



FTR 2010 Transportation Conference

Conference Agenda

*Turning The Corner:
Shifting From Survival To Growth*

Tuesday, September 14, 2010

- 11am -10 p.m. **Registration** - Grand Hall Foyer
Hospitality Suite - New York Central Room (Stop in for Refreshments!)
- 12:00 p.m. **Golf** (All Levels Welcome!) - Eagle Creek Golf Club
- 6:30-8:30 p.m. **Reception** - Old Union Station Grand Hall Bar

Wednesday, September 15, 2010 (two tracks of meetings for part of the day)

- 5:30am **Join Eric Starks for a 5 Mile Run, Indy Canal** **Meet in Crowne Plaza Hotel Lobby**
- 6:30am **Breakfast - Illinois Street Ballroom**
Full Session – Grand Hall
- 7:45 a.m. **Welcome**
- 8:00 a.m. **Economic Outlook**
William Strauss Senior Economist; Federal Reserve Bank of Chicago
- 9:00 a.m. **Transportation Overview**
Jason H. Seidl Director, Equity Research;
Dahlman Rose & Co., LLC
- FTR Freight Outlook**
Noel Perry Managing Director & Senior Consultant;
FTR Associates
- 10:00 a.m. **Break**
- 10:15 a.m. **Track 1 - Grand Hall**
Truck Freight Outlook
FTR Overview & Outlook
Noel Perry Managing Director & Senior Consultant;
FTR Associates
- Trucking Outlook Panel**
Moderator: Noel Perry Managing Director & Senior Consultant;
FTR Associates
Panelists:
Max Fuller Co-Chairman; U.S. Xpress Enterprises, Inc.
Mike Hinz Vice President, Driver Recruiting; Schneider National
Scott Arves President & Chief Executive Officer;
Transport America
Donald Broughton Director, Senior Transportation Analyst;
Avondale Partners
- Noon **Lunch - Illinois Street Ballroom**
- 1:15 p.m. **Rail Freight Outlook**
FTR Overview & Outlook
Lawrence J. Gross Senior Consultant; FTR Associates
- Rail Outlook Panel**
Moderator: Lawrence J. Gross Senior Consultant;
FTR Associates
Panelists:
David Garin Group Vice President, Industrial Products;
BNSF Railway
Larry Davis VP Sales & Marketing; Paducah & Louisville
Railway, Inc.
Jeff Ashcraft Director of Intermodal Carrier Relations;
J.B. Hunt Transport
John Larkin Managing Director; Stifel Nicolaus Transportation
Research
- 3:00 p.m. **Break**
- Track 2 - Edison Room**
Water Freight Outlook
Domestic Freight
Ken Eriksen Senior VP-Transportation & Logistics
Informa Economics, Inc.
- Domestic Equipment**
Richard F. McCarty Marketing Manager; American
Commercial Lines
- International Ocean Freight**
Sheila Hewitt Vice President; Transplace International
- Lunch - Illinois Street Ballroom**
Air Freight Outlook
**Air & Less-than-Container-Load (LCL) Ocean
Freight**
Brian Clancy
Managing Director and Co-Founder
Logistics Capital & Strategy, LLC
- Wall Stree Perspective**
John Barnes
Managing Director, Equity Research RBC Capital Markets
- Break**

2010 Conference Agenda Continued

Wednesday, September 15, 2010

Full Session - Grand Hall

- 3:30 p.m. **Transportation Legislative Update**
Rail Update
Nicholas J. DiMichael Of Counsel-Transportation; Thompson Hine LLP
- Trucking Update
Annette Sandberg President; TransSafe Consulting, LLC
- 5:15 p.m. **Closing Remarks & Daily Wrap-up**
- 6:30-8:00 p.m. **Reception - Old Union Station Grand Hall Bar**
- 5:00-10:00 .m. **Hospitality Room Open (All are welcome)**

Thursday, September 16, 2010 (two tracks for meetings)

- 6:30 a.m. **Join Eric Starks for a 3 Mile Run**
- 6:45 a.m. **Breakfast - Illinois Street Ballroom**
- 8:00 a.m. **Track 1 - Grand Hall**
Shipper Environment
FTR Overview & Outlook
Noel Perry Managing Director & Senior Consultant; FTR Associates
Shippers Panel
Moderator
John Gentle President; John A Gentle & Associates, LLC
Panelists
Wayne Johnson Manager Carrier Relations; Owens Corning
Paul Newbourn Senior Vice President – Operations; Armada Supply Chain Solutions, dba Hub One Logistics/LXP/BASIX
George Macko Manager, Transportation; USG Corporation
- 10:00 a.m. **Break**
- 10:15 a.m. **Commercial Vehicle Equipment Outlook**
Fleet Equipment Panel
Moderator:
Eric Starks
President; FTR Associates
- Panelists:
Keith Klein
Executive VP & Chief Operating Officer; Transport America
Thomas Jackson
Director, Marketing Research & Analysis; Estes Express Lines
- 11:45 a.m. **Lunch – Illinois Street Ballroom**
- 12:45 p.m. **Commercial Vehicle Equipment Outlook**
Suppliers Perspective
Merv Dunn President & CEO; Commercial Vehicle Group
- Wall Street Analysts Perspective
Kristine Kubacki Senior Analyst; Avondale Partners
- Break (1:45 p.m.)**
- FTR Heavy Truck and Trailer Outlook
Eric Starks President; FTR Associates
- 3:15 p.m. **Conference Closing Remarks - Noel Perry**
- Meet in Crowne Hotel Lobby**
- Track 2 - Edison Room**
CV Equipment Special
Used Truck Market
Steve Clough President; Arrow Truck Sales
Medium Duty Outlook
Jon Starks Director Transportation Analysis; FTR Associates
- Fleet Sentiment Survey Results
Chris Kemmer President; CK Marketing
- Aftermarket
John L. Blodgett Jr. Sales and Marketing Manager; MacKay & Company
- Railcar Equipment Outlook**
Panel: Buyers, Owners, and Financing
Moderator:
Richard Kloster Senior Consultant; FTR Consulting Group
Panelists:
Paul Titterton Vice President and Executive Director of Fleet Portfolio Management; GATX Corporation
Rob Hart Senior Vice President & Product Delivery Sr. Officer-Credit; Bank of America
Karen Burchfield AVP Intermodal and Automotive Equipment; BNSF Railway
Gregory Lellouche
Global Industrials Group; UBS Investment Bank
- Railcar Equipment Outlook**
Panel: Manufacturers and Suppliers ✳
Moderator:
Richard Kloster
Senior Consultant; FTR Consulting Group
- Panelists:
Robert Pickel Sr. VP, Marketing & Sales; National Steel Car
Brad Myers VP Marketing & Sales; Amsted Rail
Dave Turner Executive Vice President; Watco Companies
Kirk Knauff Vice President, Corporate Marketing and Services RMI
Rasesh Shah President; The Andersons' Rail Group
- Break (2:00 p.m.)**
- FTR Overview & Outlook
Richard Kloster Senior Consultant; FTR Consulting Group

Mark Your Calendar For Next Year's Conference
September 13-15, 2011 Downtown Indianapolis, IN

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