Automation, Innovation, & Regulation: What’s on the Horizon?

AUGUST 21 – 23

NA COMMERCIAL VEHICLE & TRANSPORTATION INDUSTRIES
REVIEW & OUTLOOK: 2017-2021

ACT Research’s 57th Seminar

| Contributor to Blue Chip Economic Indicators |
| Member of WSJ Economic Forecast Panel |

CV ANALYSIS OF CURRENT CHALLENGES & OPPORTUNITIES

COMPREHENSIVE ECONOMIC REVIEW

INDUSTRY LEADER GUIDANCE: OEMS, FLEETS, FINANCIAL & SUPPLIERS

NETWORKING

TECHNOLOGICAL ADVANCES OF TODAY AND TOMORROW

THE COMMONS
COLUMBUS, IN
300 Washington Street
Columbus, IN 47201

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(812) 379-2085
trucks@actresearch.net
### Seminar 57

**NA COMMERCIAL VEHICLE & TRANSPORTATION INDUSTRIES**

**REVIEW & OUTLOOK: 2017-2022**

Special emphasis on Automation, Innovation, & Regulation: What’s on the Horizon?

*The Commons, Columbus, IN*


ACT Research Office | $300.00

ACT Research and LMC Automotive, along with David Teolis, PH.D., Senior Manager of Economic and Industry Forecasting - International, at General Motors Corp., will be offering the workshop to learn more about the dominant markets pertinent to the commercial vehicle industry. The focus will be primarily on India, China, South America, and Europe.

Discussion Dinners: meet in the Hotel Indigo lobby 30 minutes prior to dinner start time. Our [mobile app](#) also provides directions via Google Maps.

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<thead>
<tr>
<th>GROUP</th>
<th>TIME</th>
<th>TOPIC</th>
<th>HOST</th>
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<tbody>
<tr>
<td>1 Henry’s Social Club</td>
<td>6:30pm</td>
<td>HD Class 8 Trucks &amp; Tractors</td>
<td>Kenny Vieth &amp; Tim Denoyer</td>
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<tr>
<td>2 Taku Japanese Steak House</td>
<td>6:15pm</td>
<td>N.A. MD Classes 4-7 &amp; Used Trucks</td>
<td>Steve Tam</td>
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<tr>
<td>3 Camila’s Mexican Restaurant</td>
<td>6:30pm</td>
<td>Trailer Industry</td>
<td>Frank Maly &amp; Tom Czapka</td>
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<td>4 Tre Bicchieri</td>
<td>6:00pm</td>
<td>U.S. Economy</td>
<td>Jim Meil</td>
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<tr>
<td>5 Upland Brewery</td>
<td>6:15pm</td>
<td>China</td>
<td>Bob Perkins &amp; Jennifer McNealy</td>
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<tr>
<td>6 Joe Willey’s</td>
<td>6:45pm</td>
<td>ACT Research Networking</td>
<td>Debby Steinbarger, Donavan Gerken, Brian Armstrong</td>
</tr>
<tr>
<td>7 E-Sushi</td>
<td>6:30pm</td>
<td>Update on Engine Trends and Forecast</td>
<td>Tom Rhein, Mike Eaves (Rhein Associates), Don Kahoun, Ken Vieth</td>
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<td>Time</td>
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<td>Speaker(s)</td>
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<td>7:45 – 8:00am</td>
<td>Welcome to ACT Research’s 57th Seminar: Ken Vieth – Senior Partner &amp; General Manager, ACT Research</td>
<td>Ken Vieth</td>
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<tr>
<td>8:00 – 8:30am</td>
<td>Economy: Sam Kahan – Chief Economist, ACT Research, Retired-Fed Reserve Bank Chicago</td>
<td>Sam Kahan</td>
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<tr>
<td>8:30 – 9:00am</td>
<td>Economy II: Jim Meil – Principal, Industry Analysis, ACT Research</td>
<td>Jim Meil</td>
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<td>9:00 – 10:15am</td>
<td>Class 8 Review &amp; Forecasts: Kenny Vieth – President &amp; Senior Analyst, ACT Research</td>
<td>Kenny Vieth</td>
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<td>10:15 – 10:30am</td>
<td>Refreshment Break</td>
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<tr>
<td>10:30 – 11:10am</td>
<td>Used Trucks: Steve Tam – Vice President, ACT Research</td>
<td>Steve Tam</td>
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<td>11:10 – 12:00pm</td>
<td>OEM Viewpoint: Mark Zhang, Ph.D. – Business Economics &amp; Analytics Director, Navistar</td>
<td>Mark Zhang</td>
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<td>12:00 – 1:00pm</td>
<td>Lunch</td>
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<td>1:00 – 1:45pm</td>
<td>Trucking Game Changers: Daniel Murray – Vice President, ATRI: American Transportation Research Institute</td>
<td>Daniel Murray</td>
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<td>1:45 – 2:20pm</td>
<td>Facilitating Innovation: Ananda Pandy – Team Leader, ADAS/R&amp;D, WABCO North America</td>
<td>Ananda Pandy</td>
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<td>2:20 – 3:05pm</td>
<td>Legislative and Regulatory Environment for New Technology: Disruptive, Cooperative, or None of the Above? – Ann Wilson, Senior Vice President, Gov’t Affairs &amp; Brian Daugherty, Chief Technology Officer – MEMA: Motor &amp; Equipment Manufacturers Association</td>
<td>Ann Wilson, Brian Daugherty</td>
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**Register at The Commons beginning at 6:30am**

