



Equipment Management Conference & Exhibition

March 10 - March 12, 2024
 Sheraton New Orleans Hotel, New Orleans, LA

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SUNDAY, MARCH 10th

- | | | |
|--------------------|--|--|
| 6:30 – 7:00 am | ELFA Golf Tournament Grab-n-Go Breakfast | <i>Location: Hotel Lobby, Canal Street</i> |
| 6:45 – 7:00 am | Bus Loading for Golf Tournament | <i>Location: Hotel Lobby, Canal Street</i> |
| 8:30 am – 12:30 pm | ELFA Golf Tournament
This event will be held off-site at TPC Louisiana. Buses will leave the hotel at 7:00am, for a 30-minute drive to the course, where players will have time to warm-up for an 8:00am shotgun start. <i>Additional fees apply for this event.</i> | <i>Location: TPC Louisiana</i> |

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|----------------|---|--|
| 1:00 – 7:00 pm | Registration Opens | <i>Location: Grand Foyer, 5th Floor</i> |
| 4:00 – 4:45 pm | Prodigy Program Reception
Are you a young professional with 5-8 years' experience in the field of asset management? ELFA and the Equipment Management Committee have started a new program, the Prodigy Program , to highlight young, emerging professionals and to excite new talent about the asset management field. Attend this fantastic event to meet fellow YP's at the conference and learn more about the Prodigy Program. <i>No additional fee to attend this event.</i> | <i>Location: Grand Foyer, 5th Floor</i> |

Hosts:

RILEY NEMETH
Senior Asset Manager
Wintrust Commercial Finance

&

ALEX OHANESSIAN
VP of Asset Management – IMH
Insight Investments, LLC

4:45 – 5:30 pm

Newcomer Reception

Location: Grand Foyer, 5th Floor

Calling all First Time Conference Attendees! This is a great opportunity to meet with the Conference Planning Committee and fellow First Timers. No need to be intimidated, this is the event for those who are new! *No additional fee to attend this event.*

5:30 – 7:30 pm

Opening Reception/Exhibits Open

Location: Grand Ballroom, 5th Floor

Join your fellow conference attendees for a fantastic start to the conference! Mix and mingle with new and long-time friends while visiting with our fantastic exhibitors. Lite fare will be served with an open bar. *This event is included with all conference registrations.*

MONDAY, MARCH 11th

7:30 am – 6:30 pm

Registration Desk Open

Location: Grand Foyer, 5th Floor

7:30 – 8:30 am

Lite Breakfast/Exhibits Open

Location: Exhibit Hall, Grand Ballroom, 5th Floor

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8:30 – 9:15 am

OPENING GENERAL SESSION – Top Ten Equipment Acquisition Trends

Location: Grand Ballroom AB, 5th Floor

Welcome Remarks

Presenter:

WADE WHITENBURG

Strategic Accounts: Finance & Insolvency Management

Ritchie Bros.

Chair, ELFA Equipment Management Committee

Port of New Orleans Presentation

Presenter:

CAMERON GIBSON

Business Development Manager - Non-Containerized

Port of New Orleans

ELFA Top Ten Equipment Acquisition Trends

Presenter:

ROBERT BOYER

President

First Commonwealth Equipment Finance

ELFA Board Chair

9:15 – 9:30 am

Networking Break/Exhibits Open

Location: Exhibit Hall, Grand Ballroom, 5th Floor

9:30 – 10:45 am **GENERAL SESSION – What’s Hot, What’s Not in Equipment Leasing & Finance for 2024**

