

# ***TRANSPORTATION & LOGISTICS COUNCIL, INC.***

## **34<sup>TH</sup> ANNUAL CONFERENCE**

A JOINT CONFERENCE WITH THE

## ***TRANSPORTATION LOSS PREVENTION & SECURITY ASSOCIATION***

**"EDUCATION FOR TRANSPORTATION PROFESSIONALS"**

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***CATAMARAN RESORT HOTEL  
SAN DIEGO, CALIFORNIA***

**APRIL 21, 2008 – APRIL 23, 2008**

## **SUNDAY, APRIL 20, 2008**

8:30am-9:00am

### **PRE-MEETING BREAKFAST**

9:00am-4:00pm

### **BOARD OF DIRECTORS MEETING**

TRANSPORTATION & LOGISTICS COUNCIL, INC.  
TRANSPORTATION LOSS PREVENTION & SECURITY ASSOCIATION

10:00am-10:30am

### **MID-MORNING BREAK**

9:00am-5:00pm

### **OPTIONAL SEMINARS**

#### **I. CONTRACTING FOR TRANSPORTATION & LOGISTICS SERVICES**

BY RAYMOND A. SELVAGGIO, ESQ. AN INTENSIVE WORKSHOP ON THE PRACTICAL AND LEGAL ASPECTS OF CONTRACTING FOR SERVICES RELATING TO DOMESTIC SURFACE TRANSPORTATION OF GOODS. LEARN HOW TO SUCCESSFULLY DRAFT AND NEGOTIATE CONTRACTS FOR A VARIETY OF TRANSPORTATION AND LOGISTIC SERVICES. INCLUDES A THOROUGH REVIEW OF IMPORTANT LEGAL PRINCIPLES, STATUTES, AND REGULATIONS AFFECTING CARRIERS, SHIPPERS, BROKERS, WAREHOUSEMAN AND OTHER INTERMEDIARIES, AS WELL AS A STEP-BY-STEP "WALK THROUGH" AND IN-DEPTH DISCUSSION OF ACTUAL CONTRACT PROVISIONS, TERMS AND CONDITIONS.

#### **II. FREIGHT CLAIMS - FILING & RECOVERY**

BY JOHN T. HARVEY, CCP. MR. HARVEY'S SEMINAR AND TEXT ARE DESIGNED TO TEACH NEWCOMERS TO FREIGHT CLAIMS AND CARRIER LIABILITY THE BASIC ELEMENTS OF THIS INTRICATE SUBJECT. HIS UNIQUE KNOWLEDGE OF LOSS AND DAMAGE CLAIMS, COMING FROM 27 YEARS AS CORPORATE CLAIMS MANAGER AT CORNING, ENSURES THAT THE MATERIAL HE TEACHES WILL HAVE DIRECT APPLICATION IN THE DAILY CLAIMS FILING AND RECOVERY FUNCTION.

#### **III. *WILLIAM J. AUGELLO'S TRANSPORTATION, LOGISTICS AND THE LAW – SECOND EDITION***

##### **A SEPARATE REGISTRATION FORM IS ATTACHED**

PRESENTED BY BRENT WM. PRIMUS, JD. BASED ON BILL AUGELLO'S TEXT EXPLAINING THE CURRENT LAWS GOVERNING TRANSPORTATION. LEARN HOW TO SOLVE PROBLEMS THAT CONTINUE TO PLAGUE SHIPPERS, CARRIERS AND INTERMEDIARIES IN A "DEREGULATED" ENVIRONMENT INCLUDING CARRIERS' LIMITS OF LIABILITY FOR CARGO LOSS AND DAMAGE, CARGO INSURANCE, CONTRACTS & BILLS OF LADING, INTERMEDIARIES & BROKERS, SEALS & SECURITY, FREIGHT CHARGES & BILLING DISPUTES, INTERNATIONAL & INTERMODAL SHIPMENTS AND HOW TO USE INTERNATIONAL TREATIES, FEDERAL LAWS & REGULATIONS AND COURT DECISIONS IN YOUR DAY-TO-DAY BUSINESS.

#### **IV. CCP – EXAM PRIMER**

Presented by John O'Dell, HCCP. This is an in depth one day course to help those studying for and preparing to take the CCP exam to become a Certified Claims Professional. This exam primer course is for advanced level claim adjusters, and is a broad review of cargo claims and carrier liability covering all modes of transportation.

