American Conference Institute, creator of the renowned defense counsel forums AVIATION LITIGATION and AUTOMOTIVE LITIGATION, now brings you its

Premier Forum on Defending and Managing

The essential forum that will shape the future of defense and risk management strategies for the industry's leading counsel and claims and risk management professionals



March 31 - April 1, 2011 **Sutton Place Hotel** Chicago, IL

No other trucking conference has ever had an in-house faculty like this. Hear from:

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Kim L. Marchner **UPS**

Stéphane Garon C.Â.T.

David P. Chameli Sears Holdings Management Corporation

Randy Metzger Lancer Insurance Company

Thomas D. DeMatteo ABC Bus Companies, Inc.

Harvey Mensch USA Truck, Inc.

Sue Lawless Federal Motor Carrier Safety Administration

Michael J. Noble Stevens Transport, Inc.

Wesley A. McClure, Esq. Dynamex, Inc.

Keith D. Dunlap NTA, Inc.

Jim Mullen Werner Enterprises, Inc

Brian M. Chance, MBA, CPCU, AIC ECBM, LP

Eric A. Baker SIRVA, Inc.

Leading outside counsel, in-house professionals and renowned jurists will provide you with up-to-the minute practical information on:

- Emerging trends in trucking litigation: new risks, recent developments and what to expect in the year ahead
- Accident reconstruction and the use of biomechanical expert witnesses: selection of experts, strategically preparing & defending *Daubert* challenges, and preventing juror confusion
- Timely handling of evidence: investigation, spoliation, inspection, rapid response, ECM data, and beyond
- Thwarting plaintiffs' latest claims based on negligence, wantonness, and negligent entrustment and analyzing fault apportionment as it relates to brokers, carriers and manufacturers
- Incorporating new developments by the Federal Motor Carrier Safety Administration (Including CSA 2010) into your litigation strategy
- Jury communication & advocacy during opening/closing statements and otherwise: using demonstrative evidence and themes, telling a detailed story, and overcoming sympathy for plaintiffs
- Risk management issues and developments in insurance coverage: how to make cost-effective decisions on how to provide coverage
- Punitive damages: how to combat the latest nuances plaintiffs are using to make the case
- The litigation of a catastrophic trucking suit from start to finish: immediate action needed to prepare for a case from the moment the truck accident occurs and building successful litigation strategies from day one

A unique opportunity to hear how judges interpret evidence and arguments in the trucking context. Hear from:



Hon. Roslyn O. Silver U.S. Dist. Ct., D. Ariz.



Hon. John C. Coughenour U.S. Dist. Ct., W.D. Wash.



Hon. James L. Robart U.S. Dist. Ct., W.D. Wash.



Hon. F.A. Gossett III U.S. Dist. Ct., D. Neb.





Hon. Robert B. Collings U.S. Dist. Ct., D. Mass.



The premier trucking litigation conference devoted entirely to the defense of claims, led by an unparalleled faculty of the most experienced in-house counsel, claims officers & risk managers, the top law firms, and renowned federal judges

The issues surrounding trucking litigation have never been as complex as they are now. Not only does the litigation affect the drivers and vehicles involved, but plaintiff's counsel will often look to parent companies with deep pockets to extend theories of liability. Companies are often starting from a disadvantage as they are forced to battle overwhelming natural sympathy for catastrophically injured (often blameless) plaintiffs.

Moreover, trucking companies provide a multitude of varying services. Therefore, there are multiple factors involved in determining the proximate causes of an accident and for this reason, there are often complex insurance claims intertwined with litigation of a catastrophic accident. Finally, the trucking industry and operators of commercial motor vehicles are engaged in a regulated trade, affecting every facet of the industry's operation as it relates to public safety, employee safety, and property damage.

