



ALFA International
THE GLOBAL LEGAL NETWORK



Move on Up!
Transportation Elevated

2024 Transportation Practice Group Seminar

May 1-3, 2024 | The Broadmoor | Colorado Springs, Colorado

www.ALFAInternational.com

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As we face complications both on the road and in the courtroom in a post-covid world, we need to focus our efforts to Move on Up! We all know as we emerge from COVID we continue to encounter several issues that are attempting to drag the transportation industry down, including expanding liability, high verdicts and worthless mediations, to name just a few. How do we better approach these issues and face them head on? For too long we have been defensive in our defense and need to take a more aggressive approach to these claims. George Washington's "best defense is a good offense" rings true today.

At the ALFA International 2024 Transportation Seminar, we will address many of these issues including management of claims through early resolution and aggressive mediation, expanding theories of liability and their defense, attacking the outrageous life care plans that undergird the runaway verdicts and trial tactics to get ahead of plaintiff's claims. We will also approach issues before the accident ever happens with topics related to document management to head off spoliation issues and legislative changes. We will discuss the attorney-client relationship and how we can work better to proactively approach these cases. We will finish out the seminar with lessons on DE&I, focusing on understanding the importance that diverse voices bring and how diverse opinions can propel us forward.

We are hopeful you will Move on Up to colorful Colorado at the stunning Broadmoor as we attempt to unlock new approaches to ever evolving plaintiff and cultural issues we face today on the road and in the courtroom. We also have many social events to network and discuss current and future issues facing the transportation industry. Beyond what will be an incredible educational program and networking, you will also get to experience some of the natural beauty Colorado has to offer from its animals to its trails, so we hope you take this opportunity to explore. Though there may be wet road ahead, you cannot slip, just Move on Up!



Sean McDonough
 Chair, Transportation Practice Group
 MORRISON MAHONEY LLP
 Boston, Massachusetts



Lance Eberhart
 Program Chair, 2024 Transportation Seminar
 HALL & EVANS, LLC
 Denver, Colorado

WELCOME TO THE BROADMOOR!

Nestled in the heart of the breathtaking Rocky Mountains, Colorado Springs is a haven for nature enthusiasts and those seeking a retreat in the lap of luxury. This picturesque city boasts stunning landscapes, from towering Pikes Peak to the mesmerizing Garden of the Gods, creating an idyllic backdrop for an unforgettable getaway. At the heart of this enchanting destination lies The Broadmoor, a world-renowned luxury resort that seamlessly merges opulence with the natural splendor of Colorado Springs. This historic and elegant hotel has been welcoming guests since 1918, offering a haven of tranquility and indulgence. ALFA International clients, attorneys and guests will have an opportunity to enjoy the best of the Broadmoor during this year's Transportation Seminar including dining at the Cheyenne Lodge, golf on the well-known East Course, after hours hospitality at PLAY and an afternoon at Seven Falls.

The Colorado Springs (COS) airport is the closest to The Broadmoor (11 miles/20 minutes) and a cab or app-based ride-share are the suggested forms of ground transportation. The Denver International Airport (DIA) is also an option (75 miles/90 minutes), and a rental car is suggested from this airport.



2023-2024 TRANSPORTATION PRACTICE GROUP LEADERSHIP



Eddy Hayes
 Chair, ALFA International Board of Directors
 LEAKE & ANDERSSON, L.L.P.
 New Orleans, Louisiana



Sean McDonough
 Chair, Transportation Practice Group
 MORRISON MAHONEY LLP
 Boston, Massachusetts



Mary Beth White
 Vice Chair, Transportation Practice Group
 LEWIS THOMASON
 Nashville, Tennessee



Lance Eberhart
 Program Chair, 2024 Transportation Seminar
 HALL & EVANS, LLC
 Denver, Colorado



Alan Easterly
 Chair Emeritus/Marketing Chair, Transportation Practice Group
 LEITNER, WILLIAMS, DOOLEY & NAPOLITAN, PLLC
 Chattanooga, Tennessee



Brian Carr
 Course Book Editor
 MONACO COOPER LAMME & CARR, PLLC
 Albany, NY



Charlie Kraft
 Course Book Editor
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 Compendium Editor
 BAKER STERCHI COWDEN & RICE L.L.C.
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 Compendium Editor
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 San Diego, California



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 Regional Seminar Program Co-Chair
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 Lexington, Kentucky



Katie Strawbridge
 Regional Seminar Program Co-Chair
 LEWIS WAGNER, LLP
 Indianapolis, Indiana



Jay Skolaut
 Webinar Co-Chair
 HINKLE LAW FIRM LLC
 Wichita, Kansas



Brooke Churchman
 Webinar Co-Chair
 HALL & EVANS, LLC
 Denver, Colorado



Lou Bonnaffons
 Third-Party Committee Chair
 LEAKE & ANDERSSON, L.L.P.
 New Orleans, Louisiana

WHAT IS ALFA INTERNATIONAL?

ALFA International is the premier network of independent law firms. Founded in 1980, ALFA International was the first and continues to be one of the largest and strongest legal networks. We have 140 member firms throughout the world. Our 80 U.S. firms represent 95 of the 100 largest metropolitan areas. Our 60 international firms are located throughout Europe, Asia, Australia/New Zealand, Africa, Canada, Mexico and South America. ALFA International's mission is to provide high quality, cost-efficient legal services wherever our clients need them. The ALFA International model enables our members to use their local expertise to deliver highly effective legal solutions, often drawing upon the collective wisdom and experience of other member firms. ALFA International clients benefit from a geographically comprehensive network of exceptional law firms and accomplished trial and business counsel. Our member firms meet high standards to be part of the ALFA International network and are well respected by their peers in the legal and business community.

2:00 p.m. – 5:00 p.m.
FACULTY REHEARSAL

Rocky Mountain Ballroom
All moderators are encouraged to use this time to set up a meeting with their panelists to review their session materials.

2:00 p.m. – 6:00 p.m.
REGISTRATION & HOSPITALITY

Mountain View Terrace

3:30 p.m. – 4:30 p.m.
CLIENT ADVISORY BOARD MEETING

Gaylord Ballroom
Open to members of the Transportation Client Advisory Board & Practice Group Leadership.

4:30 p.m. – 5:30 p.m.
**WOMEN'S INITIATIVE EVENT
Networking Reception**

Parker Suite
Share insights, forge new collaborations and celebrate the strength of women supporting women during this networking reception. This is the perfect way to start the Transportation Seminar at The Broadmoor!