1:00pm-4:00pm

### **REGISTRATION**

3:00pm-3:30pm

### **MID-AFTERNOON BREAK**

7:00pm-10:00pm

### **CARRIER/SUPPLIER HOSPITALITY SUITE**

**MONDAY, APRIL 21, 2008**

8:00am-9:00am **PRE-MEETING BREAKFAST**

8:00am-4:00pm **REGISTRATION**

8:00am-5:00pm **EXHIBITS**

8:30am-10:00am **GENERAL SESSION I**

***UPDATE ON CURRENT ISSUES IN TRANSPORTATION***

Leading representatives of the trade press and industry give their views on market trends, pricing and capacity, and current issues facing the transportation industry elimination of antitrust protection for rate bureaus, fuel surcharges, driver shortages, new hazmat regulations, and the impact of global security measures.

10:00am-10:30am **MID-MORNING BREAK**

10:30am-12:00pm **WORKSHOP 1**

***BROKERS, FORWARDERS, 3PL'S AND IMC'S***

What are the differences – licensing, registration and insurance requirements, liability for cargo claims and freight charges. Protecting your interests by due diligence when selecting service providers and with proper contracts.

**WORKSHOP 2**

***INTERNATIONAL TRADE***

Globalization continues to play an increasing role in the strategy of many U.S. based companies. Compliance with new rules and regulations and due diligence will be key to the success of your import and/or export programs. This session will provide a fundamental knowledge of what is happening in the worlds of import and export compliance and the many changes that you should prepare for.

12:00pm-1:30pm **LUNCHEON - GUEST SPEAKER** - **Doug Duncan, CEO - FedEx**

1:30pm-3:00pm **GENERAL SESSION II**

***LAW OF THE LAND V. LAW OF THE JUNGLE***

A continuation of the ever-popular program where "Lawyers Explain the Law: Businessmen Explain the 'Real World' of Transportation and Logistics"

3:00pm-3:30pm **MID-AFTERNOON BREAK**

3:30pm-4:30pm **GENERAL SESSION III**

***ANNUAL MEMBERSHIP MEETING***

4:45pm-5:45pm **CCPAC ANNUAL MEETING**

7:00pm-10:00pm **CARRIER/SUPPLIER HOSPITALITY SUITE**

7:00pm-10:00pm **EXHIBITS**

**TUESDAY, APRIL 22, 2008**

- 7:30am-8:30am **PRE-MEETING BREAKFAST**
- 7:30am-4:00pm **REGISTRATION**
- 7:30am-5:00pm **EXHIBITS**
- 8:30am-10:00am **GENERAL SESSION IV**  
***LAW AND ORDER – FIGHTING CARGO THEFT***  
In the criminal justice system, cargo thefts are righted by two sets of people: the terminal managers, claims personnel, and investigators who investigate them and the police and prosecutors who bring thieves to justice. Here is the West Coast story.
- 10:00am-10:30am **MID-MORNING BREAK**
- 10:30am-12:00pm **GENERAL SESSION V**  
***TRANSPORTATION SECURITY – POST 9/11***  
Homeland Security and the new initiatives from TSA, FMCSA and FDA; cargo screening, TWIC, HazMat and food regulations – Are they working? What is the cost to the taxpayer and the industry?
- 12:00pm-1:30pm **LUNCHEON - GUEST SPEAKER - To Be Announced**
- 1:30pm-3:00pm **WORKSHOP 3**  
***CONTRACTING FOR TRANSPORTATION & LOGISTICS SERVICES***  
Experts will explain the legal basics when dealing with carriers, forwarders, brokers, 3PL's, warehousing and distribution companies –bills of lading, warehouse receipts, tariffs and rules; Protecting your interests with formal transportation agreements – content and successful negotiating.
- 1:30pm-3:00pm **WORKSHOP 4**  
***CARGO CLAIMS – A SHORT COURSE***  
Panelists will cover the basic principles of carrier liability – burden of proof, measure of damages, liability limitations, time limits, the NMFC and carrier rules tariffs; Filing claims and supporting documentation; Thorny issues – concealed damage, SL&C, shortage from sealed trailers or palletized shipments, contamination of food products, salvage.
- 3:00pm-3:30pm **MID-AFTERNOON BREAK**
- 3:30pm-5:00pm **WORKSHOP 5**  
***TRANSPORTATION INSURANCE***  
Risk assessment – identifying the probable risks; Allocating the risk between carrier and shipper; Insurance v. valuation charges; Kinds of policies – ocean marine, inland marine, motor carrier legal liability, contingent liability policies; Coverage, exclusions, and deductibles.
- 3:30pm-5:00pm **WORKSHOP 6**  
***QUALITY LOGISTICS – PROBLEM SOLVING***  
80% of the challenge to solve Quality Logistical problems is finding the cause of the problem. This workshop will help you categorize problems into one of four areas – the 4M's: Machines, Materials, Methods or Manpower Performance.
- 7:00pm-10:00pm **PRESIDENT'S RECEPTION**