The ability to understand and navigate the nuanced details of the regulations, equipment operations, technological advances, regulatory and industry standards are essential elements in the handling of these cases. With all of these factors putting defense counsel behind the 8-ball from the very start, there has never been a more important time in the industry to convene and trade valuable pointers and insights on the most current strategies and techniques for defending and managing trucking litigation.

In response, American Conference Institute is proud to introduce its premiere installment of the essential defense counsel forum that shapes the future of litigation strategies for leading outside counsel litigators and in-house counsel for trucking companies, carriers, risk managers, claims professionals, and insurers: Defending and Managing TRUCKING LITIGATION. Renowned federal judges, leading outside counsel and in-house professionals from FMCSA, USA Truck, Halliburton, UPS, C.A.T., Lancer, NTA, Sears, ABC Bus, Stevens Transport, International Paper Company, Dart Transit, ECBM, Dynamex, SIRVA, Werner, and many others will provide even the most seasoned professionals with the clarity and certainty needed to remain ahead of the curve on today's key issues to mounting a rigorous and complete defense.

This conference offers unique opportunities for law firm litigators to learn from some of the best in the industry and for in-house counsel and risk managers to gain expertise in evaluating litigation tactics and approaches and providing valuable input to the legal department. It offers tremendous networking opportunities with senior practitioners in the field.

Plus, be sure to add value to your attendance by also registering for the workshop:

The Litigation of a Catastrophic Trucking Suit From Start to Finish:

Immediate Action Needed to Prepare for a Case From the Moment the Truck Accident

Occurs and Building Successful Litigation Strategies from Day One

1:45 p.m. - 3:45 p.m. • Friday, April 1, 2011

Register now by calling 888-224-2480, faxing your registration form to 877-927-1563 or registering online at www.AmericanConference.com/Trucking

Who you will meet:

- In-house counsel for trucking companies, including shippers and carriers, and manufacturers of products associated with the trucking and automotive industries, including vehicle manufacturers, tire manufacturers, and component part manufacturers.
- Safety Directors, Accident Reconstructions, In-house Claim Supervisors and Risk Managers of Major Carriers
- Transportation/Trucking outside counsel, including:
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 - complex and multidistrict litigation
 - catastrophic personal injury
 - insurance
- Insurance claims professionals
- Consultants and Solution Providers

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DAY ONE: Thursday, March 31, 2011

7:15 Registration and Continental Breakfast

8:00 Co-Chairs' Welcoming Remarks



David L. Ortega
Oppenheimer, Blend, Harrison and Tate, Inc.
(San Antonio, TX)



Brian Del Gatto
Wilson Elser LLP
(Stamford, CT & White Plains, NY)

8:05 In-House Counsel, Risk Manager, and Claims Officer Think Tank on Managing Litigation, Containing Costs, and Formulating Defense Strategy

Panel 1: 8:05-9:25

Harvey Mensch Risk Management USA Truck, Inc.

La-Sean Caselberry Senior Counsel Halliburton Law Dept.

Kim L. Marchner

Attorney UPS

Stéphane Garon

Vice President Legal Affairs & Risk Management

C.A.T.

Randy Metzger

Assistant Vice President of Claims Lancer Insurance Company

Doug Grawe General Counsel Dart Transit Company

Keith D. Dunlap President NTA, Inc.

Brian M. Chance, MBA, CPCU, AIC Vice President Claim Services

ECBM, LP

Panel 2: 9:25-10:45

Lowell Blackham Chief Counsel

International Paper Company

David P. Chameli Associate General Counsel

Commercial Transactions/Supply Chain Logistics Sears Holdings Management Corporation

Thomas D. DeMatteo

Senior Vice President, General Counsel & Secretary

ABC Bus Companies, Inc.

Michael J. Noble

Associate General Counsel Stevens Transport, Inc. Wesley A. McClure, Esq. Corporate Attorney Dynamex, Inc.