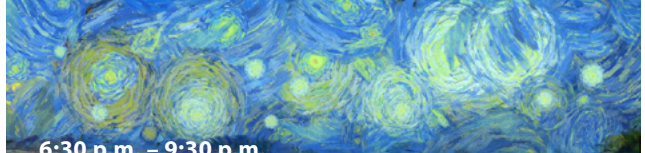
Tierney Chadwick
Women's Initiative Liaison
WADLEIGH, STARR & PETERS, P.L.L.C.
Manchester, New Hampshire

5:30 p.m. – 6:30 p.m.
**ALFA INTERNATIONAL:
ALL ATTORNEY MEETING**

West Ballroom AB
All attending ALFA International attorneys are required to attend.

5:30 p.m. – 6:30 p.m.
**TALK AMONGST YOURSELVES:
CLIENT ONLY SOCIAL**

West Tower Lobby
This event allows client attendees the opportunity to exchange ideas and share best practices in a social setting without ALFA International lawyers present.



6:30 p.m. – 9:30 p.m.

A Colorado Starry Night
WELCOME RECEPTION, BUFFET DINNER & REGISTRATION

West Tower Lawn

Welcome to the grandeur that is The Broadmoor, where the crisp mountain air and starry sky will set the stage for an unforgettable welcome reception and buffet dinner. Gather with old friends and new acquaintances amidst the elegant ambiance, surrounded by the majestic Rocky Mountains and enjoy a fabulous evening!

Suggested Attire: Come as you are.

9:30 p.m. – 12:00 a.m.

Hospitality Lounge
Play At The Broadmoor

Let the good times roll as you join your fellow attendees for bowling, a night cap and a light bite!



Sean McDonough
Hospitality Host
MORRISON
MAHONEY LLP
Boston, Massachusetts



Mary Beth White
Hospitality Host
LEWIS THOMASON
Nashville, Tennessee

Thursday, May 2

7:00 a.m. – 9:00 a.m.
BREAKFAST BUFFET
Mountain View Terrace

7:00 a.m. – 8:00 a.m.
**FIRST TIME ATTENDEE
BREAKFAST**

West Ballroom A
All first-time client and attorney attendees are encouraged to attend this breakfast to connect and get to know each other.

8:00 a.m. – 12:05 p.m.
PROGRAM SESSIONS
Rocky Mountain Ballroom

8:00 a.m. – 8:20 a.m.

**Introductory
Remarks**



Eddy Hayes
Chair, ALFA International
Board of Directors
LEAKE & ANDERSSON, L.L.P.
New Orleans, Louisiana



Sean McDonough
Chair, Transportation
Practice Group
MORRISON MAHONEY LLP
Boston, Massachusetts



Jessica Zaroski Bauer
Chief Executive Officer
ALFA INTERNATIONAL
Chicago, Illinois



Lance Eberhart
Program Chair, 2024
Transportation Seminar
HALL & EVANS, LLC
Denver, Colorado

8:20 a.m. – 9:10 a.m.

GENERAL SESSION ONE

Deflating Those Life Care Plans to Sink the Nuclear Verdict!

Life care plans and medical billing are inflated by plaintiffs' experts and lead to nuclear verdicts in the transportation world. Learn from our own experts how to effectively challenge these dangerous boardables, the experts who create them and the hot air they are founded on.



Melanie Cheairs
Co-Moderator
MAYER LLP
Houston, Texas



Felice Cotignola
Co-Moderator
LESTER SCHWAB KATZ
& DWYER, LLP
New York, New York



Cara Scheibling
VP & Principal
AVALON HEALTH ECONOMICS
Morristown, New Jersey



John Schneider
CEO & Principal
AVALON HEALTH ECONOMICS
Morristown, New Jersey

9:10 a.m. – 9:25 a.m.

GENERAL SESSION ONE ROUNDTABLE DISCUSSION

Roundtable discussions will take place following each general session.



9:25 a.m. – 9:40 a.m.

BREAK

9:40 a.m. – 10:30 a.m.

GENERAL SESSION TWO

Counsel's Conundrum: Cracking the Code of Client Expectations

Lawyers often find themselves navigating a labyrinth of challenges when it comes to understanding, addressing and exceeding client expectations. This program unravels the intricacies of client dynamics by focusing on the simple things that clients really want and need, while also examining the barriers outside lawyers' face in meeting client expectations. Cracking the code of client expectation challenges will elevate your legal practice and foster stronger, more satisfying client and outside counsel relationships.



Chris Keim
Moderator
FRANTZ WARD LLP
Cleveland, Ohio



Katherine Vaughn
Director of Claims Management
DB SCHENKER
Denver, Colorado



Mark Dietz
Associate General Counsel
DEUTSCHE POST DHL GROUP
Plantation, Florida



Jordan Mayfield
NAMAN HOWELL SMITH & LEE, PLLC
Waco, Texas



J. Ryan Johnson
Assistant General Counsel
HUB GROUP
Oak Brook, Illinois

10:30 a.m. – 10:45 a.m.

GENERAL SESSION TWO ROUNDTABLE DISCUSSION

10:45 a.m. – 11:00 a.m.

BREAK

11:00 a.m. – 11:50 a.m.

GENERAL SESSION THREE

Early Resolution Statistics and Mediation Strategies

Does a case ever get better with time? Can you effectively get out early? How do you handle those cases where early resolution is not possible and the other side is making settlement difficult both before and at mediation? The panelists will analyze the benefits and risks of resolving claims early with real life financial statistics. The panelists will also offer effective mediations strategies to control negotiations prior to and throughout the mediation process for cases where early resolution was unattainable.



Lou Bonnaffons
Moderator
LEAKE & ANDERSSON, L.L.P.
New Orleans, Louisiana



Jamie Schilling
MCU Claims Manager
COTTINGHAM & BUTLER
CLAIMS SERVICES
Dubuque, Iowa



Jeff Kaplan
Risk Manager
UNITED PARCEL SERVICE
OF AMERICA, INC.
McKinney, Texas



Ryan Funderburg
QUILLING, SELANDER, LOWNDS,
WINSLETT & MOSER, P.C.
Dallas, Texas



Rock Wegmann
Director - Claims
CRST - THE TRANSPORTATION
SOLUTION, INC.
Cedar Rapids, Iowa

11:50 a.m. – 12:05 p.m.

