



**ACT**   
**Research**

# DRIVING DECARBONIZATION

THE FUTURE OF  
COMMERCIAL  
VEHICLES

FEBRUARY 21-23, 2023

THE COMMONS || COLUMBUS, IN

**ACT**  **Research**

ACT RESEARCH CO. 4440 MIDDLE RD., COLUMBUS, IN 47203  
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# DRIVING DECARBONIZATION

THE FUTURE OF  
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FEBRUARY 21-23, 2023

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# Forecasting 101 Workshop

February 21, 2023 || 12:00 - 4:00 pm ET

Hotel Indigo - Belvedere Room || 400 Brown Street, Columbus, IN 47201

Check-in begins at 11:30 am ET at the hotel lobby, with a box lunch served upon arrival

## FEATURING ACT RESEARCH ANALYSTS

Jim Meil - Principal, Industry Analyst

Eric Crawford, Vice President & Sr. Analyst

Ann Rundle, VP of Electrification & Autonomy

Lydia Vieth, Research Analyst Electrification & Autonomy

## REGISTRATION REQUIRED

Learn firsthand from ACT Research analysts to expand the knowledge base and skill set of attendees tasked with planning and forecasting responsibilities. This will be accomplished through discussion and teaching the skills needed to set up a systematic methodology for forecasting. We will use a “structured modeling” approach, by

which causal factors—economic, financial, regulatory, and industry-specific—are identified and used to drive the market forecast.

Attendees will benefit from a coherent and disciplined forecasting thought process to better understand how the results relate to key lead indicators and other forecast inputs (drivers). The program will discuss how to obtain hard-to-find historical data and forward-looking forecasts, define forecasting objectives, explore ideas and approaches to discovering relationships between markets and economic drivers, and show how to set up a methodology for forecasting and “what-if” analysis. Additionally, the program will review issues of new/emerging technology forecasting, to be delivered by the ACT Electrification and Autonomy team.



# Executive Strategy Session

February 21, 2023 || 2:00 - 4:00 pm ET

Hotel Indigo - St. Denis Room || 400 Brown Street, Columbus, IN 47201

Check-in begins at 1:30 pm ET at the hotel lobby

\*Must be C-Suite or equivalent to attend

**FEATURING ACT RESEARCH ANALYSTS**

Kenny Vieth - President & Sr. Analyst

Steve Tam - Vice President

Tim Denoyer - Vice President & Sr. Analyst

REGISTRATION REQUIRED

ACT Research will provide an Executive Strategy Session for company leadership to support and provide additional market perspective in looking at long-term strategy. Utilize our trusted team to share insights, deep knowledge, and strategic forecasting for your business's commercial vehicle and transportation needs.

Take advantage of the industry expertise that ACT's leadership brings to multiple corporate executive-level meetings and strategy sessions throughout the year including OEMs, Tier 1 & 2 Suppliers, new entrant autonomy and decarbonization companies, fleets, logistics firms, and dealer groups.

Stay in the know and be part of this must-attend executive-level, strategic session.

This session will cover:

- Forecast of Industry Capacity as we approach 2027
- Autonomous and Decarbonization Forecasts
- Impact of new technology on drivers
- Emissions Mandates
- Used Truck Price Forecasts



# Welcome Reception

February 21, 2023 || 6:00 - 9:00 pm ET

The Commons || 300 Washington St., Columbus, IN 47201



It's a long-standing ACT seminar staple to host our guests by offering dinner and discussion the first evening of the event. We're happy to host our guests once again at Seminar 68! ACT will host this year's welcome reception at The Commons, offering lively discussion for our attendees.

The reception will start at 6 pm ET and will be a wonderful kick off to ACT's 68th Seminar!



"I've been coming to the ACT events for going on 20 years. ACT is what is good about this industry. It's the essence of family and whether you're competitors, peers, customers, or suppliers when you're here at the conference or at the lodge, that's all secondary. It's almost like you feel that it is "Old Home Week" which is one of the best parts about coming to ACT and one of the best parts about being in the commercial vehicle industry."

- Jason Altwies



# GAIN POWER GAIN GROUND

You can't charge into the future without a full charge. That's why Penske is paving the way for the transition to electric truck use, helping the industry benefit from our early deployment of quiet, powerful and clean vehicles.