Eric A. Baker

Vice President Legal – Moving Services Worldwide

SIRVA, Inc. *[im Mullen]*

Executive Vice President and General Counsel

Werner Enterprises, Inc

Panel Co-Moderators:



David L. Ortega
Oppenheimer, Blend, Harrison and Tate, Inc.
(San Antonio, TX)



Brian Del Gatto Wilson Elser LLP (Stamford, CT & White Plains, NY)

Expertise and Coordination with Outside Counsel

- · Handling the defense more efficiently and effectively through national/regional counsel and experts who have specialized expertise
- Hiring dilemmas: when to stay in-house and when to go with outside counsel
- · Determining which factors to consider when hiring outside counsel and how those factors will be weighed
- Coordinating when handling pattern cases to fend off the emerging coordination & technological sophistication of the plaintiff's bar

Managing Legal Costs, Including Outside Counsel Fees

- Managing the exorbitant cost of defending cases that require retention of expert witnesses and expense of obtaining testimony
- Budgeting the overall expense in taking a case through trial yet keeping the case resolvable at a reasonable level without the need for trial
- How to avoid the sheer volume of these suits placing a financial burden on legal resources
- Controlling costs by keeping routine, pattern litigation under control
- Managing outside counsel through realistic and accurate budgets
- Do flat fees really exist? What alternative billing arrangements are out there and have people been successful in using them?

Case Evaluation

- Early case assessment: Evaluating the cost of defense versus settlement of unmeritorious claims and the precedential value of a settlement
- Controlling future litigation: identifying trends to ward off future lawsuits; knowing when to resolve a case
- How to reach an early and cost-effective resolution of class action claims that will not result in payment of attorney fees that are
 disproportionately large in relation to the amount that will benefit or can be achieved by individual plaintiffs participating in a class action

10:45 Morning Coffee Break

10:55 Emerging Trends in Trucking Litigation: New Risks, Recent Developments and What to Expect in the Year Ahead



Douglas A. Bennett Swift, Currie, McGhee & Hiers, LLP (Atlanta, GA)



Renee Y. Little
Carlock Copeland & Stair, LLP
(Atlanta, GA)



Joel B. Schechter Watson, Bennett, Colligan & Schechter, LLP (Buffalo, NY)

This session will be a forum for discussion of what has happened over the past year with trucking litigation and where the trends are headed. Experts will provide you with insights on the types of actions that are being brought as well as the new and proposed litigation that is impacting the trucking and transportation litigation community. Highlights of this session will include:

- New federal and state regulations
- Recent cases: how are they impacting the practice?
- New technology: what are the latest developments and are these advances a good or bad thing for companies?
- Litigation trends in suing trucking brokers and carriers
- The recent ban on "texting" and how this will affect driver vigilance
- How the recent developments with the MCS-90 endorsement are impacting the American trucking industry going forward?
- of Biomechanical Expert Witnesses:
 Selection of Experts, Strategically Preparing
 & Defending *Daubert* Challenges, and Preventing
 Juror Confusion



John S. McCollough HeplerBroom LLC (St. Louis, MO)



Robert A. Biggs III
Biggs, Ingram, Solop and Carlson, PLLC
(Jackson, MS)



Renée Welze Livingston Livingston Law Firm (Walnut Creek, CA)

- Locating, assessing and engaging competent, reliable and credible experts
 - defining the expert needs in your case
 - assessing your expert's qualifications: does the expert have the qualifications, credibility and presentation skills your case needs?
 - minimizing costs associated with experts without jeopardizing your case
- Accident reconstruction
 - presenting accident reconstruction evidence to a jury to explain accident dynamics
 - using demonstrative evidence to present expert opinion testimony

- Biomechanics and human factors
 - coordination (both in and outside of the company) with regard to biomechanical engineering witnesses
 - using competent biomechanical expert testimony: making or breaking the case
 - maximizing the chances of a favorable ruling with regard to *Daubert/Frye* requirements
- Thorough research into the qualifications of your potential experts: how to do it so that there is never a surprise at trial
- Thorough research into the qualifications of the plaintiff's experts: how to do it so that you can challenge qualifications and credibility at trial