GENERAL SESSION THREE ROUNDTABLE DISCUSSION

12:05 p.m. – 1:00 p.m.

LUNCH BUFFET

Mountain View Terrace

12:30 p.m. – 5:30 p.m.

OPTIONAL ACTIVITIES

See optional activities brochure for details.

Prior registration is required.

1:00 p.m. – 6:00 p.m.

GOLF

See optional activities brochure for details.

Prior registration is required.

6:45 p.m. – 10:00 p.m.

Sunset Splendor



COCKTAIL RECEPTION & DINNER BUFFET

Cheyenne Lodge

6:45 p.m. – 7:00 p.m. Transportation to
Cheyenne Lodge

7:00 p.m. – 8:00 p.m. Cocktail Reception

8:00 p.m. – 10:00 p.m. Dinner

The fun continues at this evening's interactive reception and dinner. Shuttles will transport you from the Broadmoor West porte a cochère and deliver you to the beautiful Cheyenne Lodge, located a short 5 minutes from The Broadmoor's main campus. Gather round the fire with friends at this evening's quintessential Colorado experience as you watch the sunset, get to know a wolf and roast a marshmallow!

10:00 p.m. – 12:00 a.m.

Hospitality Lounge

Play At The Broadmoor

We're back for another fun evening with bowling, bites and beverages!



Alan Easterly
Hospitality Host
LEITNER, WILLIAMS, DOOLEY
& NAPOLITAN, PLLC
Chattanooga, Tennessee



Lance Eberhart
Hospitality Host
HALL & EVANS, LLC
Denver, Colorado

6:00 a.m. – 7:00 a.m.

WELLNESS WORLDWIDE ACTIVITY: RUNNING WITH ALFAI'S CEO

Mountain View Terrace

ALFAI cares about your wellness, so start your morning out with a run on one of the many trails around The Broadmoor, led by the ALFAI CEO! See you there!

7:00 a.m. – 9:00 a.m.

BREAKFAST BUFFET

Mountain View Terrace

8:00 a.m. – 12:00 p.m.

PROGRAM SESSIONS

Rocky Mountain Ballroom

8:00 a.m. – 10:20 a.m.

HOT TAKES! The six "Hot Takes" sessions will consist of a 15-minute presentation on a current hot topic or pressing matter, followed by a 5-minute roundtable discussion.

8:00 a.m. – 8:05 a.m. INTRODUCTION

8:05 a.m. – 8:25 a.m. **HOT TAKE 1**

ADVANCEMENTS IN BROKER LIABILITY—TWO STEPS FORWARD, ONE STEP BACK?

For this Hot Take, we intend to hit the "high spots" for recent developments in broker liability including preemption, statutory and regulatory changes and proposed changes, "hidden motor carrier" arguments and illegal brokering.



Alan Easterly
LEITNER, WILLIAMS, DOOLEY & NAPOLITAN, PLLC
Chattanooga, Tennessee



Bruno Renda
FOWLER WHITE BURNETT P.A.
Miami, Florida

8:25 a.m. – 8:45 a.m. **HOT TAKE 2**

IS IT A TURNING OF THE TIDES OR A HIGH-WATER MARK? LEGISLATIVE CHANGES AND LOBBYING IN TRANSPORTATION.

The regulations and statutes pertinent to the transportation industry are in a period of increased transition. With changes and potential changes to regulations and statutes afoot at both the state and national levels, this panel will summarize the effect of recent changes and lobbying efforts impacting litigation in the transportation industry.



John Osgathorpe
TAYLOR, DAY, GRIMM & BOYD
Jacksonville, Florida



Pam Bracher
Deputy General Counsel
AMERICAN TRANSPORTATION ASSOCIATIONS
Washington, D.C.



Max Brusky
Director, Claims Management
BULKMATIC, LLC
Griffith, Indiana

8:45 a.m. – 9:05 a.m. **HOT TAKE 3**

WHAT DO YOU MEAN THE PLAINTIFF IS NOT SEEKING TO RECOVER MEDICAL BILLS AT TRIAL?!

Plaintiff are increasingly working together to develop new strategies to blow up verdicts at trial. Where medical bills are low Plaintiffs are increasingly avoiding the introduction of this evidence so as to not weigh down their potential verdict with this low number. We will discuss practical advice to deal with improper anchoring tactics by opposing counsel.



Nick Brauns
HIGGS FLETCHER & MACK, LLP
San Diego, California



David Wilson
HAWKINS PARNELL & YOUNG, LLP
Atlanta, Georgia

9:05 a.m. – 9:20 a.m. BREAK

9:20 a.m. – 9:40 a.m. **HOT TAKE 4**

HOW A MONGOOSE EATS A REPTILE: EFFECTIVELY DISMANTLING PLAINTIFF'S REPTILE ATTACK

This Hot Take will talk about methodologies for combating the well-known, and effective "Reptile" method. Defense counsel must adequately prepare witnesses prior to producing witnesses for deposition. Standard deposition preparation methods, without preparing your witnesses on how to deal with reptilian questions, can be catastrophic.



Jim Jarrow
BAKER STERCHI COWDEN & RICE L.L.C.
Kansas City, Missouri



Tierney Chadwick
WADLEIGH, STARR & PETERS, P.L.L.C.
Manchester, New Hampshire

9:40 a.m. – 10:00 a.m. **HOT TAKE 5**

EXPLORING LEGAL CONSIDERATIONS OF CERTAIN INFORMATION CONTAINED WITHIN DRIVER QUALIFICATION AND EMPLOYEE FILES AND EMPLOYEE HANDBOOKS

Information contained within (or absent from) the driver qualification, employment and personnel files and employee handbooks have long been key sources for the plaintiff's bar to prove negligence against both the driver and carrier. This hot take hopes to address the pros and cons of maintaining certain information within these materials in anticipation of litigation.



Annette Mijanovic
HAIGHT BROWN & BONESTEEL LLP
Los Angeles, California



Michael Sullivan
GIBSON, MCASKILL & CROSBY, LLP
Buffalo, New York

10:00 a.m. – 10:20 a.m. **HOT TAKE 6**

A DAY IN THE LIFE FOR THE DEFENSE

We will explore the use of a day in the life video in defending claims both at mediation and in trial. We will provide an example of video that works to humanize the company and minimize your exposure at trial. Finally, we will work on how to admit such evidence at trial and discuss whether you want to do so!