**WEDNESDAY, APRIL 23, 2008**

7:30am-8:30am **PRE-MEETING BREAKFAST**

7:30am-10:00am **REGISTRATION**

8:30am-12:00pm **GENERAL SESSION VI**

***TRANSPORTATION ATTORNEY PANEL***

Leading transportation attorneys discuss recent court decisions and controversial issues affecting truck, rail, air, ocean & multimodal shipping including carrier liability for loss and damage, liability of shippers and intermediaries for injury to third parties, responsibility for claims and freight charges when 3PL's, brokers and intermediaries are involved.

10:00am-10:30am **MID-MORNING BREAK**

12:00pm **GRAND PRIZE DRAWING & ADJOURNMENT**

1:30PM – 4:30 PM **CCP EXAM**

**THE CERTIFIED CLAIMS PROFESSIONAL ACCREDITATION COUNCIL, INC.** WILL CONDUCT THE CCP EXAM FOR ALL OF THOSE WHO HAVE MET THE QUALIFICATONS AND HAVE PRE-REGISTERED TO TAKE THE EXAM.

## REGISTRATION INFORMATION

### CONFERENCE REGISTRATION:

Registration for the Conference must be made with Transportation & Logistics Council, Inc.

#### **MAJOR CREDIT CARDS ACCEPTED**

TLC now accepts MasterCard, Visa & AMEX. Use your card to make reservations by mail, fax or through TLC website:

<http://www.TLCouncil.org>

#### **For additional information contact:**

**Transportation & Logistics Council, Inc.  
120 Main Street, Huntington, NY 11743**

**Phone:** (631) 549- 8984 **Fax:** (631) 549- 8962

**Email:** [tlc@transportlaw.com](mailto:tlc@transportlaw.com)

### REGISTRATION FEES:

#### **TLC, TLP&SA AND CCPAC MEMBERS:**

	<u>BEFORE MARCH 15, 2008</u>
<b>Member</b>	<b>\$495.00 Full Conference</b>
	<u>AFTER MARCH 15, 2008</u>
<b>Member</b>	<b>\$595.00 Full Conference</b>

Please indicate membership affiliation on the registration form.

#### **NON-MEMBERS:**

	<u>BEFORE MARCH 15, 2008</u>
<b>Non-Member</b>	<b>\$595.00 Full Conference</b>
	<u>AFTER MARCH 15, 2008</u>
<b>Non-Member</b>	<b>\$695.00 Full Conference</b>

Conference fees include pre-meeting breakfast, mid-morning and mid-afternoon breaks, two luncheons, admittance to Hospitality Suite and the Tuesday evening President's Reception. Extra tickets for guests may be purchased for the President's Reception at \$70.

### **MULTIPLE CONFERENCE REGISTRATION**

#### **(FROM SAME COMPANY)**

First registration at full price -- Deduct \$50 on each additional registration

### **SPOUSE/GUESTS:**

#### **FEE: \$175**

This special fee is for spouses and/or guests of Conference registrants and includes: three pre-meeting breakfasts (Monday, Tuesday & Wednesday), mid-morning (Monday, Tuesday & Wednesday) and mid-afternoon breaks (Monday & Tuesday), two luncheons (Monday & Tuesday), admission to the Hospitality Suite (Sunday & Monday) and the President's Reception (Tuesday evening).

## SUNDAY OPTIONAL SEMINARS:

### **Registration Fee: \$300**

Seminar fees include a text, pre-meeting breakfast, a mid-morning and mid-afternoon break and a lunch. Seminars run from 9:00am to 5:00pm. Optional Seminars are **not** included with the Conference registration fee.

### **REFUNDS/CANCELLATIONS:**

Full refund for all cancellations made more than ten (10) working days prior to Conference or Seminar. A \$25 cancellation fee will be charged for cancellations received ten (10) working days or less prior to the Conference or Seminar.