1:00 Networking Luncheon for Speakers and Delegates

Timely Handling of Evidence: Investigation, Spoliation, Inspection, Rapid Response, ECM Data, and Beyond



2:15

Ronald C. Wernette
Bowman and Brooke LLP
(Detroit, MI)



Reza D. Rismani Treece Alfrey Musat & Bosworth, P.C. (Denver, CO)

Investigation, Evidence Preservation/Spoliation, Inspection, and Collecting Data and Documents in a Way That Avoids Business Interruption

- Securing, preserving and getting access to the physical evidence and conducting effective forensic investigation, to determine what really happened, how, and why
- Gathering the information (documents, electronic information, and witnesses) needed to defend the suit in a way that minimizes potential for discovery disputes and maximizes the ability of the commercial carrier to tell its story
 - coordinating the Safety and Claims department activities from the outset to avoid a rush to judgment and accompanying actions and evidence creation that are prejudicial to the commercial carrier's defense
 - staffing the information gathering team, brainstorming where the relevant information is likely to be found, and then gathering it
- Spoliation: what are the courts doing and what abuses are still being experienced?; how to adequately explain the destruction of documents

Admissibility and Use of Engine Control Modules (ECM) and Event Data Recordings (EDR)

- Trip logs and the analysis of vehicle speeds, impact angles, time-distance relationship of vehicles, etc
- Importance of EDR validation in crash reconstruction
- Determining whether the ECM data is advantageous to your client; determining the likelihood that portions of the report will be admissible at trial (what are the issues with data extraction and privacy?)
- Looking at the particulars: for example "quick stop" data and "drive cams"
- Qualcomm Satellite Communication Systems

3:20 Afternoon Refreshment Break

3:30 Thwarting Plaintiffs' Latest Claims Based on Negligence, Wantonness, and Negligent Entrustment and Analyzing Fault Apportionment as It Relates to Brokers, Carriers and Manufacturers



Joseph Pappalardo Gallagher Sharp (Cleveland, OH)



D. Cameron Beck, Jr. Morris & Morris, P.C. (Richmond, VA)



Sasha L. Monthei Scheldrup Blades Schrock Smith Aranza P.C. (Cedar Rapids, IA)

Not Just the Trucking Companies: Where Do Plaintiffs Look to Make Claims of Negligence, Wantonness and Negligent Entrustment Stick?

- Vehicle maintenance and/or servicing company
- The manufacturer of the tractor, trailer or equipment on the tractor or trailer
- Allocating fault where does one become the driving force behind the litigation
- Who is a broker and who is a carrier how will this affect fault apportionment?
- Theories of broker liability, and best practices for brokers to avoid liability
- The Carmack Amendment and theories of liability
 - Cargo Claims and Shipper liability (Shipments coming from multiple carriers)
- Parts Malfunction where does this factor in?
- Similar incidents: Admissibility of "other incidents": evidence of accidents in which third parties suffered injury as a result of the alleged same defect
- Widely differing applications and interpretations of the "substantial similarity" doctrine and its impact on the analysis
- Negligent hiring of an independent contractor

Causation/Percentage of Fault

- Evaluation of additional parties
 - commencing a 3rd-party action against non-parties for contribution and other reasons
 - how to successfully implead third-parties in the early stages of the case (such as mechanics, maintenance facilities, and more)
 - deploying legal strategies to shift the burden of liability to a party other than your client
- Apportionment nuances with regard to negligence, strict liability, and breach of warranty
- Ensuring that the "deep pocket dilemma" doesn't harm your client: what you now need to know about joint and several liability
- Carefully drafted disclaimers in purchase agreements: examining their effect on apportioning liability between the user and manufacturer

