

TLC's Spring Seminars 2024

Seminars run concurrently 9am – 5pm on Sunday March 17, 2024

You can choose one

CONTRACTING FOR TRANSPORTATION & LOGISTICS SERVICES

Presented by: Raymond A. Selvaggio - Pezold, Smith, Hirschmann & Selvaggio

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.

The Presenter, Raymond A. Selvaggio, is an attorney with over 30 years of experience in the field of transportation law, who has drafted, negotiated and reviewed myriad contracts covering all modes of transportation involving Shippers, Carriers, Transportation Brokers and Freight Forwarders.

TRANSPORTATION, LOGISTICS & THE LAW IT'S ALL ABOUT RISK

Presented by Brent Wm. Primus, JD - Primus Law Office

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 topics covered will include:

- An analysis of the *thoroughly revised NMFTA Uniform BOL* in effect as of December 2022
- Minimizing *“the double payment problem”*.
- Payment and collection of freight charges: How to avoid the financial risk of late-payment penalties.
- Latest on the biggest financial risk faced by shippers: Vicarious liability for highway accidents.
- Motor Carriers, Brokers, and Surface Freight Forwarders: What are the legal differences and *why do they matter?*
- Legal characteristics of Ocean carriers, NVOCC’s, Ocean Freight Forwarders and Air Carriers
- Shippers, consignors and consignees – who’s who?
- Role of the bill of lading – with or without an individually negotiated contract.
- Flash Look at Insurance: The critical difference between cargo insurance and cargo liability insurance; Certificates of Insurance; Cyber Insurance.

Registrants will be provided with 190+ pages of critical statutes, critical regulations, and an appendix containing additional materials.

FREIGHT CLAIMS IN PLAIN ENGLISH

Presented by: Gerard F. Smith - Pezold, Smith, Hirschmann & Selvaggio

Presented by the Transportation & Logistics Council, this course is based on the landmark text *Freight Claims in Plain English, 4th Ed.*, authored by George Carl Pezold and William J. Augello

This course is essential for supply chain and logistics professionals, at all levels, or anyone who has responsibility for pursuing or defending freight loss and damage claims on behalf of shippers (manufacturers, distributors, etc.), brokers, carriers, freight forwarders, etc. It covers all aspects of freight claims from the basics of filing claims to more advanced topics such as legal liability and insurance. It includes valuable information and content that will assist and better prepare you to confidently resolve claims with legal and practical solutions.

Topics covered include:

- Liability under the Carmack Amendment
- Bills of lading, tariffs and contracts
- Burdens of proof
- Carrier Defenses
- Limitations of liability
- Time limits
- Broker liability for cargo claims
- Claim filing procedures
- Insurance
- Ocean freight claims under the Carriage of Goods by Sea Act (COGSA)

Gerard F. Smith, Esq. is widely recognized as a leading transportation attorney and expert on the subject of freight loss and damage claims. He has presented this course numerous times both virtually and in person with popular acclaim from his audiences.