**REGISTER EARLY & SAVE!**

### **CONTINUING EDUCATION CREDIT**

Credits will be issued by Certified Claims Professional Accreditation Council, Inc (CCPAC) for 20 points (2.0 CEU units) for conference attendees and 7 points for one-day registrants (200 points are required to be eligible to take the exam for certification).

### **CONTINUING LEGAL EDUCATION CREDIT**

Attorneys attending or participating in the optional seminars, general sessions and workshops will be eligible for up to 19 CLE credits. Contact TLC Headquarters for details.

### **HOTEL INFORMATION**

Reservations must be made directly with:

**Catamaran Resort Hotel  
3999 Mission Blvd  
San Diego, CA 92109**

**Room Reservations Only 1-800-422-8386**

The special room rate negotiated for this conference is:

**Group Name: "TLC"**

Single or Double occupancy - \$182.00 plus tax  
Triple occupancy - \$202.00 plus tax  
Quad occupancy - \$222.00 plus tax

### **DEPOSIT:**

The hotel will require a one-night deposit, per room, to guarantee accommodations. Deposits are refundable if cancelled two (2) weeks prior to arrival.

### **CUT-OFF DATE:**

**Reservations MUST be made by March 19, 2008** in order to guarantee availability. Reservations after that date are subject to room availability at the discretion of the hotel.

**FIRST ATTENDEE REGISTRATION FORM**

PLEASE FILL OUT A SEPARATE CONFERENCE AND SEMINAR FORM FOR EACH PERSON REGISTERING AND MAIL WITH CHECK TO: **"TLC"**

		BEFORE MARCH 15, 2008	AFTER MARCH 15, 2008
TLC - MEMBER	( )	\$495.00-FULL CONFERENCE	\$595.00-FULL CONFERENCE
TLP&SA - MEMBER	( )	\$495.00-FULL CONFERENCE	\$595.00-FULL CONFERENCE
CCPAC - MEMBER	( )	\$495.00-FULL CONFERENCE	\$595.00-FULL CONFERENCE
NON - MEMBER	( )	\$595.00-FULL CONFERENCE	\$695.00-FULL CONFERENCE
SPOUSES/GUESTS	( )	\$175.00	

(\*Multiple registrants from the same firm: deduct \$50 each after the first registration at full price.)

SUNDAY, APRIL 20, 2008: OPTIONAL SEMINARS (not included in Registration Fee)			
		MEMBER	NON-MEMBER
( )	FREIGHT CLAIMS- FILING & RECOVERY	\$300.00	\$375.00
( )	CONTRACTING FOR TRANSPORTATION & LOGISTICS SERVICES	\$300.00	\$375.00
( )	CCP – EXAM PRIMER (INCLUDES EXAM ON WEDNESDAY)	\$325.00	\$400.00

Seminar fee includes Pre-Meeting Breakfast, a Mid-Morning Break, Mid-Afternoon Break, Luncheon and Text.

**HOW TO REGISTER FOR FULL CONFERENCE AND/OR OPTIONAL SEMINARS**

**REGISTER BY FAX:** 1-(631)-549-8962

**ONLINE:** WWW.TLCOUNCIL.ORG

M/C     VISA     AMEX     CHECK OR MONEY ORDER (US FUNDS)

CARD # \_\_\_\_\_ EXP DATE \_\_\_\_\_

NAME: \_\_\_\_\_  
(AS APPEARS ON CARD)

SIGNATURE: \_\_\_\_\_

OUR CHECK IS ENCLOSED FOR: \$ \_\_\_\_\_

Name: \_\_\_\_\_

Title: \_\_\_\_\_

CCP     HCCP     Other

Company: \_\_\_\_\_

Address: \_\_\_\_\_

Telephone: \_\_\_\_\_ Fax: \_\_\_\_\_

Email: \_\_\_\_\_

TLC // 120 Main Street // Huntington, New York 11743  
 Phone: (631) 549-8984 // Fax: (631) 549-8962  
 Email: [tlc@transportlaw.com](mailto:tlc@transportlaw.com) Website: WWW.TLCOUNCIL.ORG

**ADDITIONAL ATTENDEE REGISTRATION FORM**

PLEASE FILL OUT A SEPARATE CONFERENCE AND SEMINAR FORM FOR EACH PERSON REGISTERING AND MAIL WITH CHECK TO: **"TLC"**

		BEFORE MARCH 15, 2008	AFTER MARCH 15, 2008
TLC - MEMBER	( )	\$495.00-FULL CONFERENCE	\$595.00-FULL CONFERENCE
TLP&SA - MEMBER	( )	\$495.00-FULL CONFERENCE	\$595.00-FULL CONFERENCE
CCPAC - MEMBER	( )	\$495.00-FULL CONFERENCE	\$595.00-FULL CONFERENCE
NON - MEMBER	( )	\$595.00-FULL CONFERENCE	\$695.00-FULL CONFERENCE
SPOUSES/GUESTS	( )	\$175.00	
(*Multiple registrants from the same firm: deduct \$50 each after the first registration at full price.)			