4:35 Incorporating New Developments by the Federal Motor Carrier Safety Administration (Including CSA 2010) Into Your Litigation Strategy



Hillary Arrow Booth
Dongell Lawrence Finney LLP
(Los Angeles, CA)



William D. Bierman Nowell Amoroso Klein Bierman (Hackensack, NJ & New York, NY)

Sue Lawless Attorney Advisor Federal Motor Carrier Safety Administration

- How to prepare for a new era of accountability with CSA
- The scope of accountability for good safety performance and how will trucking companies actually use this information
- What happens when plaintiff's counsel tries to use CSA as a tool for developing theories of liability?
- What are the practical implications of this data?
- Making an appropriate challenge to a cause of action
- Will reports ultimately be used to show the willfulness of unsafe practices?
- Special considerations for "Intrastate" carriers
- Judged not only on your ratings, but who you hire
 - employer/employee classifications, independent contractor issues, protecting your company from negligence

5:50 Day One Concludes

DAY TWO: Friday, April 1, 2011

7:30 Continental Breakfast

8:00 View From the Bench: Judges Speak out on Current Litigation Trends, Successful Plaintiff Claims and Defense Strategies



Hon. Roslyn O. Silver U.S. Dist. Ct., D. Ariz.



Hon. John C. Coughenour U.S. Dist. Ct., W.D. Wash.



Hon. James L. Robart U.S. Dist. Ct., W.D. Wash.



Hon. Robert B. Collings U.S. Dist. Ct., D. Mass.



Hon. F.A. Gossett III U.S. Dist. Ct., D. Neb.

Moderator:



Anthony J. Monaco Swanson, Martin & Bell, LLP (Chicago, IL)

Renowned jurists will provide their insights on:

- Methods for deciding cases early
- Applying Daubert/Frye standards to causation experts

- Conveying messages to fact-finders and explaining complex theory to laypersons
- Novel ways of trial/case management: consolidated trials, bifurcation, and beyond. Plus much more....
- 9:30 Risk Management Issues and Developments in Insurance Coverage for the Trucking Industry: What Options Are Available to Trucking Companies in Making Cost-Effective Decisions on How to Provide Coverage?



Daniel P. Mitchell Barr, Murman & Tonelli, P.A. (Tampa, FL)



Patrick McCaffrey, Jr.
Dickie, McCamey & Chilcote, P.C.
(Columbus, OH)

- An overview of current trends and the implications on risk management
- Who is litigating insurance claims?
- The duty of good faith and settlement concerns
 evaluation timelines and settlement practices
- What companies are doing to protect themselves in the event of litigation
- How to protect your interests
- Looking for a causal connection
 - how will the Supreme Court's "Regal-Beloit" decision effect uniformity and predictability in law governing multimodal carriage of goods

10:20 Morning Coffee Break

10:30 Punitive Damages: How to Combat the Latest Nuances Plaintiffs Are Using to Make the Case



James H. Milstone Kopka Pinkus Dolin & Eads (Mishawaka, IN)



David Wilson Wilson & Berryhill, P.C. (Birmingham, AL)



Clifford L. Harrison Harrison, Bettis, Staff, McFarland & Weems, L.L.P. (Houston, TX)

- When can punitive damages be recovered? Making sense
 of the latest jurisprudence on punitive damages:
 a comprehensive update on a rapidly changing area of law
- When can the "made whole" doctrine be introduced?
- Coordinated efforts of plaintiff's attorneys from multiple jurisdictions
- What are the nuanced specifics that plaintiff's counsel will attempt to use to make a case for punitives in trucking cases
- Defending against a punitive damage case in light of recent case law: what the trucking industry can expect going forward (e.g. recent reports regarding sleep apnea)
- How to handle plaintiff's theory that a punitive damages claim makes a bunch of highly prejudicial, irrelevant evidence suddenly relevant because it establishes the trucking company's pattern of conscious disregard

