

## **FREIGHT CLAIMS IN PLAIN ENGLISH**

*Presented by Gerard F. Smith, Esq.*

Based on the popular 4<sup>th</sup> Edition of *Freight Claims in Plain English*, authored by George Carl Pezold & William J. Augello, which is often referred to as the "Bible" on freight claims. This is a "soup to nuts" seminar covering a wide range of issues and topics related to freight claims and freight claim recovery, such as the basics of carrier liability for loss and damage to freight in transit, bills of lading, burdens of proof, defenses, damages, limitations of liability, time limits, liability of freight forwarders, intermediaries, warehousemen, air and ocean carriers.

This course is highly recommended for both beginners in the field of freight claims as well as experienced claims professionals. Also, seminar attendees will receive a copy of the 2-volume text along with their registration.

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

*Presented by Raymond A. Selvaggio, Esq.*

An intensive program on the practical and legal aspects of contracting for transportation and logistics services. Learn different techniques about drafting and negotiating transportation contracts, such as the "do's" and "don'ts" of contracting. Also included is a review of important legal principles, statutes, and regulations affecting the contracting process, as well as a "walk through," in-depth discussion of actual contract provisions, terms and conditions.

This course is for both purchasers and providers of transportation services with a focus on the contractual relationships among motor carriers, shippers, brokers and other 3PLs. Plus attendees will have a unique opportunity to discuss their specific contracting problems and issues with a knowledgeable transportation attorney.

### **Transportation, Logistics & the Law It's All About Risk!**

*Presented by Brent Wm. Primus, JD*

This one-of-a-kind seminar is intended for the persons actually doing the work to be able to identify and minimize legal and financial risks in their day-to-day responsibilities. The course is designed to provide a basic working knowledge of the laws and regulations governing the supply chain and the relationships between the players -- shippers, carriers, and intermediaries.

Registration includes a 190+ page Course Handbook. The course handbook provides vital information you need for protecting revenues for your organization AND for your own individual professional growth.

Presentation topics will include:

- Motor carriers, brokers, and surface freight forwarders: what is the difference and why does it matter?
- Update on FSMA - the Food Safety Modernization Act
- Latest on vicarious liability for highway accidents
- Bills of lading and contracts in a nut shell
- Cargo insurance and cargo *liability* insurance

Detailed agenda may change based on legal and industry developments between now and the time of the seminar.