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# Day 2 - Industry Sessions

## February 22, 2023

The Commons || 300 Washington St., Columbus, IN 47201

### REGISTRATION & CONTINENTAL BREAKFAST

7:30 AM ET

### WELCOME & OPENING COMMENTS

7:50 AM ET

#### U.S. ECONOMIC PANEL: TO BE OR NOT TO BE - RECESSION 2023 AND FALLOUT ON TRANSPORTATION & TRUCKING

8:00 AM ET

The storyline on the economy for 2023 is a carryover from 2022 and can be summed up in these words: inflation, higher interest rates, elevated global risk. Our economics panelists will explore whether today's consensus of a Recession with a capital-R will hold up, or if it becomes recession-lite, or even no recession at all. The panel will answer questions such as: Will the Fed slay the inflation beast in 2023? When do the rate hikes stop? Will the consumer hold up? What sectors may be hot, or not? Where can fiscal policy go with a divided Congress? Will this be the best recession ever for trucks and transportation? The Economics Panel is not to be missed, a long-standing favorite of Seminar attendees. Best of all, our audience will put the panelists to the test during the Q&A session!

JEFF KAUFFMAN  
VERTICAL RESEARCH PARTNERS,  
PARTNER

MAZEN DANAF  
UBER FREIGHT, SENIOR ECONOMIST

JIM MEIL  
ACT RESEARCH, PRINCIPAL, INDUSTRY  
ANALYSIS

MODERATOR - KENNY VIETH  
ACT RESEARCH, PRESIDENT & SR.  
ANALYST

### BREAK

9:30 AM ET

#### UNDERSTANDING THE DYNAMIC CHANGES WITHIN LOGISTICS THAT ARE ALTERING THE FUTURE OF THE TRAILER AND TRUCK BODY MARKETS

9:45 AM ET

Looking at the past to predict the future of the Trailer and Truck Body Markets may be fraught with risk. Changing supply chain dynamics, the rise of e-commerce, social-political concerns, and a growing desire for sustainable business models are dominating our future outlook. How can we look forward to better understand the demands of the customer and the overall markets we serve?

BRENT YEAGY  
WABASH NATIONAL CORPORATION,  
PRESIDENT & CEO

#### BORN ELECTRIC FOR TODAY AND TOMORROW

11:00 AM ET

Lion Electric creates, designs, and manufactures all-electric Classes 5-8 commercial urban trucks and all-electric buses and minibuses for the school, paratransit, and mass transit segments. Sydney Dunn, Lion's VP of Truck Sales, will dive into how the all-electric OEM is enabling fleets today not only with the transition to zero-emission vehicles, but also with maximizing operational performance. The future environmental benefits alone justify pursuing the adoption of an all-electric fleet. Mrs. Dunn will share additional benefits in which the investment in Lion pays dividends beyond environmental sustainability.

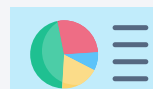
SYDNEY DUNN  
LION ELECTRIC  
VP OF US TRUCK SALES

DOMINIK BECKMAN  
LION ELECTRIC  
VP MARKETING & COMMUNICATIONS

### LUNCH

12:00 PM ET

SEMINAR 68 PRESENTATIONS 



AVAILABLE HERE



# Day 2 - Industry Sessions

## February 22, 2023

The Commons || 300 Washington St., Columbus, IN 47201

### BUILDING THE LONG ROAD TO DE-CARBONIZATION

1:00 PM ET

There is a lot of work still to be done on the road to decarbonization. What will the road look like? How long will the road be? There are options available, from battery and fuel cell electric to natural gas or hydrogen internal combustion engines. However, many unknowns still create challenges for planning the next stretch of pavement to travel. Dean Vicha, President of NationaLease, will share his thoughts, experiences, and insights from conversations with OEMs, regulators, fleet members, and industry leaders on the road ahead.

DEAN VICHA  
NATIONALEASE, PRESIDENT

### ELECTRIC TRUCKS IN THE LAST MILE

1:45 PM ET

Medium-duty electric trucks are already on the road, serving last-mile fleets across the country. Explore why these shorter, predictable, and back-to-base routes are leading the transition to EVs for fleet operators. Learn about the biggest challenges facing commercial EV adoption and how OEMs like Xos Trucks, a manufacturer of electric trucks, fleet management tools, and charging infrastructure for commercial fleets, are addressing them.

