



CONFERENCE AGENDA

Sept. 9-12, 2024
Indianapolis, IN

FTR | Transportation
Conference 2024



2024 FTR Conference Agenda

Sunday, Sept. 8

ACTIVITIES

4:30 - 7:00 PM

Registration Open
Grand Hall Lobby

5:30 - 7:00 PM

FTR Conference Kick-off Reception
Grand Hall Bar

Special Thanks to Our Title Sponsor

***THE
GREENBRIER
COMPANIES***

6:30 AM	Indy Canal Walk/Run Sponsored by Telegraph	Crowne Plaza Lobby
7:30 AM	Networking Breakfast	Union Station Exhibit Hall
8:30 AM	Truck Equipment Kick-Off <i>Jonathan Starks, FTR</i>	
8:45 AM	The Economy and the Commercial Vehicle Market <i>Eric Starks, FTR • Avery Vise, FTR</i>	
9:15 AM	FTR's Class 8 Market Outlook <i>Dan Moyer, FTR</i>	
9:45 AM	Bracing for the 2027 Emissions Change <i>Krista Toenjes, Cummins Inc. • Paul Rosa Penske • Brian Kujala, Link Manufacturing • Avery Vise, FTR</i>	
11:00 AM	FTR's Trailer Market Outlook <i>Eric Starks, FTR • Dan Moyer, FTR</i>	Networking Break - 10:30 AM
11:30 AM	An Equity Analyst's Perspective on the CV Outlook <i>Jeffrey Kauffman, Vertical Research Partners</i>	
12:00 PM	Lunch Sponsored by Atlantic Logistics	Union Station Exhibit Hall
1:00 PM	Truck Equipment Keynote <i>David Carson, Daimler Truck North America • Jonathan Starks, FTR</i>	
1:30 PM	Used Trucks: Have Market Disruptions Ended? <i>Chris Visser, J.D. Power</i>	
2:00 PM	FTR's Medium-Duty Outlook <i>Dan Moyer, FTR</i>	
2:45 PM	ZEVs: Next Big Thing or An Emerging Short-Circuit? <i>Brett Wilson, Ryder • Mike Roeth, NACFE • Greer Woodruff, J.B. Hunt • Ryan Clayton, Nikola Corp. • Dan Moyer, FTR</i>	Networking Break - 2:30 PM
3:45 PM	Insights from Leading CV End-Users? <i>Bruce Stockton, Wilson Logistics • Justin Weber, Venture Logistics • Aaron Thompson, Transport Enterprise Leasing, LLC • Avery Vise, FTR</i>	
4:30 PM	Market Intelligence Master Class <i>Derek Young, FTR</i>	
5:30 PM	Truck Industry Evening Reception Sponsored by NTDA	Grand Hall Bar



6:30 AM	Indy Canal Walk/Run Sponsored by Telegraph	Crowne Plaza Lobby
7:30 AM	Networking Breakfast	Union Station Exhibit Hall
7:30 AM	Women in Transportation Meet & Greet In partnership with Women In Trucking Sponsored by Atlantic Logistics	Milwaukee
8:30 AM	Truck Freight Kick-Off Jonathan Starks, FTR	
8:45 AM	The FTR Outlook: Can the U.S. Economy Continue to Sustain Growth? Jonathan Starks, FTR • Eric Starks, FTR	
9:30 AM	The Road Ahead: FTR's Outlook for Truck Freight Avery Vise, FTR	
10:00 AM	Carriers' Perspectives on a Return to Growth Avery Vise, FTR • Doug Jordan, Jordan Carriers • Rob Sauer, Hill Bros. Transportation • Lawrence Massengil, Big M Transportation	
11:00 AM	Insights from Wall Street on Trucking and Logistics Lee Klaskow, Bloomberg, LP	Networking Break - 10:30 AM
11:30 AM	Shippers' Views on a Changing Truck Freight Market John Janson, SANMAR • Travis Krous, Nestle Purina • Ron Guzzi, Home Depot • Avery Vise, FTR	
12:00 PM	Lunch Sponsored by Atlantic Logistics	Union Station Exhibit Hall
1:00 PM	Truck Freight Keynote Erin Van Zeeland, Schneider National • Jonathan Starks, FTR	
1:30 PM	Brokers' Views on an Emergence from the Bottom Dave Broering, NFI Industries • Justin Danks, Sunset Transportation • Ryan Hammett, CH Robinson • Avery Vise, FTR	
2:00 PM	Trucking Across the Southern Border Avery Vise, FTR • David Spencer, Arrive Logistics • Mark Vickers, Reliance Partners	Networking Break - 2:30 PM
3:00 PM	How Regulation and Enforcement are Reshaping Trucking Sean Garney, Scopelitis	
3:30 PM	What Can A.I. Do for Truck Freight Today? Amit Prasad, Industry Expert • Avery Vise, FTR	
4:00 PM	What is the "New Normal" For Trucking? Avery Vise, FTR • Jeff Tucker, Tucker Company Worldwide, Inc. • Dave Ross, Roadrunner Transportation Systems, Inc	
4:30 PM	Market Intelligence Master Class Derek Young, FTR	
5:30 PM	Greenbrier Gridiron Gathering Sponsored by The Greenbrier Companies	Lucas Oil Stadium



