



OUTLOOK SEMINAR 65

August 24 - 26, 2021

LEVELING UP:

Autonomous Vehicles and the Future of Transportation

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Since 1986, ACT Research has been the leader in commercial vehicle data, market analysis, and forecasting services, providing timely and vital information to the marketplace. As a benefit to subscribers, ACT Research holds two events per year to provide an opportunity for in-person discussions, professional insights, and networking. **This AUGUST 24-26, 2021, ACT will hold its 65th Forecasting Seminar.** To celebrate this milestone, ACT Research is taking a step back in time to recognize the genesis of the first seminar in December 1988, as well as the journey and longevity of subsequent events, culminating in our 65th event this fall.

The ACT Research team will provide the **N.A Commercial Vehicle & Transportation Industries Outlook for 2021-2026**. In addition to hosting industry expert guests to discuss the continued evolution of the COVID-19 impact, the road to recovery, and, most specifically, the progression and development towards autonomous commercial vehicles. Don't delay, reserve your seat for ACT's 65th OUTLOOK Seminar and keep your finger on the pulse of the industry.

Why Participate:

Gain insights on the CV and transportation markets from the company that produces the best-in-class *N.A. Commercial Vehicle OUTLOOK* and was awarded the *2019 Lawrence R. Klein Blue Chip Award for Forecast Accuracy*.

Who Participates:

Attendees are industry leaders and decision makers, representing upper management and C-suite of respective OEM, Tier 1 & 2 suppliers, and various financial institutions.

What Others Say:

"I would recommend ACT Research to anyone that's looking for in-depth insight into what's happening in the commercial vehicle markets. The expertise and knowledge that goes into the service they provide, there's not a better solution, in my opinion, for commercial vehicle data than ACT Research." - Jeff Trent, Mahle

Where & When:

OUTLOOK Seminar 65 will be held August 24-26, 2021 as a livestream broadcast.



OUTLOOK SEMINAR 65 LEVELING UP:

ACT Research Autonomous Vehicles and the Future of Transportation

The Best Speakers. The Best Info. The Best Event.

ACT's OUTLOOK Seminar 65 is almost here! Don't miss your chance to engage with our staff and industry leaders. The past two events (Seminars 63 and 64) transitioned to virtual events due to the COVID-19 pandemic. With each event, over the course of three, half-day sessions, we hosted industry leaders John Bennett of Meritor, Mihai Dorobantu from Eaton, U.S. Xpress CEO Eric Fuller, Dana's Steve Slesinski, Thomas Healy of Hylion, Ryder's Chris Nordh, Mary Aufdemberg of DTNA, and Yellow's recently announced President, Darrel Harris, while delivering ACT's trusted and award-winning market updates and forecast covering the commercial vehicle market.

ACT's OUTLOOK Seminar 65 will, once again, be held virtually this August 24-26. We're looking forward to hearing from industry leaders like Aaron Jefferson, Jon Horvath, Steve Bassett, and others. Our objective is to provide you credible, reliable, and informative sessions to assist in your business planning, something we look forward to providing regardless of how we share the information.

We hope that February 2022 allows us the opportunity to provide an in-person experience and connection. Until then, you depend on data. Depend on ACT Research.

*All times are Eastern.



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Sam Kahan



Jim Meil



Steve Tam



Jon Horvath



Tim Denoyer



Frank Maly

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10:00 AM	WELCOME & ANNOUNCEMENTS	IAN MCGRUFF ACT RESEARCH VP of Marketing
10:15 AM	U.S. ECONOMIC PANEL ACT Research's Seminar 65 will commence with a panel that will try to read the crystal ball. ACT's Chief Economist Sam Kahan will offer an overview of the macro environment with specifics on GDP growth, consumption, investment, interest rates and fiscal and monetary policy. Jon Horvath, Director of Economics and Market Dynamics at C.H. Robinson will review his expectations on how long transportation demand will hold up and capacity stay strained. Finally, Jim Meil will review outlook risks, from COVID delta spread to inflation to trade. As exciting as their presentations promise to be, thought-provoking questions from the wide-ranging ACT seminar attendees guarantee that the seminar will get off to a rocking start.	JON HORVATH C.H. ROBINSON Director Economics and Marketplace Dynamics SAM KAHAN ACT RESEARCH Chief Economist JIM MEIL ACT RESEARCH Principal, Industry Analysis
11:30 AM	BREAK	
11:45 AM	ECONOMIC SURVEY RESULTS Where do ACT subscribers and seminar attendees see the economy heading in the next two years? How does that compare to ACT's expectations? Survey results revealed.	JENNIFER MCNEALY ACT RESEARCH Director, CV Market Research & Publications
12:00 PM	N.A. MEDIUM DUTY VEHICLE MARKET Consumers are more optimistic now than at any time since the pandemic started. However, supply chain constraints are taking a toll on the industry, limiting output and putting increased pressure on fleets. In this session, we will explore the impact on the medium duty market, and how it is stacking up against its big brother as competition for raw materials, pieces and parts and components.	STEVE TAM ACT RESEARCH Vice President
12:45 PM	U.S. TRAILER MARKET REVIEW With demand that has already pushed backlogs well into next year, what should we expect during the remainder of 2021 from a production and order standpoint? What does the path look like for 2022? Is there a chance that major trailer categories will reach a "sold-out" position before the year even begins? What could that mean for small and medium fleets and dealers as the year progresses?	FRANK MALY ACT RESEARCH Director of CV Transportation Analysis & Research
1:20 PM	BREAK	
1:35 PM	FREIGHT & TRANSPORTATION FORECAST In the pandemic economy, freight markets are a mess. Demand is extraordinarily strong and supply chain constraints abound, with freight imbalances and major equipment shortages causing headaches for shippers. Truck driver demographics have caused a sharper shortage during this up-cycle, leading to an unprecedented surge in spot rates. Carriers are producing record earnings, but spot rates have plateaued and incentives are shifting, so how long will the good times last?	TIM DENOYER ACT RESEARCH VP & Sr. Analyst
2:20 PM	DAY 1 CLOSING THOUGHTS	ACT STAFF

