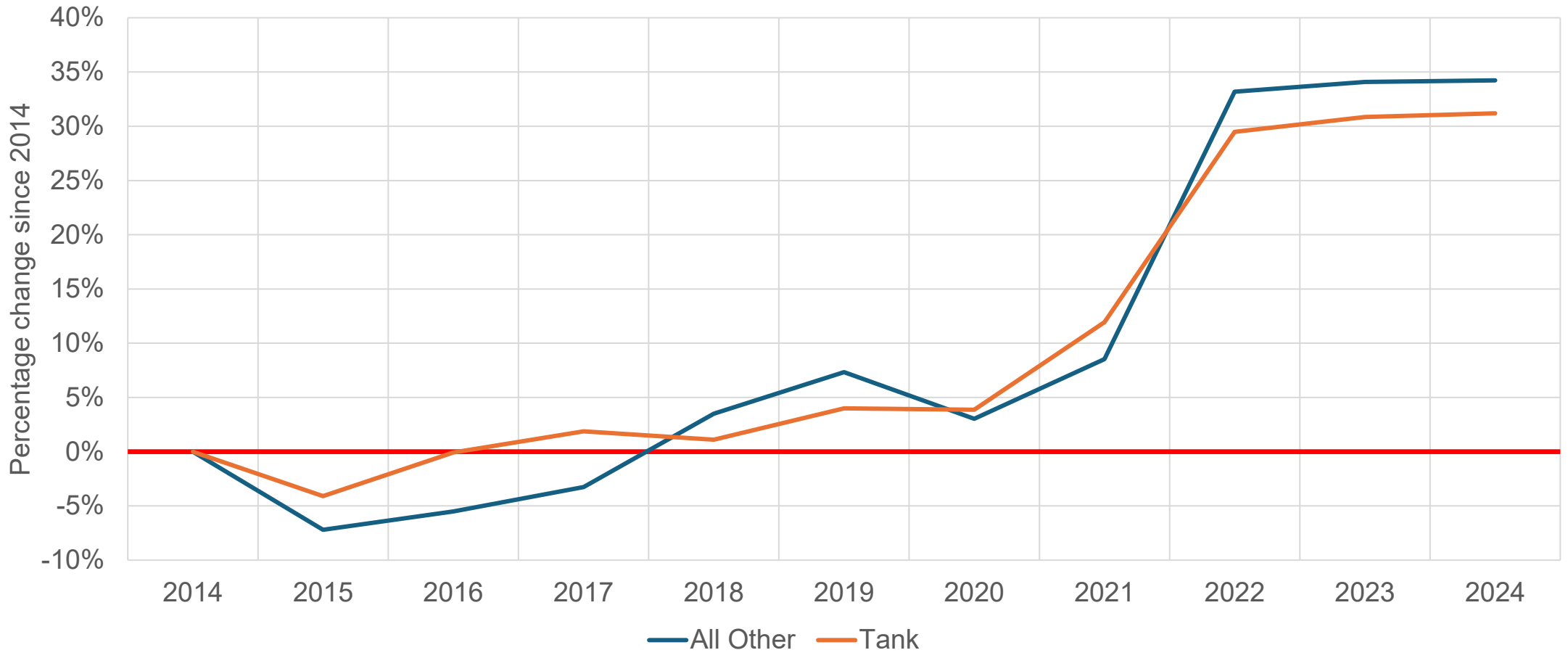





Source: STB Waybill Samples, FTR Transportation Intelligence
Forecast by FTR Transportation Intelligence

