

# 44<sup>th</sup> Annual Conference Program

## Monday, March 19th

7:30am-8:30am	<u><b>Pre-Meeting Breakfast</b></u>	
7:30am-5:00pm	<u><b>Registration</b></u>	
7:30am-5:00pm	<u><b>Exhibits</b></u>	
8:30am-10:00am	<u><b>General Session I</b></u>	<u><b>THE TRANSPORTATION INDUSTRY - UPDATES &amp; TRENDS</b></u> Leading representatives from industry and the trade press will provide an overview of critical issues facing the transportation and logistics industry – the economic outlook, effect of consolidation and mergers in all modes of transportation, the Internet and demise of retail stores, funding for infrastructure, the impact of recent legislation and regulatory initiatives, and administration policies affecting international trades.
10:00am-10:30am	<u><b>Mid-Morning Break</b></u>	
10:30am-12:00pm	<u><b>Workshop 1</b></u>	<u><b>TRANSPORTATION OF FOOD AND DRUGS</b></u> This session will cover recent new laws and regulations, including implementation of the Sanitary Food Transportation Act of 2005 and the FDA Food Safety Modernization Act of 2011, and what shippers, carriers and receivers are doing to ensure that their practices and procedures are in compliance with the new requirements. Panelists will also discuss some of the common issues involving transportation of food and drug shipments such as broken seals, contamination, salvage, and will suggest “best practices” to avoid typical problems.
10:30am-12:00pm	<u><b>Workshop 2</b></u>	<u><b>OUTSOURCING; DEALING WITH CONTRACTORS &amp; INTERMEDIARIES</b></u> Many companies are “outsourcing” transportation and logistics functions that are not part of their core business to take advantage of the skills and resources of third-party service providers. However, in addition to the benefits there are risks and disadvantages when contracting with a 3PL, broker, freight bill audit and payment company, or other intermediary. 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.
12:00pm-1:30pm	<u><b>Luncheon - Guest Speaker:</b></u>	Tonn M. Ostergard , Chairman and Chief Executive Officer of Crete Carrier Corporation
1:30pm-3:00pm	<u><b>General Session II</b></u>	<u><b>LAW OF THE LAND, LAW OF THE JUNGLE</b></u> A continuation of the ever-popular annual session where “Lawyers Explain the Law, and Businessmen Tell It Like It Is
3:00pm-3:30pm	<u><b>Mid-Afternoon Break</b></u>	

**Monday March 19<sup>th</sup> Continued**

3:30pm-5:00pm

**Workshop 3**

**INTERNATIONAL TRADE - WHAT IMPORTERS & EXPORTERS  
NEED TO KNOW**

Panelists will give an overview of major issues affecting international trade such as the aftermath of the Hanjin bankruptcy, global carriers alliances and their impact on capacity and rates, the political situation - protective trade policies and tariffs, and changes to NAFTA that could affect cross-border commerce with Canada and Mexico. Attendees will learn the basics of what importers and exporters need to know about the different types of service providers, international treaties and laws governing cargo liability, and compliance with CPB security initiatives and regulations. Common problems and how to avoid them will be discussed with suggested "best practices" for shippers, carriers and intermediaries involved in air, ocean and cross-border shipping

**Workshop 4**

**WORKING TOGETHER TO SAVE \$**

Shippers and carriers working together to solve common problems can result in savings of time and money for both parties. Panelists will discuss carrier complaints about waiting time for loading and unloading, unreasonable transit time demands, penalties for missed pickup and delivery appointments, etc. and some of the solutions - drop trailers, "drop & pick" arrangements, modifying shipping schedules, more flexible shipping and receiving hours; use of night shifts and overtime, avoiding peak highway congestion.