**Continental breakfast provided**
<table>
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| 3:05 - 3:15pm | Economic & Equipment Survey Results: Jennifer McNealy – Research Analyst, ACT Research  
ACT will share economy and equipment survey responses of participating seminar attendees. The goal of this historically beneficial exercise is to identify and understand differences between the consensus and ACT’s forecasts. |
| 3:15 - 3:30pm | Refreshment Break                                                                                                                                                                                                                                                                                                                                 |
| 3:30 - 5:00pm | **U.S. TRAILER MARKET**  
Beginning with Brent Yeagy, from the country’s largest trailer manufacturer, Wabash National Corporation (WNC), three presenters will dissect the U.S. trailer market. Topics the speakers will cover include new product (truck? and trailers) being developed to meet the needs of evolving distribution networks, where GHG and fuel economy regulations fit in the world of trailers. Frank Maly will review the current trailer market, followed by Kenny Vieth, who will reveal ACT’s long-term forecasts and supporting analysis.  
**OEM Viewpoint:** Brent Yeagy – President & COO, Wabash National Corporation  
**U.S. Market:** Frank Maly – Director of CV Transportation & Analysis, ACT Research  
**U.S. Forecasts:** Kenny Vieth, President & Senior Analyst, ACT Research |
| 3:30 - 5:00pm | **N.A. MEDIUM DUTY VEHICLE MARKET**  
The medium duty vehicle market is very diverse and becoming even more so. Jim Castelez will offer a glimpse into one of the segments newest, most rapidly developing entrants, electric vehicles. Afterward, Steve Tam will review the state of the current market, as well as ACT’s expectations for where the market is headed.  
**The Electric Medium Duty Truck: Innovation in Action:** Jim Castelez – CEO & Founder, Motiv Power Systems  
**U.S. Market & Forecasts:** Steve Tam – Vice President, ACT Research |

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**Dinner at the “ACT Garage”**

6:00pm – 9:00pm | A Touch of Hoosier Hospitality  
Dinner will be served at ACT’s office. Come for dinner, refreshments and music provided by DAN and LINDA MUSTARD. Angus steaks, Indiana pork ribs, shrimp, international cheeses, and many specialty foods will be served. Network until you are full!  
**Bus Departures** from Indigo: 5:30, 6:00, & 6:30pm  
**Bus returns** to Indigo: 8:15, 8:45, & 9:15pm
Wednesday, August 23, 2017
Register at The Commons beginning at 6:30am
Continental breakfast provided

7:45 – 8:00am
Opening Comments: Ken Vieth – Senior Partner & General Manager, ACT Research

8:00 – 10:00am
Dealer Panel
John Shireman
Dealer Principal
UHL Truck Sales
(International)
Steve Bassett
President
General Truck Sales
Volvo, Mack, Hino, Isuzu
2016 Volvo Dealer of the Year
Craig Kendall
Specialty Markets Manager
The Pete Store
Moderator – Jim Meil

10:00 – 10:15am
Refreshment Break
10:15 – 11:00am
Rail & Intermodal: Ron Sucik – Senior Intermodal Advisor, ACT Research; Principal, RSE Consulting
Ron has spent his working career in and around trains and the intermodal world. What is he seeing regarding future competition between rail and road as global trade shifts and transportation are occurring, impacting ports of destination and short to long haul freight movements? At the same time, manufacturing, wholesale and retail are finding that yesterday’s distribution patterns are in a state of flux for a host of reasons. Will trucking be more or less competitive with rail going forward, or does it even matter?
11:00 – 11:30am
Wrap-Up Discussion: ACT Research Staff
Ask the questions that you didn’t get the chance to ask.
11:30am
Lunch

Housing reservations should be made directly with the hotels:
Hotel Indigo: Phone: 812-375-9100 | Group Code: ACT Research
Courtyard Marriott: Phone: 812-342-8888 | Group Code: ACT Research