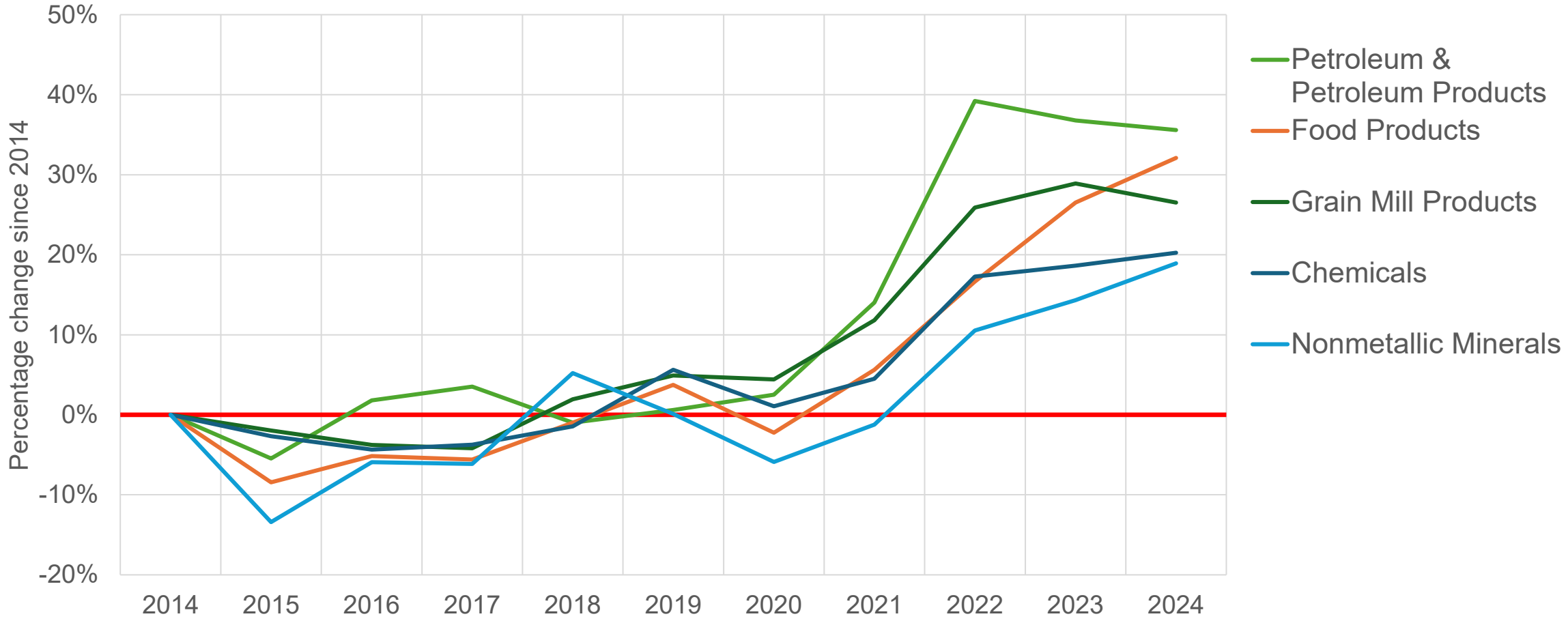
# Tank car rail rates

# Tank car rates relative to all other




Source: STB Waybill Samples, FTR Transportation Intelligence
Analysis by FTR Transportation Intelligence

