



FTR | Transportation Conference 2022

The Premier Forecasting Event of the Year

Session Descriptions



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Transportation
Conference 2021

Thursday, Sept. 15
RAIL FREIGHT



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

9:00 a.m **The Foundation of Freight: What the Economic Landscape Tells Us**
Emily 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 **The Railroad Perspective: How a Class I Executive is Planning for the Year Ahead**

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

5:30 - 7:30 p.m.
Evening Reception



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 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.

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.

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.

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.

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. The Railroad Perspective: How a Class I Executive is Planning for the Year Ahead

Coming out of the pandemic has not been a straight-line process or smooth for the rail industry. Hear a Class I executive discuss the carrier perspective and what the carriers are watching in the year ahead.

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.

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.

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.