



FTR | Transportation Conference 2023

The Premier Forecasting Event of the Year

Sessions Descriptions



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Transportation
Conference 2023

Wednesday, Sept. 13
RAIL FREIGHT

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8:45 a.m. Welcome Session
Jonathan Starks, FTR

9:00 a.m. Economic Update: Have You Ever Seen the Rain?
Luisa Fernandez-Wiley, Association of American Railroads

9:45 a.m. Slow Growth: Will 2024 be like 2023?
Todd Tranausky, FTR

10:30 a.m. Data Driving Decisions: How Modern Tech Can Help Shippers And Carriers Pivot To Growth Together
Todd Tranausky, FTR
Harris Ligon, Telegraph
Sabin Reynolds, Watco Companies LLC

11:15 a.m. STB In Focus: Vital Decisions from D.C.
Todd Tranausky, FTR
Karyn Booth, Thompson Hine LLP
Bill Mullins, Baker & Miller, PLLC

1:00 p.m. View from the Class I Suite: Norfolk Southern's Alan Shaw
Eric Starks, FTR
Alan Shaw, Norfolk Southern Corp.

1:45 p.m. A Deep Dive into the Grain Bin
Todd Tranausky, FTR
Glenn Smith, Fieldale Farms Corporation
Nathan Schouvieller, Cargill

2:45 p.m. Knowledge is Power: Harnessing Data Through Technology
John Schmitter, Railstate

3:15 p.m. Intermodal: Measuring Actual Growth
Todd Tranausky, FTR
Phil Shook, Milestone Equipment Holdings, LLC

DON'T MISS:

6:30- 7:30 a.m.
Indy Canal Walk/Run

7:30 a.m. - 7:30 p.m.
Registration Open

7:30 - 8:30 a.m.
Women in Transportation
Breakfast

7:30 - 8:45 a.m.
Breakfast

12:00 - 1:00 p.m.
Lunch

5:30 - 7:30 p.m.
Evening Reception
Grand Hall Bar,
Union Station



8:45 a.m. Welcome Session
Jonathan Starks, FTR

9:00 a.m. Economic Update: Have You Ever Seen the Rain?
Luisa Fernandez-Willey, Association of American Railroads

An industry economist provides their outlook on the indicators to watch heading into 2024 and what it means for freight.

9:45 a.m. Slow Growth: Will 2024 be like 2023?
Todd Tranausky, FTR

FTR presents our outlook for volume growth in the carload and intermodal freight markets over the next year. We'll discuss the sectors we are most keyed in on going forward for signs about where the freight market is trending.

10:30 a.m. Data Driving Decisions: How Modern Tech Can Help Shippers And Carriers Pivot To Growth Together
Todd Tranausky, FTR
Harris Ligon, Telegraph
Sabin Reynolds, Watco Companies LLC

This session brings together a shortline railroad and technology provider to discuss how enhanced visibility and more accurate arrival estimates can help drive volume growth for carriers and shippers. Shippers have complained for years about inaccurate trip plans and unrealistic arrival times. Watco and Telegraph will describe a technology solution they use to help drive crew planning, scheduling, and better ETAs that they provide to shippers.

11:15 a.m. STB In Focus: Vital Decisions from D.C.
Todd Tranausky, FTR
Karyn Booth, Thompson Hine LLP
Bill Mullins, Baker & Miller, PLLC

Two leading transportation attorneys discuss the finer points of the biggest issues presently before the Surface Transportation Board. They'll debate and discuss why these issues are important and what they mean for your business.

1:00 p.m. View from the Class I Suite: Norfolk Southern's Alan Shaw
Eric Starks, FTR
Alan Shaw, Norfolk Southern Corp.

NS' Alan Shaw discusses the opportunities for growth and the challenges related to executing that growth plan in the year ahead.

**1:45 p.m. A Deep Dive into the Grain Bin A Deep Dive into the Grain Bin***Todd Tranausky, FTR**Glenn Smith, Fieldale Farms Corporation**Nathan Schouvieller, Cargill*

Two leaders in the agricultural space discuss the outlook for ag in the year ahead and what the risks to that outlook are moving forward.

2:45 p.m. Knowledge is Power: Harnessing Data Through Technology*John Schmitter, Railstate*

A look at how technological advancements can give shippers better, more predictive data on which to make supply chain decisions. A case study will show how this has worked for shippers in the real world.

3:15 p.m. Intermodal: Measuring Actual Growth*Todd Tranausky, FTR**Phil Shook, Milestone Equipment Holdings, LLC*

After several tough years for intermodal, this panel provides a look toward what could be different in 2024. We'll look at the competitive dynamics in play and what could support intermodal volume growth in 2024.