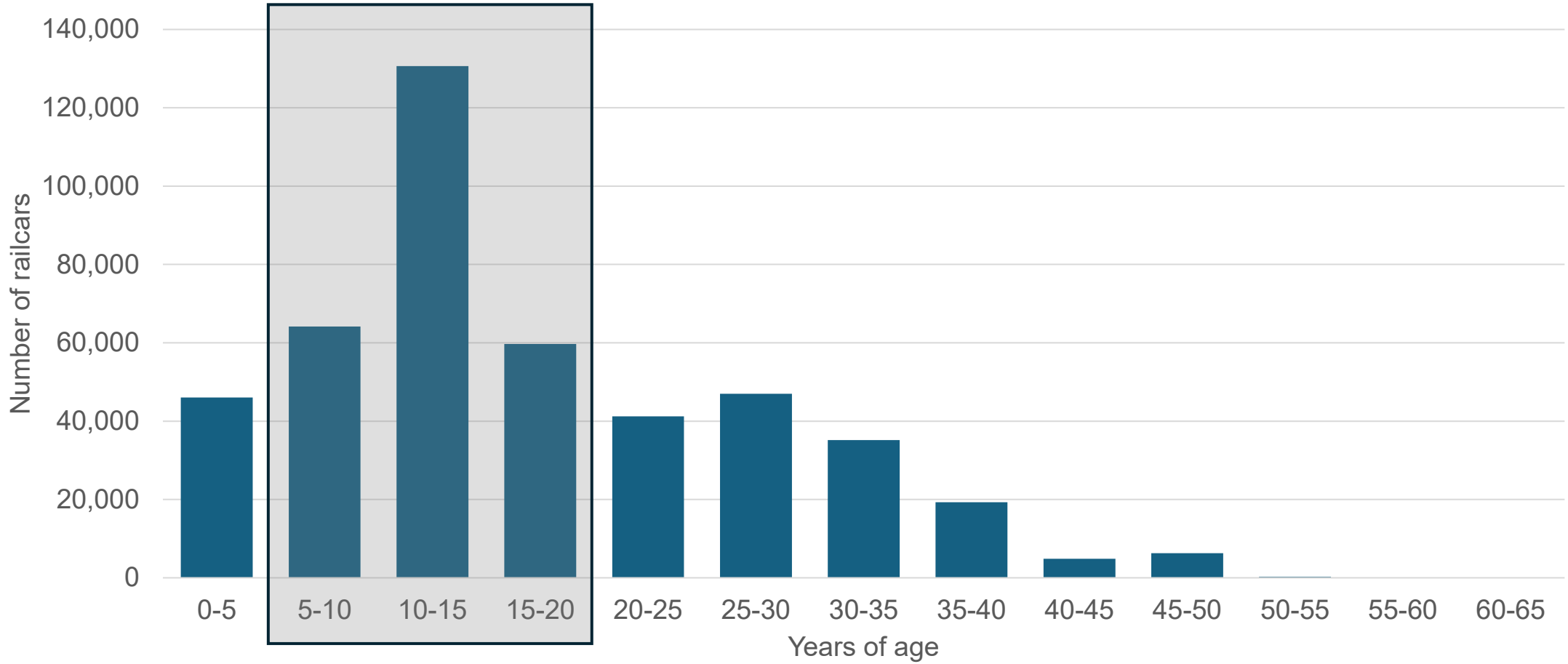
# Rail rates by top commodities




Source: STB Waybill Samples, FTR Transportation Intelligence
Analysis by FTR Transportation Intelligence

