

TRANSPORTATION LOGISTICS & FREIGHT TRAFFIC MANAGEMENT

2-DAY PROGRAM AGENDA

Section 1 INTRODUCTION AND UNDERSTANDING TRANSPORTATION

- History of the Role of Transportation in America
- Thinking Globally
- Inherent Advantages & Disadvantages of Modes
- Shipping Associations, Freight Forwarders, & Freight Brokers
- Shipper Agents, NVOCCs, & Custom House Brokers
- Intermodalism: What Is It? Why Now?
- The Land Bridge Concept
- Marketplace Needs—Carrier Responses
- Drayage—Weak Link in Intermodal

Section 2 PRIVATE TRUCK FLEET OPERATIONS

- Local versus Over-the-Road
- The Role of Operating Parameters
- People Management & Motivation
- Dispatch Operations & Transportation Documentation
- Cost & Service Tradeoffs
- Fuel Planning & Safety

Section 3 TRANSPORTATION DOCUMENTATION & PRICING

- Key Documents
- Shipper/Carrier Responsibility
- Tracking & Tracing
- Classification of Freight: Rail, Motor, Air, & Water
- Freight Classification Factoring in Pricing: Rail, Motor, Air, & Water
- FAK—Freight All Kinds

Section 4 INBOUND & OUTBOUND SHIPMENTS

- Review of Terms of Sale versus Freight Terms
- Domestic Terms of Sale
- Terms of Sale (Vendor Implications)
- Buying Transportation Services
- Transportation & Carrier Selection Factors
- Vendor Routing Guide & Purchasing
- Outbound Carrier Selection Criteria for Customer Service
- Outbound Cost Reduction Opportunities
- Just-in Time Implications

Section 5 INCOTERM RULES—INTERNATIONAL COMMERCIAL TERMS

- The International Chamber of Commerce
- Most Common Incoterms® 2010
- Two Basic Categories
- Application to Transportation Modes
- When Does Ownership of the Goods Transfer
- Common Areas of Importance to Sellers & Buyers for Each Rule
- Incoterms® 2010 Rules—Documents, Risks, & Costs

Section 6 FREIGHT BILLS & FREIGHT CLAIMS

- Freight Payment
- Freight Audit
- Receiving & Freight Receipt
- Freight Claims Responsibility & Liability
- Rules & Regulations on Payment & Claims
- Claims Documentation, Application, & Collection

Section 7 INTERNATIONAL TRANSPORTATION

- Ocean Carriage & Containerization
- Freight Terms & Global Tariffs
- Dock Receipts, OBL, & AWB
- Duty Issues & Import Requirements
- Financial Instruments & Bills of Exchange
- Payment Terms for International Trade
- Export-Import Procedure

Section 8 THIRD PARTY PROVIDERS

- The Logistics Process & Third Party Logistics
- What a 3PL Should Be Able to Do
- Types of Third Party Logistics Providers
- Choosing a Contract Logistics Firm
- Ten Steps to Choosing a 3PL

Section 9 TECHNOLOGY, SYSTEMS AND SPECIAL ISSUES

- Role of Computerization in Transportation/Logistics
- Use of Transportation Management Systems for Routing & Load Planning
- Automatic Data Collection, Tracking, & Tracing
- EDI, GPS, Bar Coding, & RFID
- E-Logistics—What It Is & Why You Need It Now
- Determining Volume & Freight Expenditures
- Freight Costs Forecasting & Budgeting
- Presenting Results to Top Management