

The background of the entire page is a photograph of the St. Louis Gateway Arch, a massive white steel catenary arch, set against a clear blue sky. To the left, a portion of a modern glass skyscraper is visible. In the foreground, the green spire of a church is seen. The city of St. Louis and the Mississippi River are visible in the distance.

*TRANSPORTATION & LOGISTICS COUNCIL, INC.*

35<sup>TH</sup> ANNUAL CONFERENCE

A JOINT CONFERENCE WITH THE

*TRANSPORTATION LOSS PREVENTION &  
SECURITY ASSOCIATION*

"EDUCATION FOR TRANSPORTATION PROFESSIONALS"

***Sheraton Westport Chalet Hotel  
St. Louis, Missouri***

MARCH 23, 2009 – MARCH 25, 2009

**SUNDAY, MARCH 22, 2009**

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 IN PLAIN ENGLISH**

Presented by Gerard F. Smith, Esq. Based on the newly-published 4<sup>th</sup> edition of the text 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.

**III. WILLIAM J. AUGELLO’S “TRANSPORTATION, LOGISTICS AND THE LAW “ PRESENTED BY BRENT WM. PRIMUS, J.D.**

**A SEPARATE REGISTRATION FORM IS ATTACHED**

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 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.

**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, MARCH 23, 2009**

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

7:30am-4:00pm **REGISTRATION**

7:30am-5:00pm **EXHIBITS**

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

***THE CRYSTAL BALL – WHAT’S AHEAD FOR THE TRANSPORTATION INDUSTRY?***

Leading representatives of the trade press and industry give their views on what the future holds for truck, rail, air and ocean transportation and how shippers and carriers will have to deal with the issues – infrastructure, fuel costs, global security measures.

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

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

***LOSS & DAMAGE – 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.

**WORKSHOP 2**

***FORWARDERS, BROKERS, 3PL’S AND OTHER INTERMEDIARIES***

Similarities and differences; Legal requirements, licensing; Liability of shippers, intermediaries and carriers for: Loss & damage claims; Freight charges and Personal injury claims – highway accidents, etc.

12:00pm-1:30pm **LUNCHEON - GUEST SPEAKER - To Be Announced**

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

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

The Ever-Popular Annual Session in which “Lawyers Explain the Law, and Businessmen Tell it Like it is”.

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, MARCH 24, 2009**

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

7:30am-4:00pm **REGISTRATION**

7:30am-5:00pm **EXHIBITS**

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

***PROTECTING THE NATION'S HIGH VALUE SHIPMENTS IN TRANSIT***

A case study using the pharmaceutical industry as an example. An analysis of the threats against pharmaceutical shipments in transit, as well as mitigating processes and procedures to deal with those threats. Also discussed will be cargo theft intelligence sources and law enforcement liaisons that specifically target that particular type of illicit activity.

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

10:30am-12:00pm **GENERAL SESSION V**

***CARGO THEFT FENCING AND FRAUD OPERATIONS***

Overview and case studies of the current cargo theft problem in the metro Atlanta area. Discover the current fencing and fraud operations involving stolen cargo. Hear about current efforts by the Governor's office to establish a statewide wide cargo theft task force.

12:00pm-1:30pm **LUNCHEON - GUEST SPEAKER - To Be Announced**

1:30pm-3:00pm **WORKSHOP 3**

***SAVING TRANSPORTATION \$\$\$***

Getting performance and value for your transportation dollars - - "Cheap is not always best...". Carrier selection & evaluation; Optimizing loads; Consolidation & pool shipments; Mode selection and route planning; Guaranteeing capacity; Dedicated equipment contracts; Private carriage – exploiting backhaul capacity; Auditing and performance measurements.

1:30pm-3:00pm **WORKSHOP 4**

***INTERNATIONAL TRADE – IMPORTING & EXPORTING***

Incoterms explained. Update on government regulations and procedures – documentation; CTPAT; advanced electronic manifests; border security regulations; cargo screening; the "10+2 program". The differences in liability of OTI's and ocean carriers, air freight forwarders and air carriers.

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

3:30pm-5:00pm **WORKSHOP 5**

***BILLS OF LADING & TARIFFS***

Content and use; Terms & conditions, tariff provisions (rules, credit terms, liability limitations); Incorporation by reference. Panelists will discuss the different forms: Uniform Bills of Lading; Air Waybills; Ocean, Multimodal and Shipper's Bills of Lading.

3:30pm-5:00pm

**WORKSHOP 6**

***PURCHASING TRANSPORTATION INSURANCE***

How to identify and assess the risks; Allocating risk among the parties; insurance v. declared value; Kinds of insurance available. Panelists will discuss inland & ocean marine, cargo legal liability, contingent liability, errors & omissions policies, the BMC-32 endorsement. What policies cover and what they don't – traps and pitfalls. How to save money when purchasing insurance coverage.

7:00pm-10:00pm

**PRESIDENT'S RECEPTION**

**WEDNESDAY, MARCH 25, 2009**

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 controversial court decisions & current issues affecting logistics and transportation by all modes – truck, rail, air, ocean & multimodal shipping; limitations of liability, measure of damages, time limits, 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 qualification and have pre-registered to take the exam.