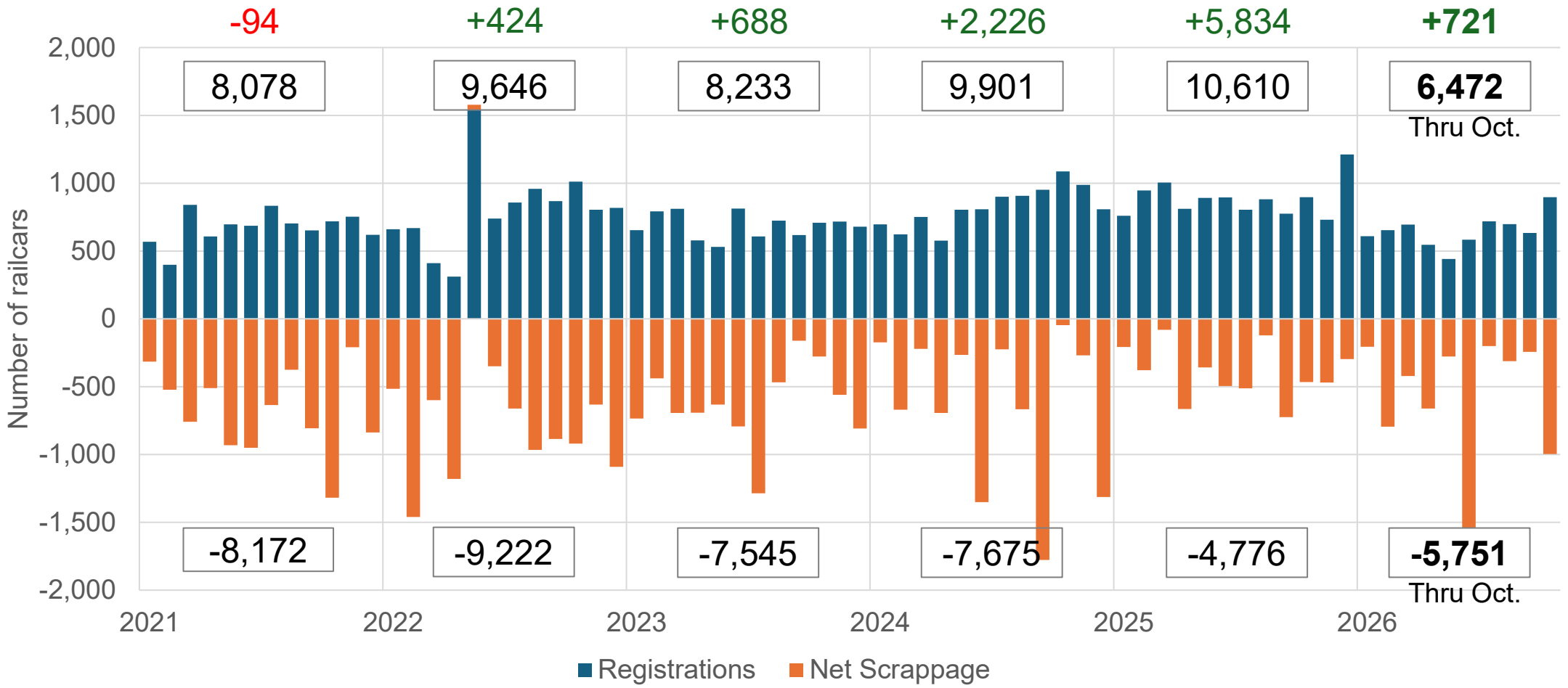
# Fleet characteristics

# Age distribution of tank car fleet



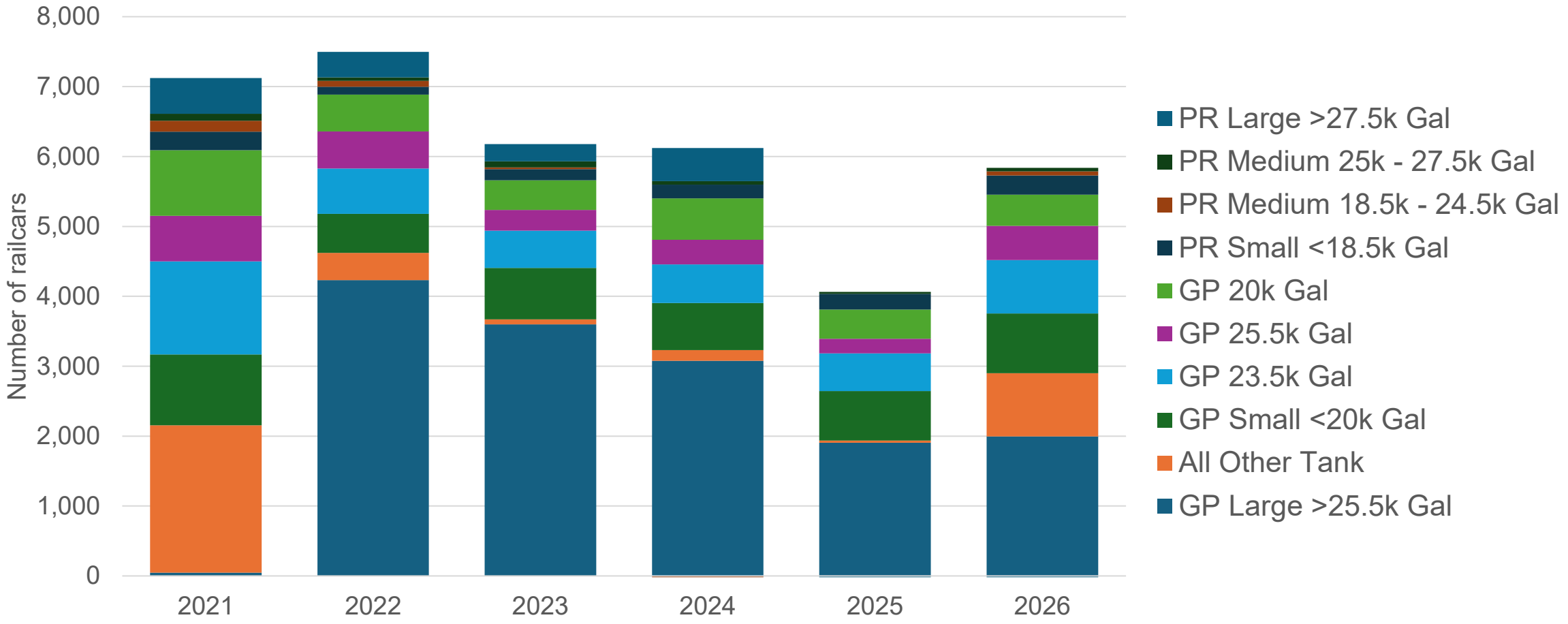

Source: Railinc, FTR' Rail Equipment Monthly