MICHAEL LUKAS  
XOS TRUCKS, DIRECTOR OF STRATEGY

**BREAK**  
2:30 PM ET

### TRUCKING EXECUTIVE PANEL

2:45 PM ET

With the trucking industry as cyclical as ever, we'll be joined by executives and experts in each major truckload equipment type to discuss market fundamentals. We're fortunate to have esteemed leaders to help us understand the trucking industry in more depth and contrast the freight market from each of the dry van, reefer, tank, and flatbed perspectives. The topics will include freight market dynamics, cost issues, drivers, productivity, market stratification, equipment, and even electrification and autonomy. As always, we welcome questions from the audience!

ROBERT RAGAN  
MELTON TRUCK LINES, CFO

TRAVIS DIETRICH  
BAY & BAY LOGISTICS,  
SR. DIRECTOR OF REFRIGERATED  
LOGISTICS

DEAN CROKE  
DAT, PRINCIPAL ANALYST

SCOTT DOBAK  
GRAMMER LOGISTICS, PRESIDENT &  
CEO

MODERATOR - TIM DENOYER  
ACT RESEARCH, VP & SENIOR ANALYST

**CLOSING THOUGHTS**  
4:30 PM ET

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## NETWORKING DINNER

February 22, 2023 || 6:00 – 9:00 pm ET

Hotel Indigo - Belvedere Room || 400 Brown St., Columbus, IN 47201

ACT's networking dinner is always a highlight of the seminar. Join us this evening for savory food, beer, spirits, and lots of opportunities to connect, network, and enjoy your fellow seminar attendees. Ken Vieth began this tradition at his farm more than 30 years ago. Through the years, we've enjoyed Hoosier hospitality at the "Farm," Kenny Vieth's "Barn," and ACT's "Garage" and "Lodge." After a long day of learning, join us for some food and fellowship at the ACT networking dinner to relax and reconnect. Casual attire welcome. See you there!

# Join Today



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# Day 3 - Industry Sessions

## February 23, 2023

The Commons || 300 Washington St., Columbus, IN 47201

### CONTINENTAL BREAKFAST

7:30 AM ET

### WELCOME & OPENING COMMENTS

7:50 AM ET

#### DECARBONIZATION FORECAST

8:00 AM ET

ACT Research is in the midst of conducting our 3rd edition CV decarbonization multi-client study – CHARGING FORWARD. This 3rd edition study will provide up-to-date research and analysis on the challenges and opportunities towards decarbonization of on-road commercial vehicles, Class 4 through Class 8. Findings from the study will be released to participants, and available to others, at the end of June 2023. In the meantime, the Electrification & Autonomy team at ACT will share with seminar participants a sneak peek at research and findings to-date, including impact of the Inflation Reduction Act and the Bipartisan Infrastructure Law, as well as key industry updates. Stick around for Day 2, in what should prove to be a very informative session.

ANN RUNDLE  
ACT RESEARCH,  
VP, ELECTRIFICATION & AUTONOMY

LYDIA VIETH  
ACT RESEARCH,  
RESEARCH ANALYST, ELECTRIFICATION  
& AUTONOMY

#### FREIGHT MARKET UPDATE & FORECAST

8:30 AM ET

In this session, we'll explore trucking industry economic fundamentals as freight markets experience extraordinary cyclicity. The historically tight environment of 2020 and 2021 turned sharply looser in 2022 amid a strong recovery in capacity and lower goods demand. We begin 2023 in a loose market balance, but it won't stay that way. We'll provide analysis and forecasts for freight rates and trucking industry financial health, and discuss implications for equipment demand.

TIM DENOYER  
ACT RESEARCH, VP & SENIOR ANALYST

#### RIDING THE USED TRUCK ROLLER COASTER

9:15 AM ET

The used truck market is on the backside of a cycle, the likes of which it has never seen before. In this presentation, we will examine the factors that lead to all-time highest equipment prices, what is causing values to drop and where the market is likely headed.

STEVE TAM  
ACT RESEARCH, VP & ANALYST

### BREAK

10:00 AM ET

#### NA CLASS 8 MARKET REVIEW & FORECAST

10:15 AM ET

How long will pent-up demand last, and why? To what extent are labor and supply chain constraints in the rearview mirror? What impacts will interest rate increases and potential recession have on the industry? To what extent is a prebuy factored into our forecast? Join us for our discussion of how these themes are shaping our view of the Class 8 industry going forward.