Location: Grand Ballroom AB, 5th Floor

2024 is shaping up to be a challenging year, as the economy is expected to decline. Some are predicting a recession. Businesses in the U.S. are dealing with high inflation, and interest rates that will stress many equipment sectors. Bankruptcies are rising. ‘Black Swans’ related to geopolitical actions could also challenge global economies, which could negatively impact the outlook. In addition, supply chain problems persist but to a lessening degree. The annual rate of equipment and software spending is forecast to decline, but what are the drivers, and in which areas? Receive answers to such questions as, “How will the economy change in 2024, how long will ‘high’ inflation continue, and how does the U.S. economy compare to those of the rest of the developed world? Also, what are the most desirable equipment types to lease or finance? What are the effects of increasing oil prices and interest rates on certain industries? Where is the risk? What types of equipment are viewed negatively and why? Are there disturbing secondary market bubbles?” These are but some of the topics to be addressed in this presentation that will also highlight the results of a survey of more than 400 equipment managers and industry experts. In addition, insights and outlooks for various equipment markets will be discussed with an emphasis on: current conditions; changes over time; technology; regulations; valuation issues; and various current and future residual challenges and opportunities. Q & A time throughout the presentation will be provided. This session will also summarize the opinions of survey participants relating to the economy and secondary market concerns.

Speakers:

CARL CHRAPPA, A.S.A., M.R.I.C.S., I.F.A.

Senior Managing Director – Asset Management Practice
The Alta Group, LLC

GREGORY CHRAPPA, A.S.A.

Managing Director - Asset Management Practice
The Alta Group, LLC

10:45 – 11:00 am **Networking Break/Exhibits Open** *Location: Exhibit Hall, Grand Ballroom, 5th Floor*

11:00 am – 12:00 pm **GENERAL SESSION – Trucks, Tractors and Trailers**

Location: Grand Ballroom AB, 5th Floor

Moderator:

RILEY NEMETH

Senior Asset Manager
Wintrust Commercial Finance

Speaker:

ROBERT SANDLIN, ASA

Senior Appraiser
Irontrax

12:00 pm **Box Lunch for All Attendees** *Location: Exhibit Hall, Grand Ballroom, 5th Floor*

12:45 pm **Buses Load for Off-Site Tours** *Location: Hotel Lobby, Near Starbucks, Canal Street*

1:00 – 4:30 pm **Off-Site Tours**

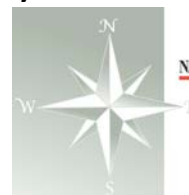
ALL Off-Site Tours are FULL and are now CLOSED for registration.

Further details will be provided onsite during the Monday Opening General Session.

- **Port of New Orleans Tour**

Dive into the bustling world of maritime commerce as you explore the historic Port of New Orleans. Witness the dynamic operations and learn about the crucial role it plays in shaping the city’s rich history. This tour promises a unique perspective on the intersection of trade and culture. *This tour will take place*

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outdoors, please dress appropriately. No open-toed shoes allowed. Attendees are requested to use the provided transportation to participate. Registration required.

Moderators:

JANE RETHMEIER
CEO
Harbor Capital Leasing, Inc.

&

TOM WALTHER
Managing Partner
Nationwide Equipment Co., LLC

- **Edison Chouest Offshore Shipyard Tour**

North American Marine Consultants and Edison Chouest Offshore is offering a unique opportunity to tour the ECO's North American Shipbuilding Yard that is currently constructing their first Service Operations Vessel (SOV). This SOV is being constructed to service the North East Wind Farm Markets.

This tour will take place outdoors, please dress appropriately. No open-toed shoes allowed; long pants suggested. Attendees are requested to use the provided transportation to participate. Registration required.

Moderators:

CAPT. CASEY M. HERSCHLER
President
North American Marine Consultants, LLC

&

LAURA GRILL
VP, Asset Management
Truist Equipment Finance Corp.