Rob Foos
LEWIS WAGNER, LLP
Indianapolis, Indiana



Jay Skolaut
HINKLE LAW FIRM LLC
Wichita, Kansas

10:20 a.m. – 10:40 a.m.

BREAK

10:40 a.m. – 10:55 a.m.

ALFA International HQ Update

This session will provide an overview of many new and some improved offerings available at ALFAI as well as resources and opportunities available to our clients.



Jessica Zaroski Bauer
 Chief Executive Officer
 ALFA INTERNATIONAL
 Chicago, Illinois

10:55 a.m. – 11:55 a.m.

GENERAL SESSION FOUR
**All Aboard! Hopping on the Diversity,
 Equity and Inclusion Bus Before You
 Get Left at the Station**

Presented by the  ALFAI Future Leaders Practice Group

We live in an ever-changing world where the future is diverse. This session will examine the power behind clients and law firms jointly driving the bus to support diversity, equity, and inclusion efforts including the importance of DEI programs, examples of internal and external DEI efforts, and pragmatic approaches to follow through with meaningful DEI efforts so no one gets left at the station.



Brooke Churchman
 Moderator
 HALL & EVANS, LLC
 Denver, Colorado



Stephen Myers
 Director & Senior Counsel - Litigation
 MATCH GROUP
 Dallas, Texas



Matt McColgan
 GERMAN, GALLAGHER & MURTAGH, P.C.
 Philadelphia, Pennsylvania

11:55 a.m. – 12:00 p.m.

Closing Remarks

12:00 p.m. – 1:00 p.m.

LUNCH BUFFET

Mountain View Terrace

12:30 p.m. – 10:00 p.m.

GOLF, OPTIONAL ACTIVITIES & OPTIONAL DINNER

If you are staying over on Friday evening, please see the optional activities brochure for events taking place.

Prior registration is required.

Speaker Bios

JESSICA ZAROSKI BAUER joined ALFA International (ALFAI) in 2004 as a Coordinator of Events & Member Services. She then worked for several years as a Marketing Manager, Chief Events Officer and Chief Operating Officer. After 17 years with the association, she accepted her current role as Chief Executive Officer. In this position she is the strategic thought leader of the organization, working closely with the Board of Directors and the various ALFAI committees. She manages headquarters staff and maintains constant communication with association members. Jessica oversees the member recruitment, development and retention programs as well as the marketing and business development initiatives for the organization. Prior to joining ALFA International, she worked in the marketing department of the Chicago-based law firm of Gardner, Carton & Douglas, LLP (now Faegre Drinker Biddle & Reath). She is a graduate of the University of Iowa Tippie College of Business (Go Hawkeyes!) and is an avid college football fan. In her spare time Jessica can be found enjoying family time with her husband Harry and her two young daughters, Greta and Vivian. She also enjoys swimming in Lake Michigan, playing beach volleyball and watching Oscar nominated movies.

LOU BONNAFFONS is principal partner at the ALFAI member firm Leake & Andersson, LLP in New Orleans, LA. He is a native New Orleanian who received his Bachelor of Science degree in Criminal Justice from Louisiana State University in 1988 and graduated from Loyola University School of Law in 1992. For the first four years of his legal career, Lou worked for a small New Orleans law firm defending bus and streetcar claims for the Regional Transit Authority. Lou also spent time working as a prosecutor for the Orleans Parish District Attorney's office. Lou joined Leake and Andersson in 1996 and his practice has focused on transportation, insurance defense and general litigation. Lou serves as Louisiana's catastrophic loss and emergency response counsel for several transportation companies and insurers. He has successfully litigated cases throughout Louisiana's 64 parishes. Lou participated in hundreds of mediations and normally averages serving as lead counsel in 10 – 12 mediations annually. Lou received Martindale's highest AV rating for Legal Ability and Ethical Standards dating back to 2005 and has been recognized numerous times as one of the Top Lawyers in New Orleans and Louisiana. He is the former Chairman of ALFA International's Transportation Practice Group. Lou was elected by his peers to serve on the Board of Directors for the Louisiana Association of Defense Counsel and is also a member of The Transportation Lawyers Association, Louisiana Motor Transport Association, New Orleans Association of Defense Counsel, New Orleans Bar Association, New Orleans Pro Bono Project and Louis Martinet Legal Society.

PAM BRACHER has 18 years of experience in the transportation industry, specializing in defending truck drivers and motor carriers in highway accident and cargo litigation. She has held leadership positions, managed claims teams, coached high-level claims examiners and paralegals for major transportation companies, and represented and defended trucking companies and drivers in tort litigation in most all the lower 48. She joined the American Trucking Associations (ATA) in 2022, where she works to advance the interests of the trucking industry on a wide range of public policy and regulatory issues, including lawsuit abuse reform, predatory towing reform, and cargo security. Pam graduated from the University of Cincinnati College of Law after earning her BA (Political Science) from Emory University and her MPA (Financial Management) from the University of Cincinnati. Pam was in private law practice for almost 10 years prior to her in-house legal roles at leading truck companies, U.S. Xpress, Inc. and then Knight-Swift Transportation (Mohave Transportation Insurance Company). Based in Chattanooga, TN, she is licensed in Tennessee and Georgia and is a Tennessee Rule 31 listed civil mediator.

NICHOLAS BRAUNS is a transportation attorney with Higgs, Fletcher & Mack, LLP, the ALFA International member firm in San Diego, California. His practice focuses on assisting commercial carriers and their employees with catastrophic loss and regulatory compliance issues, including successfully defending their interests through trial. Nick's clients include commercial carriers with operations throughout the lower 48 states, as well as regional and local carriers based in Southern California. With three of his last four jury trials since 2018 being against practitioners of the "Trojan Horse" method, Nick is happy to share his first-hand experience identifying and defending against these new tactics by the plaintiff's bar.