# Registrations vs scrappage



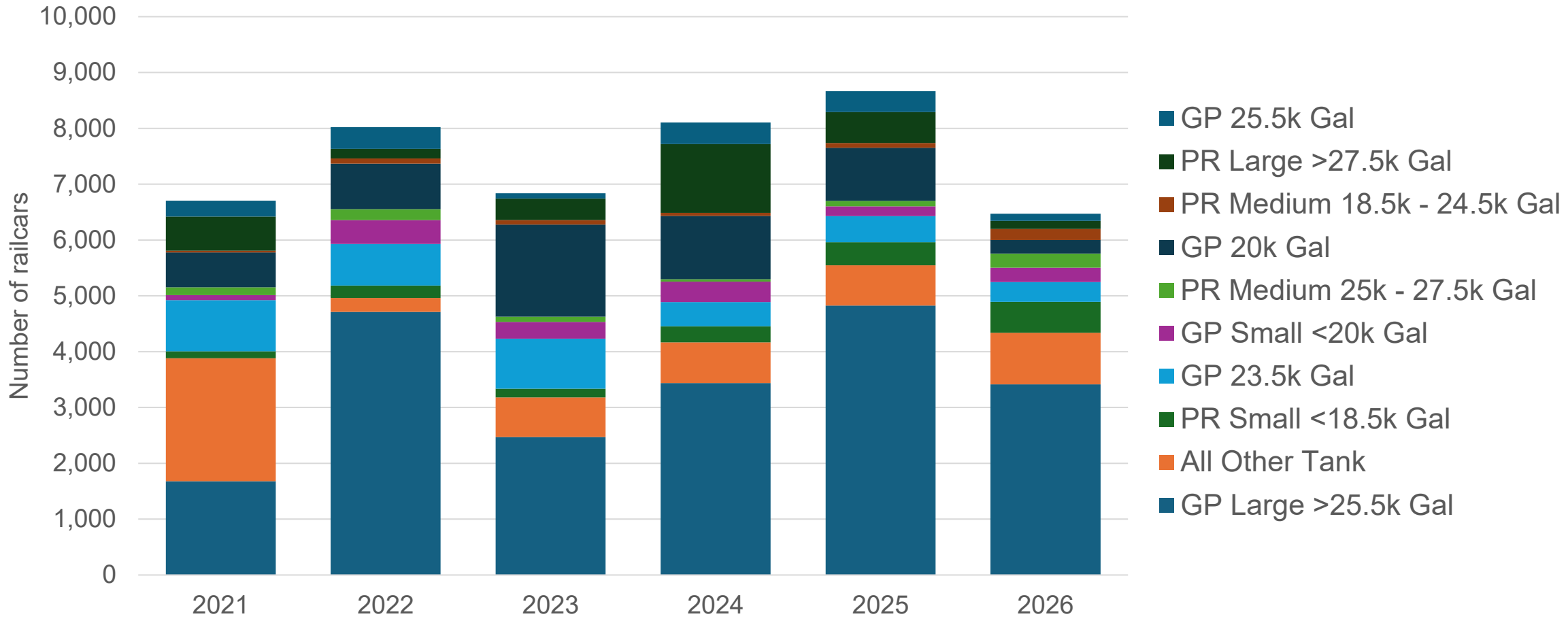

Source: Railinc, FTR Rail Equipment Monthly
Analysis by FTR Transportation Intelligence

# Recent scrappage levels




Source: Railinc, FTR Rail Equipment Monthly