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Marine Appraisals • Portfolio & Estate Valuations • Vessel Sales/ Brokers
Construction Oversight • General Condition Surveys
Safety Inspections • Trip & Tow Surveys • Subchapter M Auditors

- **C&C Marine & Repair Tour**

Immerse yourself in the world of shipbuilding excellence with a guided tour of C&C Marine. Discover the meticulous craftsmanship that goes into creating top-tier vessels and explore the collaboration with Maritime Partners. This tour offers a behind-the-scenes look at the artistry and precision shaping the marine landscape. They are involved in several projects including re-skinning of barges. *This tour will take place on-board the motor coach and will be a viewing of the shipyard with short times off the coach and walking the shipyard. Attendees must use the provided transportation to participate. Registration required.*

Moderator:

DOUG SIMON
Senior VP, Head of Asset Management
M&T Bank Corporation

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Tour Leads:

ERIC LIVINGSTON
Chief Operating Officer
Maritime Partners, LLC

&

TIM MONTGOMERY
Vice President Sales and Business
Development
C&C Marine and Repair, LLC

4:30 – 5:30 pm **Buses Return**

5:30 – 7:00 pm **Hosted Reception/Exhibits Open** *Location: Exhibit Hall, Grand Ballroom, 5th Floor*

Join your fellow conference attendees for a fantastic welcome to the conference! Cocktail reception with hors d'oeuvres and open bar throughout the evening. Take some time to visit the amazing exhibitors and make new friends and connections at this fun event!



TUESDAY, MARCH 12th

8:00 – 8:45 am

Continental Breakfast/Exhibits Open

Location: Exhibit Hall, Grand Ballroom

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8:45 – 10:00 am

KEYNOTE GENERAL SESSION – 2024 Economic Update

Location: Grand Ballroom AB, 5th Floor

Welcome

WADE WHITENBURG

Strategic Accounts: Finance & Insolvency Management

Ritchie Bros.

Chair, ELFA Equipment Management Committee

JASON TURNER

Chief Investment Strategies & Head of Multi-Asset Strategy

Great Lakes Advisors



Jason Turner is the Chief Investment Strategist of Great Lakes Advisors. He is a member of the firm's investment committee, authors market and economic commentary, regularly presents in the media and to professional conferences, and works with client portfolio managers to support institutional and private clients.

As the Head of Multi-Asset Strategy, he is responsible for portfolio strategy, asset allocation, and for overseeing the firm's manager due diligence and selection efforts. He is also a member of the firm's Operating Committee and Management Committee.

During his keynote presentation, Jason will share his unique insights into the current economic climate, investment strategies, and trends impacting the equipment management industry. Whether you're a seasoned professional or just starting out in the field, Jason's presentation promises to offer valuable takeaways that can help you stay ahead in today's competitive landscape.

This is an exceptional opportunity to learn from one of the best in the business and network with industry peers. Don't miss out on the chance to gain valuable insights, expand your professional network, and elevate your career at the ELFA Equipment Management Conference.

10:00 – 10:15 am

Networking Break/Exhibits Open

Location: Exhibit Hall, Grand Ballroom, 5th Floor

Grab a quick cup of coffee and take some time to talk with our exhibitors to thank them for supporting the conference. The exhibit hall will close after this break.

10:15 – 11:15 am

CONCURRENT SESSIONS

Education Track: Basics of Asset Management, including Fraud

Location: Grand Couteau, 5th Floor

This session will introduce and develop the fundamental principles of asset management. The session agenda will cover the entire transaction life cycle. For originations, participants will be exposed to various approaches to valuation, development of residual values, and documentation. Portfolio management topics will include an introduction to regulatory compliance and how to interact with "internal customers" during the term of the transaction. The end of term discussion will cover terminations from default as well as due course lease maturity and disposition of equipment. This session is appropriate for both beginning and intermediate level equipment management professionals.

Speakers:

PHILIP HOUSER

Director, Asset Management
First Citizens Bank

&

MIKE SMITH

President & CEO
RTR Services, Inc.

Technology Track: Technology – IT

Location: Oak Alley, 4th Floor

Moderator:

ROBERT MERCOGLIANO

SVP, Head of Asset Management
PEAC Solutions

Speaker:

TIM FARROW

COO
APTO Solutions

Industry Track: Construction/ Cranes

Location: Nottoway, 4th Floor

Moderators:

NICHOLAS COSCIA

Equipment Manager, Asset Management
Americas CT&I
DLL

&

HEATHER FEITO

Remarketing Manager
DLL

Speakers:

RYAN CHESTERTON

Director
Rouse Services LLC

DAN MELNYK

Director of Sales - North America
Tadano America Corporation

GUILLERMO VAZQUEZ

Vice President, Global Used Remarketing
Manitowoc Cranes, Inc.