ERIC CRAWFORD  
ACT RESEARCH, VP & SENIOR ANALYST



# Day 3 - Industry Sessions

## February 23, 2023

The Commons || 300 Washington St., Columbus, IN 47201

### US TRAILER MARKET REVIEW & FORECAST

11:00 AM ET

Trailer markets have enjoyed strong demand for some time. Additionally, OEMs continue to wrestle with supply-chain constraints, both materials and labor. How long will pent-up demand last? Will production constraints ease? What impacts will interest rate increases and potential recession have on the industry? Join us for our discussion of how these factors are likely to impact the trailer market going forward.

JENNIFER MCNEALY

ACT RESEARCH, DIRECTOR, CV MARKET RESEARCH & PUBLICATIONS

ERIC CRAWFORD

ACT RESEARCH, VP, SR. ANALYST

### STUCK IN NEUTRAL

11:30 AM ET

Despite record-shattering customer demand, production and sales of medium-duty vehicles held steady in 2022 and are not expected to increase meaningfully over the next several years. In this session, we will review the dynamics behind buyer's frustrations and discuss the impacts on the fleet.

STEVE TAM.

ACT RESEARCH, VP & ANALYST

### JOINT Q&A FOLLOWED BY CLOSING THOUGHTS WITH ACT STAFF

12:15 PM ET

### LUNCH SERVED AT ZAHARAKO'S ICE CREAM PARLOR

12:45 PM ET



Cummins X15N natural gas fully integrated powertrain

## Shorten the long haul to Destination Zero™

Destination Zero™ is Cummins' strategy to reduce the greenhouse gas and air quality impacts of its products targeting net-zero emissions by 2050. Along with Cummins' battery and fuel cell electric technologies, Cummins' advanced internal combustion powertrains will play a key role in reaching this sustainability goal.

Learn more about the new X15N™ (natural gas), X15H™ (hydrogen), and next-generation diesel engines at [Cummins.com/trucking](https://Cummins.com/trucking)



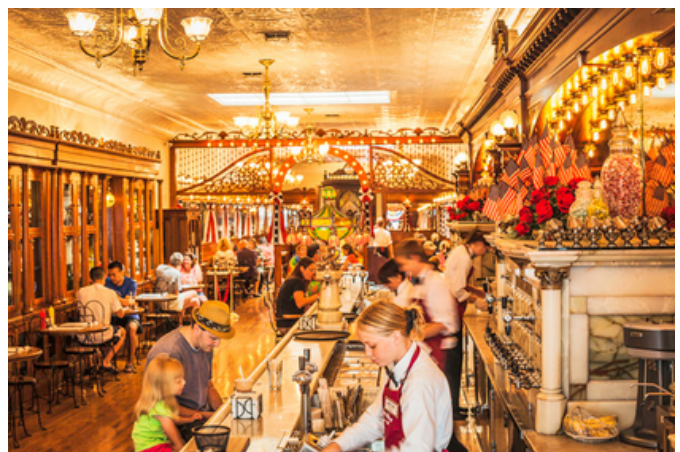
## NETWORKING LUNCH

February 23, 2023 || 12:45 pm ET

Zaharakos Ice Cream Parlor || 329 Washington St.,  
Columbus, IN 47201 (Across the street from the venue)

Don't rush off! ACT will host our guests for lunch at Zaharakos Ice Cream Parlor on the event's final day. Join other guests and the ACT Research team for a casual lunch at this historic, old-fashioned ice cream parlor, complete with soda fountains, 100-year old musical organs, and a candy museum.

It's a great opportunity to reflect on key takeaways from the seminar and exchange final learning with colleagues while enjoying a buffet meal and ice cream sundae.



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# THE ANSWERS TO THE **QUESTIONS**