OUTLOOK SEMINAR 65

AUGUST 25, 2021

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10:00 AM	WELCOME & ANNOUNCEMENTS	IAN MCGRIFF
10:05 AM	AN OEM PERSPECTIVE: ADVANCING TECHNOLOGY	STEVEN WOLVERTON PACCAR Product Planning Manager – Powertrain at Peterbilt Motors
10:50 AM	ELECTRIC BATTERY POWERTRAINS Efficiency is Everything. The more efficient the powertrain, the more energy budget can be spent having a smaller, lighter and lower cost battery pack and a lower total cost of ownership. Wrightspeed's full powertrain system provides a modular, higher torque and cost-effective way for fleet operators to accelerate the transition to electric.	ALAN DOWDELL WRIGHTSPEED VP, Business Development
11:35 AM	The FUTURE OF HYDROGEN TECHNOLOGY	BILL ZOBEL CALIFORNIA HYDROGEN BUSINESS COUNCIL Executive Director
12:05 PM	BREAK	
12:20PM	AUTONOMOUS TECHNOLOGY & COMMERCIAL VEHICLES	AARON JEFFERSON LUMINAR TECHNOLOGIES VP of Product
1:05 PM	U.S. USED TRUCK MARKET REVIEW Stellar freight growth, record high spot and contract freight rates and a tight supply of used trucks are conspiring to drive used truck prices higher. Join us to learn how buyers and sellers are reacting, where we expect the market and pricing to head and when the situation will return to "normal", whatever that is.	STEVE OLIVER TAYLOR & MARTIN National Sales Director STEVE TAM
1:50 PM	CLASS 8 REVIEW & FORECAST Demand drivers for heavy vehicles are universally positive: The economy is poised to grow at its fastest rate since 1984, and the freight generating sectors of the economy are growing even faster. Consumer-related wealth and savings metrics are robust and profit expectations for corporations are rising, suggesting strong tailwinds for freight haulers continuing into 2022. While the demand environment is at as-good-as-it-gets levels, the industry continues to struggle to convert as-good-as-it-gets levels of Class 8 demand into actual trucks and tractors as myriad component suppliers remain commodity and labor constrained. Within the context of high demand and constrained supply, we will examine industry demand drivers, other topics of interest and our expectations for production as the industry shakes-off its COVID-induced cobwebs.	KENNY VIETH ACT RESEARCH President & Sr. Analyst
2:35 PM	DAY 2 CLOSING THOUGHTS	ACT STAFF



Bill Zobel
CHBC



Steve Wolverton
PACCAR



Alan Dowdell
Wrightspeed



Aaron Jefferson
Luminar Technologies



Steve Oliver
Taylor & Martin



Kenny Vieth

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10:00 AM	WELCOME & ANNOUNCEMENTS	IAN MCGRIFF
10:05 AM	U.S. TRUCK DEALER PANEL Ranging from availability of vehicles to sell to aftercare to trade-in, every facet of dealership operations will have to learn how to work in this rapidly developing environment. Our esteemed panel of truck dealers will share their thoughts on how all the buzz of commercial vehicle electrification is impacting their operations and their futures. STEVE TAM - MODERATOR	JON McCOY TRUCK COUNTRY Corp. VP Used Trucks HENRY KNABE H.K. TRUCK CENTER General Manager STEVE BASSETT GENERAL TRUCK SALES President
11:45 PM	BREAK	
12:00 PM	AUTONOMOUS TECHNOLOGY PANEL Advancements in autonomous vehicle technologies and supporting infrastructure are key enablers towards the implementation of achieving a "driver out" level of autonomy for a commercial vehicle. Our panel of autonomous vehicle experts will help to educate and inform us on what the future holds for adoption of connected and autonomous trucks. ANN RUNDLE – MODERATOR ACT RESEARCH VP of Electrification & Autonomy	DINO NARDICCHIO CAVNUE Head of Automotive and AV Partnerships JON BARAD VELODYNE VP of Business Development ASAD LESANI CEO Bluecity
1:45 PM	DAY 3 CLOSING THOUGHTS	ACT STAFF



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