



FTR | Transportation Conference 2023

The Premier Forecasting Event of the Year

Sessions Descriptions



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FTR

Transportation
Conference 2023

Monday, Sept. 11
TRUCK EQUIPMENT

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|------------|---|
| 8:45 a.m. | Welcome Session
<i>Jonathan Starks, FTR</i> |
| 9:00 a.m. | The Economy and the Commercial Vehicle Market
<i>Avery Vise, FTR</i> |
| 9:30 a.m. | FTR's Outlook for the Class 8 Market
<i>Eric Starks, FTR</i> |
| 10:15 a.m. | Emissions Rules and the Commercial Truck Industry
<i>Sean Waters, Daimler Truck North America</i> |
| 11:00 a.m. | FTR's Outlook for the Trailer Market
<i>Avery Vise, FTR</i> |
| 11:30 a.m. | An Equity Analyst's Perspective on the Class 8 Outlook
<i>Matt Elkott, TD Cowen</i> |
| 1:00 p.m. | CV Keynote: Göran Nyberg, Navistar
<i>Eric Starks, FTR</i>
<i>Göran Nyberg, Navistar</i> |
| 1:30 p.m. | Update on North American Intermodal Equipment Market
<i>Eric Starks, FTR</i>
<i>Sean Kenney, Hyundai Translead</i> |
| 2:00 p.m. | Used Trucks: When Will We See Stability?
<i>Chris Visser, J.D. Power</i> |
| 2:45 p.m. | Perspectives from Fleet Executives
<i>Avery Vise, FTR</i>
<i>Kirk Altrichter, Kenan Advantage Group</i>
<i>Stacy Earnhardt, Best Logistics Group</i>
<i>Mike Jeffress, Maverick Transportation</i> |
| 3:30 p.m. | FTR's Outlook for the Medium-Duty Truck Market
<i>Eric Starks, FTR</i> |

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 - 8:45 a.m.
Breakfast

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. The Economy and the Commercial Vehicle Market
Avery Vise, FTR

The economy certainly has changed greatly over the past year, but uncertainty has hardly evaporated. This session offers an assessment of key trends in the global economy, what distortions from the pandemic remain, and how those factors might affect demand for commercial vehicles as well as costs and production levels.

9:30 a.m. FTR's Outlook for the Class 8 Market
Eric Starks, FTR

Starting with a brief overview of the freight dynamics and economic forces that drive demand, this session will lay out FTR's assessment of the Class 8 market, including a recap of orders and backlogs and forecasts of shipments and retail sales for the coming year. Just as important, we will delve into the key risks that might lead to a stronger or weaker market.

10:15 a.m. Emissions Rules and the Commercial Truck Industry
Sean Waters, Daimler Truck North America

Commercial truck manufacturers and their customers are facing a plethora of changes related to emissions of greenhouse gases and pollutants not only from the Environmental Protection Agency but also from the California Air Resources Board and from other states that adopt California's regulations. This session will review the status of these changes and how they might affect truck technology and purchasing in the years to come.

11:00 a.m. FTR's Outlook for the Trailer Market
Avery Vise, FTR

Longstanding driver productivity challenges and more recent developments such as shifts in distribution strategies and constraints due to labor and parts availability have propped up demand for trailers. Will a slowing economy finally mean a downturn for the market?

11:30 a.m. An Equity Analyst's Perspective on the Class 8 Outlook
Matt Elkott, TD Cowen

Hear a leading Wall Street analyst's views on where the market for Class 8 trucks is headed during the year ahead.

**1:00 p.m. CV Keynote: Göran Nyberg, Navistar***Eric Starks, FTR**Göran Nyberg, Navistar*

Göran Nyberg, Navistar's executive vice president of commercial operations, will share his insights into the commercial truck market gained through more than two decades of senior executive positions with multiple truck OEMs in both North America and Europe.

1:30 p.m. Update on North American Intermodal Equipment Market*Eric Starks, FTR**Sean Kenney, Hyundai Translead*

One consequence of U.S. trade policy over the past several years has been expanded opportunities for North American suppliers of intermodal chassis and containers. This session will explore how that market has developed so far and where it might go in the years ahead.

2:00 p.m. Used Trucks: When Will We See Stability?*Chris Visser, J.D. Power*

Extraordinary freight demand and a limited supply of new trucks, sent used truck prices soaring in 2021, but the market began to correct in a major way by mid-2022. This session explores whether the big swings are behind us and where the used truck market is heading as 2024 approaches.

2:45 p.m. Perspectives from Fleet Executives*Avery Vise, FTR**Kirk Altrichter, Kenan Advantage Group**Stacy Earnhardt, Best Logistics Group**Mike Jeffress, Maverick Transportation*

Executives with leading fleets will discuss a host of pressing and longer-term issues in equipment management, including how pandemic disruptions have affected purchasing, maintenance, and lifecycles; how emissions regulations factor into their long-range planning; and how they view emerging technologies such as electric powertrains and autonomous driving systems.

3:30 p.m. FTR's Outlook for the Medium-Duty Truck Market*Eric Starks, FTR*

The medium-duty truck market saw major stresses during the pandemic with demand surging on the heavy end of final mile but production was constrained as manufacturers shifted scarce semiconductors and other components to Class 8 production. With both supply and demand stabilizing, what does the future hold for Class 4 through 7?