

**Eric Starks**  
**Chairman & CEO**

Eric Starks is Chairman and CEO of FTR, the industry leader in freight transportation forecasting. Eric has spent his entire career in the freight transportation sector and is a leading researcher in freight modal share analysis and forecasting. His background includes research in both rail and truck freight movements and asset equipment purchases. He is currently one of the premier industry forecasters on transportation equipment demand for rail cars, commercial trucks and trailers.

Eric is a frequent speaker at Wall Street analyst meetings, association events, and private meetings. He has a unique ability to communicate to his audiences how the economy, logistics, freight, and equipment demand impacts their respective business. He is an active member of the transportation community, former board member for NITL, and was instrumental in the creation of the Indiana University Transportation Board.

Eric holds a BS in Finance from Indiana University and is married and resides in Bloomington, Ind. with his wife Shannon and four children (all boys) who keep them busy. As an avid athlete, he enjoys participating in endurance sporting events that include swimming, biking and running. His most recent pursuit was a 1/2 Ironman triathlon.