

## **ANNUAL CONFERENCE PROGRAM**

The program includes General Sessions and Workshops touching on all modes of transportation and addressing a wide range of topics including regulatory compliance, risk management, freight charge liability, loss and damage claims and much more! In addition to a lineup of excellent speakers and panelists, we also have **Don Brown, Executive VP Finance and Administration of FedEx Freight**, as a guest speaker at our Monday luncheon.

### **Pre-Conference (Full-Day) Seminars**

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

Presented by Raymond A. Selvaggio, Esq.

An intensive workshop on the practical and legal aspects of contracting for both purchasers and providers of transportation and logistics services. Includes a review of important legal principles, statutes, regulations and a "walk through" and in depth discussion of actual contract provisions, terms and conditions.

#### **FREIGHT CLAIMS IN PLAIN ENGLISH**

Presented by Gerard F. Smith, Esq.

Based on the recently published *Freight Claims in Plain English, 4th Edition*, by George Carl Pezold & William J. Augello, this session covers basics of carrier liability, bills of lading, burdens of proof, defenses, damages, limitations of liability, time limits, liability of freight forwarders, intermediaries, warehousemen, air and ocean carriers.

#### **TRANSPORTATION, LOGISTICS AND THE LAW**

Presented by Brent Wm. Primus, JD

This unique one day course based upon Bill Augello's landmark text is designed to provide a basic working knowledge of the laws and regulations affecting the supply chain and those governing the relationships between the parties shippers, carriers, and intermediaries. This is the vital information you need for minimizing risks and protecting revenues for your organization, and for your own individual professional growth.

### **General Sessions**

#### **LOOKING FORWARD - WHAT'S AHEAD FOR THE TRANSPORTATION INDUSTRY**

Industry leaders will address the economic situation, impact on shippers, carriers and intermediaries, pending legislation, international issues such as Ocean Reform, shipping rates and capacity, with suggestions on how the parties can protect their interests.

#### **LAW OF THE LAND, LAW OF THE JUNGLE**

A continuation of the ever popular annual session where "Lawyers Explain the Law, and Businessmen Tell it Like it Is"

#### **MOTOR CARRIER SAFETY - THE NEW FMCSA SAFETY RATINGS**

Representatives of the Department of Transportation and the motor carrier industry will discuss the new FMCSA motor carrier safety ratings; how SafeStat and CSA 2010 will affect shippers, carriers

and intermediaries in matters such as carrier selection and vicarious liability for negligent hiring, and how the regulations will impact smaller carriers.

### **TRANSPORTATION ATTORNEYS PANEL**

Top transportation attorneys will address current issues and recent court decisions impacting shippers, carriers and intermediaries loss and damage claims, freight charge disputes, liability for highway accidents. Bring your questions for "free" legal advice from the experts!

### **SECURITY - HOW LAW ENFORCEMENT DEALS WITH CARGO THEFT**

Cargo theft costs carriers and shippers many millions of dollars every year; learn about what the FBI and law enforcement officials are doing to deal with this growing transportation problem.

### **Workshops**

### **TRADING WITH CANADA & MEXICO**

Learn about the laws, regulations and practices governing transportation within and between our major trading partners carrier licensing, insurance and safety; cargo liability; CT PAT and Customs requirements for motor, rail and intermodal cross border movements; NAFTA issues

### **LOSS & DAMAGE - QUESTIONS AND ANSWERS**

Panelists will focus on specific problem areas including liability limitations, special damages for delay, mitigation of loss and salvage allowances, measure of damages, offsetting freight charges against claims, shortages from sealed SLC and drop trailers, protective service shipments of refrigerated and frozen food products, broken or missing seals, terms of sale and risk of loss in transit, etc. Bring your questions to this session!

### **RISK MANAGEMENT AND TRANSPORTATION INSURANCE**

Assessing and quantifying the risks or loss or damage in transit risks the first steps in determining what kind of policies and coverage will be needed. Allocation of risk between shippers, carriers and intermediaries must also be evaluated. Panelists will discuss risk management, as well as the various types of insurance policies that are available to protect against catastrophic losses.

### **PARCEL & SMALL PACKAGE**

What's in store for parcel and small package shippers; rates and service issues, policies relating to loss and damage claims, freight payment, role of intermediaries and consultants in contract negotiations.

### **INTERMEDIARIES - PROTECTING YOUR INTERESTS**

Panelists will discuss current issues involving brokers, freight forwarders and 3PL's; liability for freight charges, cargo loss and damage, surety bonds and insurance, "double brokering", liability for "negligent hiring", and how the parties can protect their interests.

### **INTERNATIONAL SHIPPING - AIR & OCEAN**

A review of new rules and regulations affecting importers and exporters; documentation advance manifesting and "10+2" requirements, the new INCOTERMS, contracting with air freight forwarders and air carriers, service contracts and service arrangements with ocean carriers and NVOCC's, supply chain issues, status of the Montreal Convention of 1999 and proposed Rotterdam Rules.