11:35 Jury Communication & Advocacy During
Opening/Closing Statements and Otherwise:
Using Demonstrative Evidence and Themes,
Telling a Detailed Story, and Overcoming
Sympathy for Plaintiffs



Paul K. Leary, Jr. Cozen O'Connor (Philadelphia, PA)



Brian H. Buddell Brydon Hugo & Parker (San Francisco, CA)



Peter C. Blomquist Shannon, Gracey, Ratliff & Miller, LLP (Houston, TX)

Using Demonstrative Evidence and Themes

- Demonstrative Evidence nuances using it to make the complex simple and persuade the jury
 - educating the jurors about complex evidence and convincing them to adopt a theory
 - using aids to the explanation of data and persuasion of the jury to provide accurate representations and debunk opposing theories
- Putting masses of complex information into an understandable context: Educating jurors concerning the facts of the case and leaving them with firm reasons to go into jury deliberations as advocates for your client
- Using a clear and concise presentation which conveys credibility while staying within legal limits

Telling a Detailed Story

- Using themes to explain the details for the jury:
 - the technology that was in use at the time of manufacture
 - "behind the challenged design, there is a positive company story"
 - the notion that "failure" does not necessarily equal "defect"
 - jurors as "investigators of the truth" to counter plaintiff's case done in an overly simplistic, broad brush manner
 - admissibility of police reports
- Explaining (persuasively) very complex mechanical or electrical systems to a jury Simplifying the critical issues for the jury: demystifying complicated engineering concepts, complex technical issues, and factual proof
- Overcoming overwhelming natural and understandable sympathy for plaintiffs
 - establishing a theme of personal responsibility over deep pockets responsibility
- Explaining (persuasively) what is a reasonable risk in terms of hiring drivers and dispelling the case for negligent hiring

Overcoming Sympathy for Plaintiffs

- Overcoming juror bias against truckers, including:
 - intolerance of virtually any risk of harm or malfunction
 - the assumption that given advancements in driver accountability standards, any death or serious injury means that there must have been some form of gross negligence
 - explaining the "hard evidence" in a way that juries can understand
- · Minimizing Juror anxiety about trucks, accidents and drivers

12:40 Main Conference Ends – Lunch for Workshop Participants

Post-Conference Workshop

Friday, April 1, 2011 | 1:45 p.m. – 3:45 p.m.

The Litigation of a Catastrophic Trucking Suit From Start to Finish: Immediate Action Needed to Prepare for a Case From the Moment the Truck Accident Occurs and Building Successful Litigation Strategies from Day One

This interactive workshop will take you through the litigation of a catastrophic trucking accident from start to finish. Beginning with a thorough evaluation of what is needed from a "rapid response" team, this session will be an invaluable two-hour drill down that will equip you with the skills you need to handle every step of the litigation process.

- Rapid response techniques and critical steps to take in order to get the information you need to successfully handle a claim
 - specifically, learn the strategies the experts use to reduce potential liability and exposure by talking to witnesses, photographing the accident scene, and documenting the evidence

Prepare for what your opponent will do by hearing what has and hasn't worked for experts in the field. Navigate knowledgeably through the settlement and negotiation process before proceeding to court. Benchmark your litigation strategies with your peers and with experts in the field as you discuss the immediate action needed to help prepare for the courtroom from the moment the truck accident occurs. Topics include:

- How to begin building successful litigation strategies from day one by:
 - dealing with opposing counsel (including discovery techniques to get crucial testimony from expert witnesses)
 - effectively negotiate during settlement proceedings
 - guidelines for handling jury selection
 - constructing persuasive opening statements, evidence presentation, closing statements and much more...

Speakers TBA shortly! Check back at www.AmericanConference.com/Trucking for more updates and details on this can't miss workshop.



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The fee includes the conference, all program materials, continental breakfasts, lunches, refreshments and complimentary membership of the ACI Alumni program.

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