MAXWELL (MAX) BRUSKY is currently Director, Claims Management for Bulkmatic, LLC, the largest dedicated dry bulk goods carrier in the U.S. Based in Griffith, IN, Bulkmatic, LLC operates in 20 states from the upper Midwest to eastern Pennsylvania and New Jersey and south to Texas, Alabama, Georgia, the Carolinas, and Florida. In this role, Max is responsible for managing the variety of claims exposures to the company and the implementation of its insurance and risk management programs. He is also currently a Vice Chair in the Federation of Defense and Corporate Counsel (FDCC)'s Transportation Section and Member of the Advisory of ClaimsXchange. Prior to joining Bulkmatic, Max was an Assistant Branch Manager of Gallagher Bassett Specialty's Transportation Practice Major Case Unit following its establishment in 2020. Prior to joining GB, he was the Director, Claims Management for Hub Group's Trucking subsidiary for nearly 5 years. Before joining Hub Group, Max owned and operated a solo litigation practice specializing in insurance defense, subrogation, and coverage for nearly 8 years, and was an associate with 2 Chicago defense firms before that. Max began his legal career with the Chicago Transit Authority Law Department's Tort Section where handled trials and appeals. Originally from Racine, Wisconsin, he is a 1995 graduate of the University of Wisconsin-Madison, and a 2000 J.D. graduate from the DePaul University College of Law.

TIERNEY CHADWICK is a Member of Wadleigh, Starr & Peters, P.L.L.C. and her practice covers a broad spectrum of litigation areas including medical malpractice defense, product liability, transportation, toxic tort litigation, legal malpractice and construction defect litigation. She also has experience in first party insurance coverage litigation, representing insurers in connection with bad faith claims. Tierney has represented physicians and other medical professionals before their respective licensing boards in matters of professional liability. Tierney has tried multiple cases to verdict and has extensive experience in using alternative dispute resolution to resolve cases in a cost-effective manner for her clients.

MELANIE CHEAIRS is a partner with Mayer, LLP, the ALFA International member firm in Houston, Texas. Melanie is an experienced trial lawyer, defending her clients in the Hospitality, Retail and Transportation industries in both commercial and injury related catastrophic loss matters. Melanie was honored as the 2016 Recipient of ALFA's Nathan Fishbach Attorney of the Year Award. Melanie was also the program chair of ALFA's 2016 International Client Seminar and previously chaired ALFA's Hospitality and Retail Practice Group. In addition, she also served as chair of ALFA's Marketing Committee.

BROOKE CHURCHMAN is Member with Hall & Evans, LLC, ALFA International's member firm in Denver, Colorado. Brooke's practice focuses on defending personal injury matters, including commercial transportation litigation, auto claims, premises claims, and employment matters. Brooke also represents niche businesses that operate app-based technology and marketplace platforms in the gig economy. She graduated from the University of Oklahoma with a B.S. in Zoology and earning her J.D. Before entering private practice, she served as a Law Clerk to the Honorable Judge Raymond Moore in the U.S. District Court for the District of Colorado and as assistant general counsel with the Oklahoma Department of Public Safety. Brooke was named by 5280 Magazine as a top lawyer in Transportation and has been (and is) selected for inclusion in Colorado's "Rising Stars." Brooke is a member of ALFA's Future Leaders Forum, Transportation, Gig Economy, and Hospitality & Retail practice groups.

FELICE COTIGNOLA is a Partner at Lester Schwab Katz & Dwyer, LLP, one of the ALFA International member firms in New York City. Specializing in trucking and transportation casualty and related issues, she is regional and catastrophic loss counsel for some of the largest motor carriers and truck insurance carriers in the United States. Her practice spans the state and Federal courts. Felice frequently lectures at national seminars. She is a member of the ALFA International Board of Directors and serves on the steering committee for the ALFA International Transportation Practice Group. She has been named one of the Top Attorneys in the New York Metro Area.

MARK W. DIETZ is Associate General Counsel for the DP DHL group of companies in the US and will be celebrating his 20th year with DHL in March 2024. He received his Bachelor of Arts degree from Fairfield University in Connecticut and his JD from Western New England College in Springfield Massachusetts. In his role as Associate GC, Mark's primary responsibilities include the management of all non-

employment litigation across the US for 5 DHL business units. Mark was in private practice in Connecticut for 10 years before leaving for warmer weather and joining DHL in Florida. He is admitted to practice law in Connecticut and is also admitted in Florida as House Counsel. Mark is also currently serving on the ALFAI Transportation Practice Group Client Advisory Board.

ALAN EASTERLY is a Managing Member of the ALFA International member firm Leitner, Williams, Dooley & Napolitan, PLLC. He practices out of its Chattanooga, Tennessee, office. His practice focuses on transportation, products liability, complex/mass torts, insurance, premises liability, auto liability, construction, and related matters. Mr. Easterly is a Martindale Hubbell AV-rated attorney and is recognized by "The Best Lawyers in America" in the areas of Transportation Law, Products Liability Law - Defendants, Insurance Law, and Personal Injury Litigation - Defendants. He was named by Best Lawyers as the "Lawyer of the Year" in Chattanooga, Tennessee, in Transportation Law for 2020 and 2022, and in Insurance Law for 2021 and 2023. He is a Rule 31 Listed Mediator in the State of Tennessee, and active in the ALFA International Transportation, Hospitality and Retail, and Products Liability and Complex Torts Practice Groups. He received his BA from the University of Tennessee in 1985, and his J.D. from the University of Memphis in 1988.

LANCE G. EBERHART is CEO at the ALFA International law firm Hall & Evans, LLC in Denver, Colorado. Mr. Eberhart practices in the area of complex civil litigation handling the defense of a full range of property and casualty matters including matters directly affecting the transportation to hospitality and retail industries. Prior to joining Hall & Evans Mr. Eberhart had significant trial and appellate experience in the field of criminal defense. Mr. Eberhart is in numerous professional organizations and is a member of both the ALFA International Hospitality & Retail and Transportation Steering Committees. He was the 2016 ALFA International Hospitality & Retail Law Practice Group Chair. Mr. Eberhart is a graduate of the Washington University School of Law.

ROB FOOS is an equity partner at the ALFA International member firm in Indianapolis, Indiana, Lewis Wagner, LLP, where he focuses his practice on the representation of commercial carriers and commercial drivers in catastrophic injury, wrongful death and general litigation matters. Rob represents several national carriers and a host of local, inter and intrastate transportation companies. A frequent speaker at national seminars, Rob also works closely with clients, insurers and reinsurers to provide case law updates and presentations on the latest tactics in defending trucking related claims. Rob is licensed to practice in both Indiana and Illinois, has tried numerous cases in both venues, and has been inducted into the American Board of Trial Advocates. A graduate of The John Marshall Law School in Chicago, Illinois, Rob has been involved in the defense of transportation companies and their insurers for more than 16 years. Rob is an active member of ALFA International Transportation Practice Group's Steering Committee and Chair of the Transportation Group's Publications Committee. Rob is also an active member of TIDA, the Indiana Motor Truck Association, DRI, ABA and ALFA International.