Analysis by FTR Transportation Intelligence

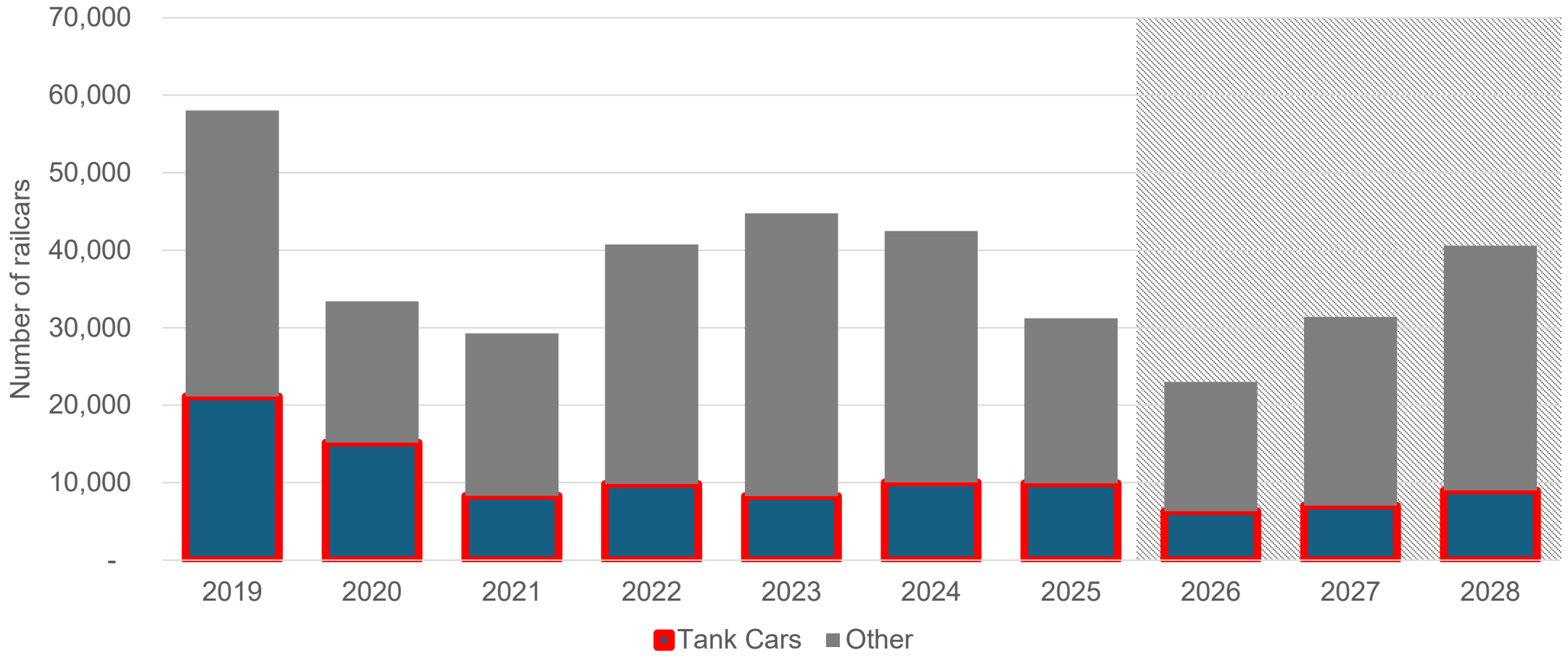
# Recent build levels




Source: Railinc, FTR Rail Equipment Monthly
Analysis by FTR Transportation Intelligence