YOUR COMPETITION IS ASKING

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**USED TRUCK PRICES** →



	<p><b>Eric Crawford</b> <b>Vice President, Sr. Analyst</b> <b>ACT Research Co.</b></p> <p>Eric joined ACT in April 2022, after spending fourteen years in investment research. Eric was an equity research analyst with UBS for 11 years, focused primarily on the machinery and engineering, and construction industries. His investment experience also includes three years as a portfolio manager with the hedge fund Copernican Capital. Eric's primary roles at ACT are analyzing and forecasting demand for heavy-duty trucks and trailers.</p> <p>Eric is a graduate of Trinity College (BA '99), the University of Notre Dame (MBA '08), and is a CFA charter holder.</p>
	<p><b>Dean Croke</b> <b>Principal Analyst</b> <b>DAT</b></p> <p>Prior to joining DAT Solutions, Dean was Chief Insight Officer at FreightWaves where he led the freight market intelligence team of Market Experts. He was Vice President of Data Products at Spireon where he helped develop new telematics data products in the trucking, passenger automotive and insurance markets. Dean ran Lancer's long-haul truck insurance business after spending many years as Vice President of Omnitracs Analytics (formerly Qualcomm) where he developed Data Science technologies including machine learning, complex business rules engines and data analytics for transportation companies.</p> <p>Croke was an original founder of Atlanta-based FleetRisk Advisors (purchased by Qualcomm and now called Omnitracs Analytics) and has 35 years of experience in data analytics, transportation, supply-chain management, mining and insurance risk management. Originally from a family-owned and -operated trucking business in Australia, Dean is still actively involved in the trucking business. Having completed nearly 2 million miles in Australia as a long-distance truck driver, Croke owns a 379 Peterbilt show truck known as "The Grumpy Pete" and still holds a U.S. CDL.</p> <p>Croke worked at Lancer Insurance in New York City in 2003 where he developed the widely acclaimed "Risk Never Sleeps" sleep management program for commercial drivers. Croke has held a number of senior positions at Boston-based Circadian Technologies Inc., global insurer Allianz, regional insurer OAMPS, and was also General Manager of the Australian Trucking Association (ATA) where he played a key role in the development of the TruckSafe and Fatigue Management Program.</p>
	<p><b>Mazen Danaf</b> <b>Senior Economist</b> <b>Uber Freight</b></p> <p>Mazen's work focuses on analyzing the freight transportation landscape, and producing long-term forecasts based on supply and demand dynamics. He is also a research affiliate with the Intelligent Transportation Systems (ITS) Lab at MIT, where he completed his PhD in 2019. His research falls at the intersection of smart mobility, economic modeling, and machine learning.</p>
	<p><b>Tim Denoyer</b> <b>Vice President and Sr. Analyst</b> <b>ACT Research Co.</b></p> <p>Tim joined ACT in August 2017, after spending fifteen years in equity research focused primarily on the transportation, machinery, and automotive industries. In addition to his roles analyzing commercial vehicle demand and alternative powertrain development (i.e. electrification), Tim is the lead analyst in ACT's transportation research effort and the primary author of the ACT Freight Forecast, U.S. Rate, and Volume Outlook. This service leverages ACT's expertise in the supply side economics of transportation and draws upon Tim's background as an investment analyst. Tim was a co-founder of Wolfe Research, one of the leading equity research firms in the investment industry. While with Wolfe, Tim was recognized in Institutional Investor's survey of investors as a Rising Star analyst in both the machinery and auto sectors. His investment experience also includes responsibility for covering the industrial sector of the equity markets, most prominently with leading hedge fund Balyasny Asset Management.</p>