RYAN FUNDERBURG is an attorney with Quilling, Selander, Lownds, Winslett & Moser, P.C., ALFA International's member firm in Dallas, Texas. After growing up in a small town in West Texas, Ryan relocated to Dallas-Fort Worth where he represents clients in a variety of matters, with a focus in transportation and logistics, business and commercial disputes, premises liability, non-subscriber disputes, and construction and real estate litigation. Ryan has defended and prosecuted hundreds of matters, many of which leading to successful verdicts, favorable resolutions, and early dismissals. He is licensed to practice in Texas state and Federal courts and regularly represents clients throughout the entire state. Ryan has been honored as a Rising Star by Texas Super Lawyers for five years in a row, which is an honor bestowed upon only 2.5% of Texas attorneys under the age of 40. He was also recently named one of the Best Lawyers: Ones to Watch in America for the year 2024. He is an active member in the Dallas County Bar Association, Dallas Association of Young Lawyers and the ALFA Transportation Group.

EDWARD T. HAYES is a partner at ALFA International member firm Leake & Andersson, L.L.P. where he leads the firm's international trade and business practice. The firm's international trade and business practice focuses on a wide variety of international issues, including customs matters; import/export transactions; international sales of goods and services; disputes under bilateral investment treaties; antidumping and countervailing duty proceedings before the Department of Commerce and International Trade Commission; and World Trade Organization dispute settlement. Mr. Hayes also maintains an active international public policy and government relations practice, where he advises businesses and local governments on international trade capacity and international economic development issues, including the business implications of international multilateral and regional free trade agreements. In January, 2014 the country of Ukraine appointed Mr. Hayes to serve as the Honorary Consul to Ukraine for the State of Louisiana. Mr. Hayes is charged with promoting and preserving the interests of Ukraine and her citizens throughout the State of Louisiana. Mr. Hayes serves as Chair of the ALFA International Board of Directors.

JIM JARROW is a Member of the ALFA International Kansas City member firm of Baker Sterchi Cowden & Rice, LLC, where his civil litigation practice is primarily focused on the defense of personal injury matters for the transportation. Prior to attending law school, Jim was an accident reconstruction specialist, which has been invaluable in defending transportation clients. Jim is a leader of the firm's Transportation Practice Group and has been a member of ALFA International's Transportation Practice Group for numerous years, serving as a contributing author for publications and speaker for seminars. He is also a member of TIDA. He is licensed in Kansas and Missouri, practices in State and Federal courts, the 8th Circuit Court of Appeals, the Tenth Circuit Court of Appeals, and the United States Supreme Court. Jim has litigated matters in courts across the United States, successfully handling cases valued from a few thousand dollars to over \$130M. AV-rated by Martindale Hubbell, he is an experienced trial lawyer, having tried well over 100 jury trials in his 35-year career.

Preparing every case for trial, coupled with the fact that the plaintiffs' bar knows he tries and wins cases, has proven to result in excellent mediation outcomes.

JEFF KAPLAN is a 20-year UPSer, with the last 10 years in the Risk Management Department. He received his Bachelor of Science degree in Business Management and Finance from Brooklyn College. He is currently working towards his MBA with a concentration in Global Leadership from Colorado Technical University. Jeff currently oversees all casualty claims (WC, Auto, GL) for Texas, Oklahoma, Colorado, Arizona, Utah, and New Mexico. He has led UPS's efforts in their early resolution strategy paving the way for the rest of the organization. He conducts approximately 75-100 mediations per year. Jeff is currently serving on the ALFAI Future Leaders Client Advisory Board. He also serves on the TDAC (Trucking Defense Advocacy Conference) Client Advisory Board and is the President of the Modern Toast chapter of Toastmasters.

CHRISTOPHER G. KEIM was elected by his partners as the first-ever Managing Partner of the Cleveland, Ohio ALFA firm Frantz Ward, LLP. Chris' practice focuses on transportation law and product liability claims. He has extensive first chair litigation experience in successfully defending businesses through trial throughout the United States, with over seventy-five jury and bench trials to date. This includes representing closely held and publicly traded transportation related companies and their insurers in routine and catastrophic litigation involving the design, manufacture, and installation of their products. Chris is a member of the ALFA International Transportation Steering Committee, Transportation Lawyers Association, DRI, and Litigation Counsel of America.

JORDAN MAYFIELD is a partner in the Waco, Texas office of ALFA International member firm Naman Howell Smith & Lee. He serves on the firm's executive committee. He maintains a personal injury trial practice with a focus on trucking companies and auto dealerships. In the area of transportation litigation, Jordan focuses on representing those in the trucking, logistical, and warehouse industry from a host of legal issues, including wrongful death, personal injury, contract disputes, collection, cargo loss, and employee relations. Jordan also assists auto dealerships with a host of legal challenges found in today's highly regulated business environment, including franchise terminations, protests, environmental issues, employee relations, consumer complaints, and regulatory issues with the Texas Department of Transportation and Texas Department of Motor Vehicles. He is a member of several defense organizations including the National Association of Dealer Counsel (NADC), the Defense Research Institute (DRI), Association of Defense Trial Attorneys (ADTA), and the Texas Association of Defense Counsel (TADC) where he previously served as a director.

MATTHEW MCCOLGAN is a partner with the ALFA International member firm of German, Gallagher & Murtagh, P.C. in Philadelphia, Pennsylvania. Matt chairs the firm's transportation practice, where he focuses on defending trucking and transportation companies in cases ranging from catastrophic injuries to property damage and cargo claims. He also handles products and premises liability,

as well as other casualty matters. Matt's practice consists not only of defending transportation matters in suit but also of providing 24/7 support to investigate accidents and losses when they occur and counseling clients about how to manage losses presuit. His practice covers all of New Jersey and Pennsylvania at both the state and federal level. Beyond the billable hour, Matt is a member of the Philadelphia Association of Defense Counsel's Executive Committee and participates on the steering committees for both ALFAI's Transportation and Insurance practice groups. Matt is also a member of ALFAI's Future Leaders Forum and GIG economy practice groups, as well as TIDA's Young Professionals Committee

SEAN F. MCDONOUGH is a partner in the Boston office of ALFA International member firm Morrison Mahoney LLP. Sean's primary area of practice is civil litigation defense. Specifically, the majority of his practice focuses on defending companies in transportation, premises and product related suits. Sean is admitted to practice in the courts of the Commonwealth of Massachusetts, the Federal District Court for the District of Massachusetts and the First Circuit Court of Appeals. Sean is a 1993 graduate of the New England School of Law, 1989 graduate of the University of Hartford and a 1985 graduate of St. John's Preparatory School. He is an active member of the ALFA International Transportation Practice Group and Product Liability Practice Group. Sean is also a member of the Defense Research Institute, Claims Litigation Management Alliance, Trucking Industry Defense Association and Massachusetts Bar Association. He resides in North Andover, Massachusetts where he is active in town affairs as a member of town committees.