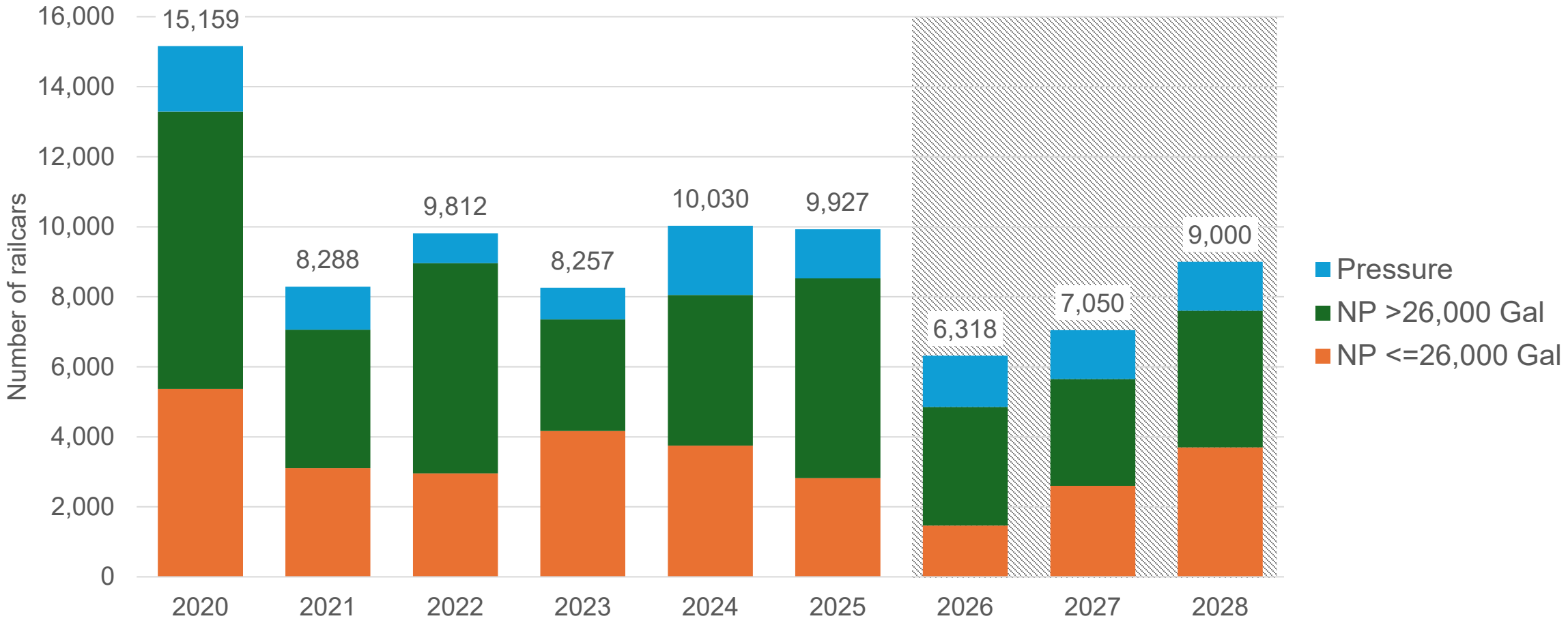
# Delivery expectations

# Overall expectations




Source: RSI ARCI, FTR Transportation Intelligence
Forecast by FTR Transportation Intelligence

# Deliveries by equipment type




Source: RSI ARCI, FTR Transportation Intelligence
Forecast by FTR Transportation Intelligence

# Q&A

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