	<p><b>Travis Dietrich</b> <b>Sr. Director of Refrigerated Logistics</b> <b>Bay &amp; Bay Logistics</b></p> <p>Travis Dietrich is currently the Sr. Director of Refrigerated Logistics for Bay and Bay Transportation Services, a Minnesota-based logistics and trucking company. Travis is responsible for the oversight of the refrigerated logistics division. In this role Travis has responsibilities for strategic planning, operations, customer service, account management, talent acquisition and development, and furthering the strong customer relationships integral to strategic growth at Bay and Bay Transportation Services.</p> <p>Travis has over 15 years of experience in operations and the logistics industry. Prior to joining Bay and Bay Travis held positions in sales, operations, and was Operations Manager for a small dry van trucking company.</p> <p>Upon joining Bay and Bay Transportation Services, Travis spent time in Intermodal as well as Truckload, LTL, and Logistics Customer Service, Logistics Operations, and currently Sr. Director of Refrigerated Logistics.</p> <p>Travis holds a bachelor's degree from Saint Mary's University of Minnesota in Business Management and a Masters degree from Saint Mary's University of Minnesota in Organizational Leadership. He is an active member with the Minnesota Chamber of Commerce, Transportation Intermediaries Association (TIA), Minnesota Freight Advisory Council, and CSCMP Minneapolis.</p>
	<p><b>Scott Dobak</b> <b>President &amp; CEO</b> <b>Grammer Logistics</b></p> <p>Scott Dobak serves as Grammer Logistics' Chief Executive Officer, a role he accepted in August 2022. Scott began his tenured career in transportation and logistics with Yellow Freight Systems, departing as Vice President of Corporate Sales. Previously, Scott led Roadrunner Transportation, a blended asset-based multimodal logistics company through multiple expansions and acquisitions, before joining Dicom Transportation a small parcel, LTL and third-party logistics provider servicing the North American market as President and CEO. Most recently Scott was the CEO of Hufcor, an industrial manufacturing company.</p> <p>He holds a Bachelor of Business Administration (B.B.A.) degree from Lock Haven University of Pennsylvania. Scott resides in Nashville, TN, with his wife Annette. They have two grown children, Jennifer, and Michael.</p>
	<p><b>Sydney Dunn</b> <b>Vice President of US Truck Sales</b> <b>Lion Electric</b></p> <p>Sydney joined Lion Electric August 1st, 2022, as VP of US Trucks. In her role, Dunn currently oversees the medium and heavy-duty electric trucking business division in the United States for Lion. She brings two decades of sales and operations leadership experience to the organization.</p> <p>In her most recent role as Director of Fleet Sales and Operations at Electrameccanica, she oversaw all commercial sales and operations for the EV manufacturer's go-to-market strategy, as well as the product launch of the SOLO Cargo. Dunn previously spent 5 years in General Motors' fleet and commercial division primarily focused on the sales and marketing of conquest customers, the manufacturer's re-entry into the medium-duty truck space, and the adoption and successful implementation of the Bolt EV to fleet, commercial, and government customers.</p> <p>The last 7 years of her career have been aimed specifically in understanding the role of electric vehicles in the commercial vehicle space, as well as the planning, adoption, &amp; implementation roadmap for customers looking to switch from traditional ICE vehicles to alternative fuels.</p>





	<p><b>Jeff Kauffman</b> <b>Partner</b> <b>Vertical Research Partners</b></p> <p>Jeffrey A. Kauffman has been a recognized authority and thought leader in the airline, freight, logistics and transportation equipment industries for over 33 years. He has been a frequent contributor on CNBC, MSNBC, Bloomberg, Fox Business and Wall Street Journal media outlets regarding economic and industry trends. Jeff has served in a variety of senior executive roles over the course of his career, most notably as the global head of freight transportation research for Merrill Lynch, where he was considered one of the leading analysts on Wall Street in the transportation and logistics space, based on rankings in the Wall Street Journal, Institutional Investor and Greenwich Research polls. He is currently a board member of the Supply Chain &amp; Logistics degree program and the Reese Fund at the Kelly School of Business at Indiana University.</p>
	<p><b>Michael Lukas</b> <b>Director of Strategy</b> <b>Xos Trucks</b></p> <p>Finance &amp; strategy professional and former engineer with experience advising C-level executives at leading automotive and aerospace companies on capital allocation, strategic decision-making, M&amp;A, and investor relations. Based in Los Angeles, Michael heads up corporate strategy for Xos Trucks, a manufacturer of electric trucks, fleet management tools, and charging infrastructure for commercial fleets.</p>
	<p><b>Ian McGriff</b> <b>VP of Marketing, Business Development</b> <b>ACT Research Co.</b></p> <p>After graduating from Wabash College in 2006, Ian spent 8 years in the fitness industry as the head trainer at a Columbus-area fitness center. He then transitioned to a digital marketing agency where he spent 4 years as the Director of Digital Marketing Sales.</p> <p>In this role, Ian leverages years of experience in marketing, business development, and technology to provide high-level strategic growth and lead new initiatives.</p> <p>Ian is married and has two daughters who, fortunately, take after their mother.</p>
	<p><b>Jennifer McNealy</b> <b>Director, CV Market Research &amp; Publications</b> <b>ACT Research Co.</b></p> <p>Jennifer currently serves as ACT's Director, CV Market Research and Publications. In this role, she coordinates monthly and quarterly publication production and distribution, serves as media liaison, and researches/analyzes the Canadian macro-economic and alternative fuel adoption in North American CV markets.</p> <p>She joined ACT Research in September 2011, and has served in numerous roles, including Office Manager, Research Analyst, and Senior Research Manager and Analyst.</p> <p>Getting an advanced degree was always a goal for her and in 2000, Jennifer earned her M.S.M. from Indiana Wesleyan University, taking evening classes to make this dream a reality. After receiving her B.A. from Hanover College in Communication and History, Jennifer began an eight-year career in the travel and tourism industry. Additionally, she spent 13 years as a member of the local and regional media industry, where she worked in both print and radio formats, serving as a radio broadcaster, community/local government news reporter, and special programming producer. After serving in various roles, including new technology graphic designer and pre-press technician, she concluded her work in print media as Graphic Design Department Manager for a regional Indiana newspaper.</p>