ANNETTE MIJANOVIC is a partner at the ALFA International member firm Haight Brown & Bonesteel LLP, in Los Angeles, California, where she began her career as a summer associate sixteen years ago. She is a member of the firm's Transportation, Business Solutions and Products Liability practice groups. She has served as lead counsel in trials involving transportation and commercial litigation disputes in state and federal court. She is a member of the firm's Immediate Response Team for transportation accidents and heads the firm's continuing education program, the Little Red Schoolhouse. She is admitted to practice law in all California state and federal courts.

STEPHEN MYERS is a Director & Senior Counsel of Litigation at Match Group, where he handles consumer, business and employment litigation matters for Match Group's global portfolio of brands, including, among others, Tinder®, Match®, Hinge® and OkCupid®. Prior to joining Match Group, Stephen worked as a litigation and labor and employment attorney for Southwest Airlines, and, prior to that, as a litigation associate at Norton Rose Fulbright. Stephen received his undergraduate and law degrees from the University of Texas at Austin.

JOHN OSGATHORPE is a shareholder, and serves as the president and managing partner, of Taylor Day, the ALFA member firm in Jacksonville, Florida. In his business litigation and complex torts practice he protects the interests of companies, management teams, business owners, and stakeholders in a diverse array of commercial and torts disputes. His practice includes most types of

business and commercial disputes ranging from breach of contract claims, shareholder disputes, corporate governance disputes, misappropriation of trade secrets, and UCC matters while his torts practice ranges from products defects cases, truck and auto accidents, defamation, and premises liability. He also handles disputes regarding real estate and wills & trusts. John is currently the Vice Chair & Marketing Chair for ALFA's Business Litigation Practice Group. He is an active member of ALFA's Complex Torts & Products Liability Practice Group Steering Committee and ALFA's Transportation Practice Group Steering Committee. He has presented at several ALFA International Client Seminars, Business Litigation seminars, and Complex Torts & Products Liability seminars. John previously served on ALFA's Board of Directors and as its Treasurer, as well as several other ALFA committees.

BRUNO RENDA is a Shareholder with Fowler White Burnett P.A., the ALFA International member firm in Fort Lauderdale and Miami, Florida. Bruno is a civil trial lawyer dedicated to defending businesses and individuals in matters involving catastrophic personal injury arising from alleged conventional and professional negligence, product liability and toxic torts. Bruno dedicates the majority of his practice to defending commercial motor carriers and commercial drivers in high damages, high exposure motor vehicle accidents with complex legal, scientific and medical issues. Bruno is well versed in the Federal Motor Carrier Safety Act (or FMCSA), and other federal, state and local regulations governing interstate and intrastate motor carriers and commercial drivers. He has spoken authoritatively on issues affecting claims against transportation companies and drivers, defense strategies and best practices.

CARA SCHEIBLING is a Vice President & Principal at Avalon Health Economics. She has her MBA from the University of Tennessee. In addition to her role in business management and development, Cara's focus is on cost accounting, cost analysis, and economic valuation. With more than 10 years of experience in health economics, Cara has developed expertise in developing cost estimates for economic models of pharmaceuticals and medical devices, developing unit cost measures for model adaptations, and estimating reasonable costs of medical services in a variety of health care litigation applications. In addition to experience and skills in cost modelling in Excel, she has extensive experience in health policy analysis and technical writing. Prior to joining Avalon Health Economics, Cara has been a Health Economist and Policy Analyst at Oxford Outcomes, Ltd. At Oxford, she contributed to studies of ambulatory surgery center economic impact, orthopedic surgeon ownership of ancillary services, hospital access, and cost analysis for litigation support projects and health policy analyses. She has a bachelor's degree in political science with a minor in Business from Drew University.

JAMIE SCHILLING is a Claims Manager in CBCS's Liability Department. As a MCU Claims Manager, Jamie is responsible for the oversight, navigation and resolution of the serious and complex claims for CBCS and their Carrier Partners. Jamie was born and raised in the Dubuque area. He began his career working in retail management with Walmart Stores, Inc. He received Walmart's designation "Rising Star" in 1998 and 1999. Jamie recently

completed deaconate training in the Diocese of Rockford, Illinois. He was ordained to the order of Deacon in September 2020 in the Roman Catholic Church.

JOHN E. SCHNEIDER is the CEO and founder of Avalon Health Economics. Dr. Schneider was one of the founding partners of the Health Economics Consulting Group, LLC (HECG), which formed in 2004. HECG merged with the UK-based Oxford Outcomes in 2009, and from 2009-2013 Dr. Schneider served as Senior Director of the U.S. health economics operations of Oxford Outcomes, which also included facilitating integration between Oxford Outcomes and ICON plc in 2011. He started Avalon Health Economics in 2013 by bringing together the consulting practices of several industry and academic colleagues, building on what he started with HECG in 2004. Prior to starting HECG, Dr. Schneider was on the faculty in the Department of Health Management and Policy and the Department of Economics at the University of Iowa. His PhD is in Health Services and Policy Analysis from the University of California Berkeley, with a concentration in health economics. He has over 25 years of experience studying economic and organizational aspects of the health care industry, including professional appointments at the Center for Health Economics Research (Waltham, MA; now part of RTI International), and the California Association of Health Plans (Sacramento, CA). Dr. Schneider has also served as a consultant to managed care organizations, state health departments, trade associations, medical device manufacturers, large pharmaceutical companies, and others. He has also served as an expert witness in several legal proceedings. Dr. Schneider's expertise include: economic evaluation of new pharmaceuticals, devices, and diagnostics (including outcomes research and other forms of technology assessment); pricing and reimbursement; analysis of medical care costs (costs of illness; valuation of medical services and supplies); health insurance & managed care; regulation, hospital competition, and health care markets; specialty hospitals; physician ownership; contracting; antitrust; and trademark infringement. Some of his research has been published in *Medical Care Research and Review*, *International Journal of Healthcare Finance and Economics*, *Tobacco Control*, *Health Economics Review*, *Health Affairs*, *Inquiry*, *Health Services Research*, *Review of Industrial Organization*, *International Journal of Technology Assessment in Health Care*, *American Journal of Medical Science*, *Prevention Science*, and *Health Care Financing Review*. He is co-author of *The Business of Health* (AEI Press, 2006).