Roundtable: How to Manage Through Repossession with GPS & Telematics

Location: Grand Chenier, 5th Floor

Table Moderators:

ANDREW PACE

Chief Client Experience Officer
Asset Compliant Solutions (ACS)

JOSHUA BATES

Sales Director
Green Truck Financial

KEVIN CARR

VP, Financial Services
PassTime GPS Solutions

11:15 – 11:30am

Networking Break

Location: 4th & 5th Floor Foyer

11:30 – 12:30 pm

CONCURRENT SESSIONS

Technology Track: Healthcare

Location: Oak Alley, 4th Floor

Moderator:

ROBERT HERB

Vice President, Global Asset Manager,
Healthcare & Clean Technology
DLL

Speakers:

THOMAS RICKARDS

Equipment Portfolio Manager, HC Americas
DLL

&

JOHN BYRON

President
Global Inventory Management

Industry Track: Plastics & Machine Tools Update*Location: Grand Couteau, 5th Floor*

This session will discuss the current state of the market surrounding plastics and machine tools. Updates on present market dynamics for market segments such as injection molding, blow molding and extrusion equipment for plastics machinery and CNC machinery, metalworking and presses for machine tools will be discussed. Trends in these primary market segments and the impact of the current automotive market, as well as thoughts and expectations for both industries in 2024 and beyond will be presented!

Moderator:

KEVIN SENSENBRENNER

SVP, Senior Managing Director, Head of Asset Management
Stonebriar Commercial Finance

Speakers:

JEFF MILLER, ASA

VP & Director of Valuation Services
Maynards Industries

&

NYK WESTBROOK

VP Business Development – Liquidation Services
Maynards Industries

Industry Track: Return Provisions – Managing Through the End of Term*Location: Nottoway, 4th Floor*

Moderators:

NICHOLAS COSCIA

Equipment Manager, Asset Management
Americas CT&I
DLL

&

KEVIN TOYE

Senior Vice President
Bank of America Global Leasing

Speaker:

VINCENT LORENZ, ASA

Director, Fleet & Valuations
Nations Capital, Inc.

12:30 – 1:45 pm

General Luncheon*Location: Grand Ballroom AB, 5th Floor*

With the extended time for lunch, feel free to step out of the hotel and sample NOLA cuisine right at your doorstep! If you prefer to stay inside, the conference lunch is available and included with your registration.

1:45 – 2:45 pm

CONCURRENT SESSIONS**Transportation Track: Current Trends in the Jones Act / Inland Marine / Marine Construction Markets***Location: Nottoway, 4th Floor*

Moderators:

CASEY HERSCHLER

Consultant
North American Marine Consultants, LLC

&

LAURA GRILL

VP, Asset Management
Truist Equipment Finance Corp.

Speakers:

ANDREW HOLTHAUS

Executive Vice President
Heartland Barge Management

JAMES KEARNS III

Special Counsel
Jones Walker LLP

ERIC LIVINGSTON

Chief Operating Officer
Maritime Partners, LLC

KEITH WEBER
Executive Vice President
North American Marine Consultants, LLC

Education Track: Modeling, Stats and Analytics

Location: Grand Couteau, 5th Floor

While past results are no guarantee of future performance, we know that finding and analyzing data is an important part of forecasting future values. Your crystal ball is at its best when supported by well analyzed data.

In this session we will attempt to discuss the sources of available data, important considerations to have when reviewing the data, as well as conclusions that can be drawn from an analysis. Please come willing to share your thoughts and best practices with the rest of the attendees.

