

Short Line Rail Virtual Field Trip

MARCH 2-3, 2023

We are hosting a virtual field trip featuring meetings with three of the largest, privately-owned short line rail conglomerates in the country: Watco, OmniTRAX and Patriot Rail. Collectively, these companies own ~90 short line railroads while also offering a variety of supply chain services (terminal/port operations, transloading, railcar repair & storage and real estate development).

As background, there are ~600 short line railroads in the U.S. that operate ~140,000 miles of track and often serve as the first and/or last mile of a shipment. The short line rails are key interchange partners with the Class I rails and are focused on driving growth via 1) industrial development and 2) trackload conversions.

We believe these meetings will be timely given the recent developments in the rail sector that include broad based PSR implementation, an enhanced focus on driving volume growth via truck-to-rail conversion, volatility in service metrics, heightened regulatory scrutiny, labor challenges, industry consolidation and recent weakness in the economy/freight market. Simply put, there are a lot of interesting narratives headed into 2023, and we look forward to getting a perspective from the short line rails on these topics.

These will be virtual meetings lasting ~1 hour and will be conducted using a Q&A format (moderated by Justin Long). Please contact your Stephens sales representative if you are interested in attending.

- OmniTRAX, Inc. (private)
- Patriot Rail Company LLC (private)
- Watco Companies, LLC (private)

Schedule for Group Meetings

Thursday, March 2

12:00pm ET
Group Call with Watco

- Dan Smith, CEO

3:00pm ET
Group Call with OmniTRAX

- Management attendees TBD

Friday, March 3

10:30am ET
Group Call with Patriot Rail

- John Fenton, CEO
- Harry Zander, Chief Revenue Officer



Space will be limited. Meeting times and itinerary subject to change. To join the trip or to obtain more information, please contact your Stephens sales representative.

Field Trip Host

Justin Long
Managing Director
Transportation Research
(501) 377-2036
justin.long@stephens.com

Stephens

INSTITUTIONAL EQUITIES & RESEARCH

stephens.com

f in 800-643-9691

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