PAUL J. SKOLAUT focuses on civil litigation and transportation law at Hinkle Law Firm LLC, the ALFA member firm in Wichita, Kansas. While attending Creighton University School of Law, Jay earned the CALI Excellence for the Future Award in Constitutional Law II and was a member of the advanced trial practice team. Jay participated in a constitutional law seminar taught by Supreme Court Justice Clarence Thomas. Jay earned a certificate for completing an area of concentration in business, taxation and commercial transactions. Jay assists members of the transportation practice group's Critical Occurrence Response Team, responding to events involving the firm's motor carrier/transportation industry clients. Prior to coming to the firm, Jay served as a clerk for Union Pacific Railroad Company. He is involved in the Trucking Industry Defense Association and the

trucking section of the Defense Research Institute. In support of the firm's insurance defense practice group, Jay is involved in the full range of property and casualty matters, insurance coverage issues and critical occurrence investigations for fires, explosions and other large value losses.

MICHAEL SULLIVAN is a trial lawyer with ALFA International member firm Gibson, McAskill & Crosby, LLP in Buffalo, New York. He joined the firm in June of 2006. His practice includes trucking industry defense for a wide array of transportation companies and carriers. He is admitted to practice in the State of New York and all New York federal district courts. Michael has tried and resolved cases throughout New York State. Michael is a graduate of Fordham University and he received his Juris Doctor from State University of New York at Buffalo. Michael is a member of TIDA and TLA and is a graduate of the International Association of Defense Counsel, Defense Counsel Trial Academy.

KATHERINE VAUGHN is the Director of Claims for USA Truck, a DB Schenker company and responsible for managing the self-administration of auto liability, property and cargo claims. She ensures the investigation, documentation, liability decisions, reserving, negotiations and settlements are handled according to the companies best practices. Katherine also directs the workers compensation third-party administrator on their management of claims, determining coverage, selecting and directing defense counsel, evaluating settlement exposure and authorizing settlement. Katherine joined DB Schenker after gaining valuable experience as a Trial Attorney with the United States Department of Transportation, Federal Motor Carrier Safety Administration, Office of Chief Counsel, Enforcement and Litigation Division. Prior to joining the FMCSA, she was a Partner at a national firm and Vice-Chair of the Transportation Practice Group. Katherine's practice was devoted to the defense of general casualty matters including commercial trucking and automobile liability, products liability and insurance coverage matters. She regularly represented clients in state and federal

courts across the country while managing all phases of litigation, including pre-suit investigation, pleadings and motions practice, fact discovery, depositions and expert discovery. Katherine also served as a consultant for transportation clients in accident response procedures, rapid response accident investigations, and DOT audits and investigations. She is licensed to practice in Colorado, Wyoming, Montana and Oklahoma.

ROCK WEGMANN was born and raised in the farmlands of eastern Iowa, then graduated from Loras College in Dubuque, Iowa, with a degree in Business Finance. Rock has over 40 years of experience in the transportation industry, holding management roles in Operations, Safety, Driver training, Driver recruiting and for the past 10 years as Director- Claims for CRST, The Transportation Solution, Inc. In his current role, Rock is responsible for managing the claims for auto liability, general liability and workers compensation. Rock coordinates defense counsel across the country and works in step with DC's to provide information and facilitate the litigation processes. He is also responsible for oversight of CRST's self-administered claims handling and is the main point of contact for the TPA, CBCS. In 2023, CRST implemented a new program to aggressively seek out and settle adverse auto liability claims quickly, to counter the aggressive tactics of plaintiff firms.

DAVID H. WILSON is a partner at Hawkins Parnell & Young, LLP, the ALFA International member firm in Atlanta, Georgia. For over 25 years, Dave has represented national and local trucking companies and their drivers in pending or threatened litigation in Georgia and the Southeast. Dave has served as counsel in numerous trials and frequently litigates in both state and federal court. He assists clients in pre-suit investigation, including coordinating and leading 24/7 accident emergency response, and works closely with general counsel, in-house legal departments, and claims professionals to understand their objectives and constraints, tailoring a defense strategy that mitigates risk and aligns with the goals of the client.

GENERAL INFORMATION

MEETING LOCATION

The Broadmoor
1 Lake Avenue
Colorado Springs, CO 80906
Tel: (719) 577.5777
www.broadmoor.com

REGISTRATION

Please contact ALFA International Headquarters to register.

ATTENDANCE IS OPEN ONLY TO MEMBERS OF ALFA INTERNATIONAL AND THEIR INVITED COMPANIONS AND IS LIMITED TO AGES 21+.

ATTIRE

The attire for the educational sessions throughout the conference is “business casual”. The dinners on Wednesday, Thursday and Friday evening are “resort casual” attire. Khaki pants and polo shirts are acceptable for men and dresses, skirts or pants for women. No jackets are necessary at any evening events, but layers are recommended for outdoor events. Attendees are encouraged to lean into each dinner’s theme when packing evening attire.

CLE CREDIT

ALFA International is an approved CLE provider in Illinois, California & Pennsylvania and certifies this program has been approved for 6 hours of CLE. However, seminars are designed to meet CLE requirements, regardless of jurisdiction. To receive CLE credit outside of these states, attorneys should apply directly to their state’s governing CLE board. Helpful links and information on how to apply for course credit are available on the [ALFA International website](#) and staff are available to assist with any concerns.

SPECIAL ACCOMMODATION

If you need any special accommodation, including a nursing room, special dietary meals, ADA access or other needs, please reach out to ALFA staff in advance of the meeting and we will ensure that necessary accommodations are provided.

SEMINAR CONTACT

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