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7:30 AM	Networking Breakfast	Union Station Exhibit Hall
7:30 AM	Women in Transportation Meet & Greet In partnership with Women In Trucking Sponsored by Atlantic Logistics	Milwaukee
8:30 AM	Rail Freight Kick-Off Jonathan Starks, FTR	
8:45 AM	Is the Economy Still On Track? Trevor Gillen, TTX	
9:30 AM	Riding the Rails: FTR's Outlook for Rail Freight Joseph Towers, FTR	
10:00 AM	More Insight on the Rail Freight Market Ken Hoexter, Bank of America • Jonathan Starks, FTR	
Networking Break - 10:30 AM		
10:45 AM	Intermodal: Poised for Growth or Stuck in Neutral? Jon Gabriel, BNSF Railway • Robert Hooper, Jr., Atlantic Logistics • Joseph Towers, FTR	
11:30 AM	The Critical Connection Between Class I and Shipper Stefan Loeb, Norfolk Southern • Bob Babcock, LA&L Railroad • Eric Starks, FTR	
12:00 PM	Lunch Sponsored by Atlantic Logistics	Union Station Exhibit Hall
1:00 PM	Rail Freight Keynote Luisa Fernandez-Willey, Canadian National • Eric Starks, FTR	
1:45 PM	Is Rail Meeting Shippers' Expectations? Todd Tranausky, Americas Stryenics • Kristin Dixon, Third Coast Commodities • Harris Ligon, Telegraph • Jonathan Starks, FTR	
Networking Break - 2:30 PM		
3:00 PM	What's Washington's Plan for Rail? Karyn Booth, Thompson Hine LLP • William Mullins, Mullins Law Group • Joseph Towers, FTR	
3:45 PM	Driving Transparency In The Rail Industry John Schmitter, RailState	
4:30 PM	Market Intelligence Master Class Derek Young, FTR	
5:30 PM	Delivering the Future of Rail Sponsored by TrinityRail	The Indiana Rail Road

6:30 AM	Indy Canal Walk/Run Sponsored by Telegraph	Crowne Plaza Lobby
7:30 AM	Networking Breakfast	Union Station Exhibit Hall
8:30 AM	Rail Equipment Kick-Off <i>Jonathan Starks, FTR</i>	
8:45 AM	Rail Leasing Keynote <i>Eric Starks, FTR • Paul Titterton, GATX Corp.</i>	
9:30 AM	FTR's Perspective on Rail Equipment <i>Eric Starks, FTR • Joseph Towers, FTR</i>	
10:00 AM	Equipment Finance: The Money Behind the Market <i>David Nahass, Railroad Financial Corporation • Joseph Devoe, Helaba • Sean Hankinson, Industry Expert. • Eric Starks, FTR</i>	
		Networking Break - 10:45 AM
11:00 AM	Box Cars: Will Demand Recover to Meet Build Expectations? <i>Kevin Cook, Modern Rail Capital, LLC • Brian Smalley, National Steel Car • Jonathan Starks, FTR</i>	
11:30 AM	The Shipper's Decision To Keep or Ditch A Car <i>Rob Cook, Bunge • Todd Tranausky, Americas Stryenics • Joseph Towers, FTR</i>	
12:00 PM	Lunch Sponsored by TrinityRail	Union Station Exhibit Hall
1:00 PM	Rail Equipment Keynote <i>Charley Moore, TrinityRail • Eric Starks, FTR</i>	
1:45 PM	Insights from the Supply Chain on Rail Equipment Demand <i>John O'Bryan, Industry Expert • Brad Myers, Amsted Rail/Amsted Digital • Joseph Towers, FTR</i>	
		Networking Break - 2:30 PM
3:00 PM	Covered Hoppers: Is There Any Limit to Demand? <i>Jay Carter, Greenbrier Companies • Ben Elpers, The Andersons • Eric Starks, FTR</i>	
3:30 PM	Gondolas: Can Replacement Bolster the Market? <i>Patrick Kurtz, American Industrial Transport • Jonathan Starks, FTR</i>	
4:00 PM	Tank Cars: Steady As It Goes? <i>Daniel Windle, TrinityRail • David Horwitz, GATX • Joseph Towers, FTR</i>	