Moderator:

JAMES MERZ

SVP – Head of Equipment Management
Fifth Third Bank, National Association

Speaker:

JACOB MCCARTHY

Director – Appraisals
Rouse Services

Industry Track: Material Handling Industry Trends and What It Means for Your Portfolio

Location: Oak Alley, 4th Floor

Want to add value to your material handling portfolio? If so, you don't want to miss this session. Jim Comerford (Co-Owner of Comerford & Orlando Forklifts) will present on the latest trends in the material handling industry and how these trends will impact residual values. We will discuss the latest advances in forklift and battery technology, supply chain developments, current market conditions and the future outlook in the industry. Please join us to find out why material handling equipment is a must have for any lease portfolio.

Speakers:

JIM COMERFORD

Comerford & Orlando Forklifts

PHILIP HOUSER

Director, Asset Management
First Citizens Bank

THOMAS MONROE

SVP, ATEL Equipment Services
ATEL Capital Group

ALEX OHANESSIAN

VP of Asset Management – IMH
Insight Investments, LLC

Roundtable: Healthcare & Senior Management Discussion

Location: Grand Chenier, 5th Floor

This multi-faceted discussion session will include multiple tables discussing Healthcare topics and multiple tables discussing Senior Management perspectives - their outlooks on today and the future business climate, areas of opportunity and challenges. This session will provide various methods of engagement and overall a lively interactive discussion with your peers.

Healthcare Discussion Leader:

ROBERT HERB

Vice President, Global Asset Manager, Healthcare & Clean Technology
DLL

Sr. Management Discussion Leaders:

DENNIS BOLTON

Head of North America Equipment Finance
Gordon Brothers Equipment Finance

BRIAN DeRUSHA

EVP – Director Asset Management
Wintrust Commercial Finance

GEOFF WALSHE

VP, Equipment Management
Wells Fargo Equipment Finance

2:45 – 3:00 pm

Networking Break

Location: 4th and 5th Floor Foyer

3:00 – 4:00 pm

CONCURRENT SESSIONS

Transportation Track: Conducting Aircraft Appraisals - The Valuation Process *Location: Grand Couteau, 5th Floor*

The on-site aircraft physical condition inspection and maintenance records audit.

Moderators:

DOUG SIMON

Senior VP, Head of Asset Management &
M&T Bank Corporation

GEOFF WALSHE

VP, Equipment Management
Wells Fargo Equipment Finance

Speakers:

BOB COWGILL

Managing Director &
ACI Aviation Consulting

WES ROMAINE

Vice President
ACI Aviation Consulting

Roundtable: Impairment Reviews – Discussing Best Practices

Location: Grand Chenier, 5th Floor

This will be an interactive round table discussion. All equipment Lessors have their own policy and procedures around Impairment Review, so come share your thoughts, opinions, and ideas, and listen to how your peers handle their impairment analysis.

The session will discuss the requirements, frequency, scope, methodology, and best practices to help ensure you are practicing sound portfolio management most efficiently.

Moderators:

KELLY LANE

Senior Managing Director, Head of Asset Management
Ansley Park Capital

JAMES MERZ

SVP – Head of Equipment Management
Fifth Third Bank, National Association

Industry Track: Current State of Ag & Food Equipment Market

Location: Nottoway, 4th Floor

The presentation will be a review of the current state of the agriculture and food equipment markets and a comparison of year-over-year tractor value lines. The presentation will also include the presenters' expectations of the market in the next few years and a couple new agricultural technologies to watch that may have an impact on the market.

Moderator:

ANTHONY GORDON

Director of Asset Management & Remarketing
Farm Credit Leasing

Speaker:

MICHAEL LARSON, A.S.A.

Accredited Senior Appraiser - Senior Asset Management Analyst
Farm Credit Leasing

6:00 – 8:00 pm

Closing Reception

Location: Grand Ballroom, 5th Floor



Come celebrate New Orleans “the Big Easy” with an authentic NOLA band and “Laissez les Bons Temps Rouler” Let the Good Times Roll as we close another great year at the Equipment Management Conference & Exhibition! Heavy hors d’oeuvres and open bar. *This event is included with your conference registration fee.*



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