



AUDIO CONFERENCE SERIES

Contract Rights— Balls in Carriers Court

October 28, 2004

February 17, 2005

12:00 p.m. – 1:30 p.m. ET

Who Should Participate: CEOs, CFOs, Claims Managers, Sales Representatives

For too long, shippers and brokers have dictated the service terms and conditions for truckload carriers. Contract exclusions and loopholes have denied carriers just compensation for accessorial charges, increasing bad debts, cutting off recourse and exacerbated cargo loss and damaging claims through special and consequential damages.

The Truckload Carriers Association (TCA) would like to provide you with the contracting tools to establish and enforce carrier dictated terms and conditions through proper use of three documents: (1) bills of lading; (2) carrier's service conditions or rules circular; and (3) bilateral contracts. In this two part series of interactive audio conferences, you will have the opportunity to hear and ask questions from Henry Seaton, author of "Protecting Motor Carrier Interests in Contracts" and senior partner of Seaton & Husk, L.P., a Washington, D.C. based law firm specializing in freight charge collection, contracts, and freight claims defense. Jim Richards, COO of KLLM in Jackson, Mississippi will talk about how KLLM has used Seaton's strategies to gain greater control of their transportation contracts.

The purpose of this series is to help carriers level the playing field, by teaching them how to incorporate provisions which limit cargo liability and exposure for risk of loss, while assuring timely collection of compensatory freight charges.

How to Establish and Enforce Standard Procedures for Accessorial Charges, Billing Practices, Credit Terms, Collection Recourse and More

Session 1 • Thursday, Oct. 28, 2004 • 12:00 p.m. – 1:30 p.m. ET

This session will discuss how to provide for and collect accessorial charges (detention, layover, storage, etc.) which has often not been otherwise collectible. Best practices for accruing, invoicing and collecting freight charges will be discussed, including the proper use of service conditions and notice procedures, preservation of recourse, and the legal assessment of interest and collection fees upon default.

Speakers: Henry Seaton, senior partner of Seaton & Husk, L.P., Washington, D.C. and Jim Richards, COO, KLLM, Jackson, MS

How to Establish and Enforce Maximum Liability Limits for Cargo Loss and Damage, Avoid Special and Consequential Liability, Overly Broad Indemnifications, Offsets and More

Session 2 • Thursday, Feb. 17, 2005 • 12:00 p.m. – 1:30 p.m. ET

Starting with the federal statute applicable to regulated shipments, this session will demonstrate best practices for insuring the proper mitigation and adjustment of claims, including ADR and how to avoid offsets against freight charges. Also included will be a discussion of released valuation and how a carrier can properly limit its liability for loss or damage to the amount of its cargo insurance.

Speakers: Henry Seaton, senior partner of Seaton & Husk, L.P., Washington, D.C. and Jim Richards, COO, KLLM, Jackson, MS

Extra Value Package

You can sign-up for each session as priced on the registration form or you can sign-up for the two sessions and get the second session for \$65! If you are a TCA member and you sign up for the two sessions you will be getting each session for \$97. If you are a non-member and sign-up for both session you will be able to participate in each session for \$112.

Why An Audio Conference?

It's easy, convenient and cost-effective! Simply dial in on a speakerphone and have as many employees as you want listen in — all for one low price. Individuals also have the ability to ask questions during the audio conference, making the experience interactive as well.

Live Site Hook-Up and Materials:

\$129 per site for TCA Members
\$159 per site for Non-TCA members

Audiotape and Materials Only:

\$59 for audio conference participants
\$129 for non-participants who are TCA members
\$159 for non-participants who are not TCA members

To register for this audio conference, visit www.Truckload.org and click on Events.

How to Establish and Enforce Standard Procedures for Accessorial Charges, Billing Practices, Credit Terms, Collection Recourse and More

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- Site live hook up (\$129 member/\$159 non-member)
- Audiotape & materials (\$59 participants/\$129 member/\$159 non-member)

How to Establish and Enforce Maximum Liability Limits for Cargo Loss and Damage, Avoid Special and Consequential Liability, Overly Broad Indemnifications, Offsets and More

Session II • Thursday, February 17, 2005 • 12:00 p.m. – 1:30 p.m. ET

- Site live hook up (\$129 member/\$159 non-member)
- Audiotape & materials (\$59 participants/\$129 member/\$159 non-member)

Registrant Information (please print)

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Note: All registrations/orders must be prepaid in U.S. dollars.

1. **Mail to:** LINK Conference Service, LLC
3245 146th Place, SE, Suite 230, Bellevue, WA 98007
2. **Fax** (with credit card info) to LINK at 888.200.8880 or 425.865.9116
3. **Call** 800.756.8280 (LINK cust. service) with your credit card info.
4. **On-line registration:** go to www.linkconferencecall.com/reg/tca

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Questions? For more details, e-mail TLA@truckload.org and click on Events or contact Virginia DeRoze at 703/838-1950.