



# FTR | Transportation Conference 2022

The Premier Forecasting Event of the Year

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## Session Descriptions



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# FTR

Transportation  
Conference 2022

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**Thursday, Sept. 15**  
**RAIL FREIGHT**



## Thursday, Sept. 15

# RAIL FREIGHT

**8:45 a.m** **Welcome Session**  
*Eric Starks, FTR*

**9:00 a.m** **The Foundation of Freight: What the Economic Landscape Tells Us**  
*Emily Myers Sanchez, American Chemistry Council*

**9:45 a.m** **Supply Chain Shifts: How to Navigate the Changes**  
*Todd Tranausky, FTR*

**10:45 a.m** **Freight by Numbers: Understanding the Industry Through Data**  
*John Schmitter, RailState, LLC*

**11:15 a.m** **Regulators Take Center Stage: A Look Into the D.C. Regulatory Scene**  
*Todd Tranausky, FTR*  
*Karyn Booth, Thompson Hine LLP*  
*Bill Mullins, Baker & Miller, PLLC*

**1:00 p.m** **Inside the Mind of a Shipper: Approaching Rail Freight**  
*Kevin Murray, Red Gold*

**1:30 p.m** **A Short-Line Perspective: How Short-Lines are Preparing for the Year Ahead**  
*Todd Tranausky, FTR*  
*John Goldman, Louisville & Indiana Railroad*

**2:00 p.m** **An Expert Perspective: The Petroleum Sector**  
*Chris Baltimore, Argus Media*

**2:45 p.m** **Wall Street's Stance: The Financial Community's Focus**  
*Justin Long, Stephens, Inc.*

**3:15 p.m** **Intermodal: Growth Darling or Disappointment?**  
*Todd Tranausky, FTR*  
*David Marsh, Celtic International, Inc.*  
*Craig Paulsen, Schneider National*

### DON'T MISS:

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

**7:00 a.m. - 7:30 p.m.**  
Registration Open

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

**10:30 - 10:45 a.m.**  
Networking Break

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

**2:30 - 2:45 p.m.**  
Networking Break

**4:45 - 5:30 p.m.**  
Women in Rail  
Transportation Reception  
Grand Hall Bar,  
Union Station

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



# RAIL FREIGHT

**8:45 a.m. Welcome Session**  
*Eric Starks, FTR*

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**9:00 a.m. The Foundation of Freight: What the Economic Landscape Tells Us**  
*Emily Meyers Sanchez, American Chemistry Council*

Hear from a respected industry economist about the economic indicators most likely to change the shape of freight demand over the next year. In addition, it will address the biggest risk factors among economic and industry outlooks.

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**9:45 a.m. Supply Chain Shifts: How to Navigate the Changes**  
*Todd Tranausky, FTR*

This session will offer the FTR perspective on where carload and intermodal freight is headed in the year ahead. After a year of constantly shifting sands, we'll provide our best outlook on where things are headed.

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**10:45 a.m. Freight by Numbers: Understanding the Industry Through Data**  
*John Schmitter, RailState, LLC*

All sorts of new data is available to the rail industry to better track their equipment as it moves. This session will discuss some of best and brightest insights shippers can gain from these new data sources and how to best leverage them.

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**11:15 a.m. Regulators Take Center Stage: A Look Into the D.C. Regulatory Scene**  
*Todd Tranausky, FTR*  
*Karyn Booth, Thompson Hine LLP*  
*Bill Mullins, Baker & Miller, PLLC*

Two regulatory attorneys discuss and debate the major issues of the day as the Surface Transportation Board becomes more active in the industry. After several dormant years, shippers are again having to lean into the regulatory scene in Washington, DC.

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**1:00 p.m. Inside the Mind of a Shipper: Approaching Rail Freight**  
*Kevin Murray, Red Gold*

A leading rail shipper discusses the market from their perspective along with the potential risk factors they are watching that could alter the modal or overall volume landscape in the year ahead.



**1:30 p.m.     A Short-Line Perspective: How Short-Lines are Preparing for the Year Ahead**  
*Todd Tranausky, FTR*  
*John Goldman, Louisville & Indiana Railroad*

A leading short-line executive provides perspective and outlook for how these smaller carriers are handling uncertainty and service disruptions in the economy and at their Class I partners.

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**2:00 p.m.     An Expert Perspective: The Petroleum Sector**  
*Chris Baltimore, Argus Media*

An expert on how crude oil and ethanol moves by rail will give us the inside perspective on what to expect from this commodity group in the months ahead, as well as a look at where and how the market is moving now.

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**2:45 p.m.     Wall Street's Stance: The Financial Community's Focus**  
*Justin Long, Stephens, Inc.*

One of the Wall Street analysts that follows the rail sector will provide his thoughts on what the rail industry's shareholders will focus on in the year ahead.

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**3:15 p.m.     Intermodal: Growth Darling or Disappointment?**  
*Todd Tranausky, FTR*  
*David Marsh, Celtic International, Inc.*  
*Craig Paulsen, Schneider National*

Intermodal was supposed to be the growth driver for rail volumes for decades to come, but the last few years have been challenging. Intermodal market experts discuss what they see on the road ahead for the industry.