	<p><b>Jim Meil</b> <b>Principal, Industry Analysis</b> <b>ACT Research Co.</b></p> <p>Jim joined ACT in June 2014. He is well known in the commercial vehicle industry and the broader transportation community for his analytics, his insights, and imaginative, yet down-to-earth management presentations.</p> <p>Jim previously was Vice President and Chief Economist with Eaton, a position he held since 1996. He retired from Eaton after a 29-year career there, serving various roles in planning, treasury, and economics functions. Prior to joining Eaton, Jim had held consulting and management positions with Chase Econometrics and with Burroughs Corporation.</p> <p>Jim holds an MBA in finance and a BA (honors) in economics from the University of Chicago. He has served on the Board of Directors of the National Association for Business Economics and has won recognition from both the Wall Street Journal and USA Today for top economic outlook from their respective panels of 50 economics forecasters.</p>
	<p><b>Robert Ragan</b> <b>Executive Vice President &amp; CFO</b> <b>Melton Truck Lines</b></p> <p>Robert Ragan joined Melton Truck Lines in November of 2000. He formerly served as Executive Director of Finance for a trucking software company. Robert oversees all financial aspects of Melton and its parent company, The Hawthorn Group. Robert holds a bachelor's degree in accounting from the University of Oklahoma and an MBA from Oklahoma City University. He is the past chairman of the National Accounting &amp; Finance Council for the American Trucking Association.</p>
	<p><b>Ann Rundle</b> <b>Vice President, Electrification &amp; Autonomy</b> <b>ACT Research Co.</b></p> <p>Ann Rundle's career has been focused in the transportation industries, since her early years as an engineer in the marine industry. Rundle transitioned to Strategic Planning and Business Development roles in Automotive and Commercial Vehicles after completing her MBA. Ann was with Eaton Corporation for 20-years, with senior leadership roles as Director of Business Development for the Automotive group, and Global Customer Sales Director for General Motors and FIAT group (including IVECO, CNH &amp; Ferrari). Rundle left Eaton to join a small R&amp;D start-up focused on advanced Li-ion battery technologies, and from there transitioned into independent consulting projects focused on developing growth strategies for new technologies, primarily in industrial and commercial vehicle markets. Most recently, Ann was with FIAT-Chrysler Automobiles (FCA) and headed up their global Strategy &amp; Planning for electrified vehicles, including hybrids, plug-in hybrids, battery electric, and fuel cell vehicles for both automotive and commercial vehicle applications.</p> <p>Rundle holds a BSE in Naval Architecture &amp; Marine Engineering from University of Michigan and an MBA from San Diego State University. Ann is a Director/Trustee of the Chicago Yacht Club Foundation and leads their After-school Education programs and the Grants &amp; Scholarships committee.</p>