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**Save the Date! Budget Now!**

***Transportation & Logistics Council, Inc. and  
Transportation Loss Prevention & Security Association's***

**36<sup>th</sup> Annual Conference**

The Transportation & Logistics Council and Transportation Loss Prevention & Security Associations 36<sup>th</sup> Annual Conference will be held April 18 – 21, 2010 at the Catamaran Resort Hotel in San Diego, California.

## 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:**

BEFORE FEBRUARY 15, 2009

|               |                                 |
|---------------|---------------------------------|
| <b>Member</b> | <b>\$495.00 Full Conference</b> |
|---------------|---------------------------------|

AFTER FEBRUARY 15, 2009

|               |                                 |
|---------------|---------------------------------|
| <b>Member</b> | <b>\$595.00 Full Conference</b> |
|---------------|---------------------------------|

.....  
Please indicate membership affiliation on the registration form.

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

BEFORE FEBRUARY 15, 2009

|                   |                                 |
|-------------------|---------------------------------|
| <b>Non-Member</b> | <b>\$595.00 Full Conference</b> |
|-------------------|---------------------------------|

AFTER FEBRUARY 15, 2009

|                   |                                 |
|-------------------|---------------------------------|
| <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:**

| <b><u>Registration Fee:</u></b>                     | <b>Member</b> | <b>Non-Member</b> |
|---|---------------|-------------------|
| Freight Claims in Plain English                     | \$300.00      | \$375.00          |
| Contracting for Transportation & Logistics Services | \$300.00      | \$375.00          |
| CCP – Exam Primer (Includes Exam on Wednesday)      | \$350.00      | \$425.00          |

Seminar fees include a text (Except CCP-Exam Primer), 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:**

A full refund (less \$50.00 processing fee) will be made upon request if written notification is received prior to **March 1<sup>st</sup>**. Due to advance commitments by the Council **Cancellations made after March 1<sup>st</sup> will not receive a refund.**

#### ***REGISTER EARLY & SAVE!***

### **CONTINUING EDUCATION CREDIT**

Credits will be issued by Certified Claims Professional Accreditation Council, Inc (CCPAC) Full Conference (Mon-Wed) 16 credits. If attending Board Meeting or a Seminar on Sunday 5 additional credits will be issued.

### **CONTINUING LEGAL EDUCATION CREDIT**

Attorneys attending or participating in the optional seminars, general sessions and workshops will be eligible for up to 19.5 CLE credits. Contact TLC Headquarters for details.

### **HOTEL INFORMATION**

Reservations must be made directly with:

**Sheraton Westport Chalet Hotel  
191 Westport Plaza Drive  
St. Louis, MO 63146**

**Room Reservations Only 1-800-822-3535**

Special room rate negotiated for this conference is:

**Group Name: "TLC"**

Room Rate - \$159.00 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 February 17, 2009** 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 FEBRUARY 15, 2009 | AFTER FEBRUARY 15, 2009  |
|--|-----|--------------------------|--------------------------|
| 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, MARCH 22, 2009: OPTIONAL SEMINARS (not included in Registration Fee)   |  |          |            |
|--|--|----------|------------|
|  |  | MEMBER   | NON-MEMBER |
| ( )  | FREIGHT CLAIMS IN PLAIN ENGLISH                | \$300.00 | \$375.00   |
| ( )  | CONTRACTING FOR TRANSPORTATION & LOGISTICS     | \$300.00 | \$375.00   |
| ( )  | CCP - EXAM PRIMER (INCLUDES EXAM ON WEDNESDAY) | \$350.00 | \$425.00   |
| Seminar fee includes Pre-Meeting Breakfast, a Mid-Morning Break, Mid-Afternoon Break, Luncheon and Text. (Text not included with CCP- Exam Primer) |  |          |            |

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

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

**ONLINE:** [WWW.TLCOUNCIL.ORG](http://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](http://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 FEBRUARY 15, 2009 | AFTER FEBRUARY 15, 2009  |
|--|-----|--------------------------|--------------------------|
| 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, MARCH 22, 2009: OPTIONAL SEMINARS (not included in Registration Fee)  |  |          |            |
|---|--|----------|------------|
|   |  | MEMBER   | NON-MEMBER |
| ( )   | FREIGHT CLAIMS IN PLAIN ENGLISH                | \$300.00 | \$375.00   |
| ( )   | CONTRACTING FOR TRANSPORTATION & LOGISTICS     | \$300.00 | \$375.00   |
| ( )   | CCP - EXAM PRIMER (INCLUDES EXAM ON WEDNESDAY) | \$350.00 | \$425.00   |
| Seminar fee includes Pre-Meeting Breakfast, a Mid-Morning Break, Mid-Afternoon Break, Luncheon and Text. (Text not included with CCP - Exam Primer) |  |          |            |

**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: \_\_\_\_\_

**REGISTRATION INFORMATION FOR OPTIONAL SEMINAR – SUNDAY, MARCH 22, 2009**

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***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)

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**MAKE CHECK PAYABLE AND SEND TO:**

**T L & L ACCOUNT, C/O 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: \_\_\_\_\_

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**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.