SUNDAY, APRIL 20, 2008: OPTIONAL SEMINARS (not included in Registration Fee)			
		MEMBER	NON-MEMBER
( )	FREIGHT CLAIMS- FILING & RECOVERY	\$300.00	\$375.00
( )	CONTRACTING FOR TRANSPORTATION & LOGISTICS SERVICES	\$300.00	\$375.00
( )	CCP – EXAM PRIMER (INCLUDES EXAM ON WEDNESDAY)	\$325.00	\$400.00
Seminar fee includes Pre-Meeting Breakfast, a Mid-Morning Break, Mid-Afternoon Break, Luncheon and Text.			

**HOW TO REGISTER FOR FULL CONFERENCE AND/OR OPTIONAL SEMINARS**

**REGISTER BY FAX:** 1-(631)-549-8962

**ONLINE:** WWW.TLCOUNCIL.ORG

M/C     VISA     AMEX     CHECK OR MONEY ORDER (US FUNDS)

CARD #

EXP DATE

-

NAME:

\_\_\_\_\_

(AS APPEARS ON CARD)

SIGNATURE:

\_\_\_\_\_

OUR CHECK IS ENCLOSED FOR:

\$

Name:

\_\_\_\_\_

Title:

\_\_\_\_\_

CCP     HCCP     Other

Company:

\_\_\_\_\_

Address:

\_\_\_\_\_

\_\_\_\_\_

Telephone:

\_\_\_\_\_ Fax: \_\_\_\_\_

Email:

\_\_\_\_\_

TLC // 120 Main Street // Huntington, New York 11743  
 Phone: (631) 549-8984 // Fax: (631) 549-8962  
 Email: [tlc@transportlaw.com](mailto:tlc@transportlaw.com) Website: WWW.TLCOUNCIL.ORG

**REGISTRATION INFORMATION FOR OPTIONAL SEMINAR – SUNDAY, APRIL 20, 2008**

**WILLIAM J. AUGELLO'S TRANSPORTATION, LOGISTICS AND THE LAW – SECOND EDITION  
BY BRENT WM. PRIMUS, JD**

**[USE THIS FORM ONLY FOR THIS SEMINAR]**

**\$500.00 PER PERSON, WITH TEXT (MANDATORY)**

(\*Multiple registrants from the same firm: deduct \$50 each after the first registration at full price.)

**CEU'S, CLE'S AND CCPAC CREDITS AVAILABLE ON REQUEST.**

**HOW TO REGISTER**

**REGISTER BY PHONE:** 1-(800)-310-2814

**REGISTER BY FAX:** 1-(520)-798-1514

**WEBSITE:** [WWW.TRANSPORTLAWTEXTS.COM](http://WWW.TRANSPORTLAWTEXTS.COM)

**MAKE CHECK PAYABLE AND SEND TO:**

T L & L ACCOUNT, <sup>C/O</sup>FULFILLMENT SERVICES, INC.,  
6874 S. PAOLO VERDE RD., SUITE 160, TUCSON, AZ 85706-5000

( ) M/C ( ) Visa ( ) AMEX ( ) Discover ( ) Check or Money Order (U.S. Funds)

Card Number: \_\_\_\_\_

Expiration Date: \_\_\_/\_\_\_\_.

Name (as it appears on card): \_\_\_\_\_

Signature: \_\_\_\_\_

Our Check is enclosed for: \$\_\_\_\_\_.

NAME: \_\_\_\_\_ TITLE: \_\_\_\_\_  
 CCP  HCCP  OTHER

COMPANY: \_\_\_\_\_

ADDRESS: \_\_\_\_\_  
\_\_\_\_\_

PHONE: \_\_\_\_\_ FAX: \_\_\_\_\_

EMAIL: \_\_\_\_\_

**Note:** Text will be mailed to your business address upon receipt of your registration. You must register **seven** business days prior to seminar date to receive text prior to the seminar. Late registrants must furnish their overnight express account number.