	<p><b>Steve Tam</b> <b>Vice President &amp; Analyst</b> <b>ACT Research Co.</b></p> <p>As Vice President at ACT Research, Steve Tam is one of two principal commercial vehicle market analysts. Since being promoted to his current position in October 2008, he was appointed to the Board of Directors and became a Managing Member of ACT Research in September 2016. He also leads the used truck market efforts for ACT. Other responsibilities include project and database management, and collection, analysis, and reporting of specialty data series. In addition to being frequently sought after as a guest speaker at industry events and giving presentations to private companies, you will often see him quoted in industry publications, newspapers, and business periodicals.</p> <p>A graduate of Indiana University, Steve has also served in the military and spent time in various accounting positions at two Fortune 500 companies before joining ACT Research in 2000. He has been involved in the commercial vehicle industry since 1993 and has been vital to the growth of ACT Research over the years.</p>
	<p><b>Dean Vicha</b> <b>President</b> <b>NationalLease</b></p> <p>As an industry leader with over 30 years of experience, Dean Vicha's success in the truck leasing industry comes from the principals of personal responsibility, unrelenting perseverance, and confidence, focused on the growth of the customers, members, and business partners of NationalLease.</p> <p>Vicha began his career with NationalLease as a National Account Executive for the Midwest in 2005, where he substantially grew the National Account Program to more than \$447 million in term sales. In 2008, he became Vice President of Member Services, executing a strategy that provided a sustainable competitive advantage to NationalLease members and growing the membership base. In 2010, Vicha became the Vice President of National Accounts, leading that team to a record-breaking year in sales. In 2012, Vicha was named President of NationalLease, where he helps members increase their market share and decrease their cost of business. In the last decade, he has grown the company in terms of size and scope. Today, NationalLease has more than 1,000 locations and a fleet count of over 184,000 throughout the United States and Canada.</p> <p>In his downtime, Vicha enjoys spending time with his wife, Whitney, and children, Riley and Brendan, and playing golf or attending sporting events. Vicha is a 1992 graduate of Illinois State University.</p>
	<p><b>Kenny Vieth</b> <b>President &amp; Senior Analyst</b> <b>ACT Research Co.</b></p> <p>After graduating from Southern Illinois University, Vieth spent six years in city government and education before joining ACT Research in 1991. Vieth became a partner in 2000 and was named President in 2010. Kenny oversees commercial vehicle analysis and forecasting at ACT. In his capacity as the principal heavy vehicle market analyst, Vieth has become an advisor to OEMs, suppliers, Wall Street and the Federal Reserve, for whom he is a frequent contributor to the Beige Book report.</p> <p>In 2008, Vieth cemented a partnership with China's State Information Center to provide forecasts to Western companies interested in understanding commercial vehicle demand trends in China.</p> <p>Consulting Economist to the National Private Truck Council 2012 (selected position)</p> <p>Chicago Federal Reserve's Annual Automotive Outlook Symposium Consensus Forecast Top Forecaster 2014</p>



	<p><b>Lydia Vieth</b> <b>Research Analyst, Electrification &amp; Autonomy</b> <b>ACT Research Co.</b></p> <p>Lydia joined ACT in June 2021 as a Research Analyst, focusing on electrification and autonomy.</p> <p>Prior to joining ACT, she spent time as a paralegal before working at an energy management SaaS company. Her graduate school research focused on energy policy and battery arbitrage opportunity in the midwest power markets.</p> <p>Lydia holds a BA in Political Science and MS in Global Affairs with a concentration on energy and environmental policy from New York University. She lives in Brooklyn, NY.</p>
	<p><b>Brent Yeagy</b> <b>President &amp; CEO &amp; Director of the Board</b> <b>Wabash National Corporation</b></p> <p>Brent L. Yeagy is an industrial manufacturing leader with more than 20 years of experience in the automotive and commercial transportation industries. Since June 2018, Mr. Yeagy has been responsible for the strategic direction and operations of Wabash (NYSE: WNC) in his role as President and Chief Executive Officer.</p> <p>Before his appointment as President and CEO, Mr. Yeagy was President and Chief Operating Officer at from October 2016 to June 2018. Mr. Yeagy joined Wabash in 2003 and held a number of positions with increasing responsibility, including Vice President of Manufacturing, Vice President and General Manager of Commercial Trailer Products, and Senior Vice President – Group President, Commercial Trailer Products.</p> <p>Prior to Wabash, from 1999 to 2003, Mr. Yeagy held various positions within human resources, environmental engineering, and safety management for Delco Remy International. Mr. Yeagy served in various plant engineering roles at Rexnord Corporation from December 1995 through 1999. He also served in the United States Navy from 1991 to 1994.</p> <p>Mr. Yeagy holds a Bachelor of Science in Environmental Engineering Science, Master of Science in Safety Engineering from Purdue University, and an MBA in Business Management from Anderson University. He has also attended executive programs at the University of Michigan’s Ross School of Business as well as Stanford’s Graduate School of Business. Mr. Yeagy is a graduate of the U.S. Navy’s Naval Nuclear Power Program and participated in the Navy’s Officer Candidate Program.</p>





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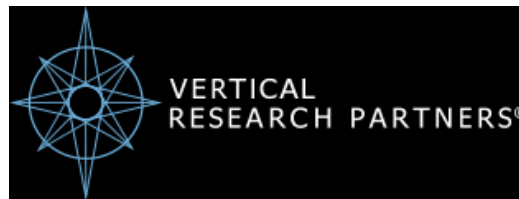




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