5:15pm-6:15pm

**CCPAC Annual Meeting**

7:00pm-9:00pm

**Hospitality Suite**

7:00pm-9:00pm

**Exhibits**

**Tuesday, March 20th**

7:30am-8:30am	<b><u>Pre-Meeting Breakfast</u></b>	
7:30am-5:00pm	<b><u>Registration</u></b>	
7:30am-5:00pm	<b><u>Exhibits</u></b>	
8:30am-10:00am	<b><u>General Session III</u></b>	<b><u>HOW GOOD IS YOUR SECURITY PROGRAM?</u></b> We once worried about bandits with masks and six-guns - and we still have plenty of old fashioned hijackings and theft that cost shippers and carriers millions every year. But the crooks and thieves have become smarter and more sophisticated. We now have identity and impostor theft and cyberattacks with hackers getting access to critical personal and business data. Panelists will discuss these threats and give tips and advice on what you can do to minimize exposure and improve your security programs.
10:00am-10:30am	<b><u>Mid Morning Break</u></b>	
10:30am-12:00pm	<b><u>Workshop 5</u></b>	<b><u>IMPACT OF NEW LAWS AND REGULATIONS</u></b> Panelists will review the status and impact of recent federal laws like MAP-21, the Fixing America's Surface Transportation Act (FAST) as well as regulatory initiatives and mandates such as Electronic Logging Devices (ELD's), speed limiters, driver coercion rules, Hours of Service (HOS), changes to the Compliance, Safety & Accountability (CSA) program and Safety Fitness Determination (SFD) methodology. Also covered will be new state labor laws and regulations affecting classification and treatment of independent contractors, as well as environmental standards and regulations since they increase the cost of doing business in those states and have serious consequences for both shippers and carriers.
10:30am-12:00pm	<b><u>Workshop 6</u></b>	<b><u>INSURANCE AND TRANSPORTATION CONTRACTS</u></b> Insurance is a major expense for most any business. What kinds of insurance do shippers, carriers and brokers really need? Panelists will discuss identification and analysis of the risks, how to determine what to look for when purchasing insurance or specifying the coverage your service providers should have, and the allocation of risk through transportation contracts with typical contract provisions and requirements.
12:00pm-1:30pm	<b><u>Luncheon - Guest Speaker:</u></b>	Cynthia Hetherington, MLS, MSM, CFE
1:30pm-3:00pm	<b><u>General Session IV</u></b>	<b><u>TRANSPORTATION ATTORNEY PANEL</u></b> Leading transportation attorneys will address current court decisions and legislation impacting shippers, carriers and intermediaries – loss and damage claims, freight charge disputes, multimodal issues, liability for highway accidents and other current issues.

**Tuesday, March 20<sup>th</sup> Continued**

3:00pm-3:30pm      **Mid-Afternoon Break**

3:30pm-5:00pm      **General Session V**

**MEET THE EXPERTS**

Would you like help with a problem or have questions that need answers? Then this session is perfect. A Pre-Scheduled one-on-one meeting with top transportation professionals will give you an opportunity to ask specific questions or get guidance with a problem. Each meeting will be 10-15 minutes of uninterrupted time with a presenter or panelist of your choice. Sign up at the registration table for your own personal consultation.

6:30pm-10:00pm      **President's Reception**

**Wednesday, March 21<sup>st</sup>**

7:30am-8:30am	<b><u>Pre-Meeting Breakfast</u></b>	
7:30am-10:00am	<b><u>Registration</u></b>	
8:30am-10:00am	<b><u>General Session VI</u></b>	<b><u>LOSS PREVENTION AND MITIGATION OF DAMAGES</u></b> Theft, hijacking, shortage and damage cost shippers and carriers millions every year. This session will cover what shippers and carriers can do to prevent transit loss and damage - packaging, blocking & bracing, scheduling and routing; security practices - locks & seals, GPS tracking, screening and background checks, and premises security such as fencing, cameras, identity checks; Mitigation of losses through prompt action - investigation and salvage services; Special situations such as broken or missing seals on shipments of food, food-related products or drugs; special order goods; as well as product liability, brand and trademark considerations; "Best Practices" for dealing with common situations, both before and after a loss; corrective action to prevent future losses
10:00am-10:30am	<b><u>Mid-Morning Break</u></b>	
10:30am-12:00pm	<b><u>General Session VI I</u></b>	<b><u>FREIGHT CLAIMS - QUESTIONS &amp; ANSWERS</u></b> Panelist will tackle questions submitted by the audience and to the Council's "Q&A" forum, tell how they would answer them from both a shipper and carrier view point, and give suggestions on how to resolve difficult situations. Be sure to bring your questions to this session!
12:00pm	<b><u>Grand Prize Drawing &amp; Adjournment</u></b>	