TIA 2019

CAPITAL IDEAS CONFERENCE & EXHIBITION



APRIL 10–13, 2019

LOEWS ROYAL PACIFIC RESORT
UNIVERSAL ORLANDO™

ORLANDO, FLORIDA

THE ONLY CONFERENCE BUILT JUST FOR 3PLS

REGISTER TODAY AT WWW.TIANET.ORG

The only conference built just for 3PLs.

We have heard you and have elevated the Education Sessions!

Over 1700 TIA members strong and all in one place. Join us for a comprehensive look at today's issues confronting the 3PL logistics industry.

Success doesn't always come from experience. It's about being a TIA member.
It's what you know, who you know, and how to implement that knowledge, that gets you ahead.
And, that's exactly what the TIA 2019 Capital Ideas Conference & Exhibition is all about.

Top 5 Reasons to Attend

1

MORE THAN 100 SESSIONS GEARED SOLELY FOR 3PLS

New and enhanced session tracks. Diverse and advanced topics. Take advantage of over 30 education sessions, three pre-conference seminars, 75 Learning Center sessions and five general sessions.

2

3PL INTELLIGENCE TO TAKE YOUR BUSINESS TO THE NEXT LEVEL

Establish new professional contacts, exchange ideas and build relationships with your industry peers.

3

OVER 70 LEADING EXHIBITORS

TIA brings together an elite group of suppliers that offer the newest technologies, the latest in freight matching, credit information, insurance and so much more.

4

PRACTICAL LOOK AT THE LATEST TECHNOLOGY DEVELOPMENTS

Navigate through new industry developments and take control of the technology changes affecting your business.

5

NETWORKING AND COLLABORATION WITH YOUR PEERS

Meet up with industry leaders and exhibitors. Join other members in 10 different activities. Burn off some calories by playing Golf and participating in a Charity 5K Run/2K Walk to renew friendships and forge new relationships.



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Schedule of Events

Wednesday, April 10, 2019

6:30 AM – 3:00 PM
Golf Outing
**We need to know if you need clubs 2 weeks prior to the golf outing. Extra clubs will not be available to rent the day of the golf outing.*

7:30 AM – 2:30 PM
- Advanced Sales Coaching: Tactics and Behaviors that increase face-to-face Sales Interactions
- Psychology of Success
- Using Organization Structure and Compensation to Drive a Greater Sense of Urgency

3:30 PM – 4:00 PM
Newcomer's Orientation

4:00 PM – 5:00 PM
Small Company Networking

5:00 PM – 6:30 PM
Welcome Reception

7:00 PM – 9:00 PM
Networking in Paradise — Dinner on the Beach!
Margaritaville Restaurant at Universal CityWalk

Thursday, April 11, 2019

8:00 AM – 9:00 AM
General Session

9:30 AM – 10:30 AM
General Session
Oceana Ballroom 6-7

10:45 AM – 11:45 AM
- Applying A.I. to Work Smarter, Not Harder
- Lawyers: A Necessary Evil in the Supply Chain or a Blessing!?
- Learn From Our Mistakes
- Precision Scheduled Railroading (PSR) — The Future of the North American Railroads
- Protecting Your Receivables

12:00 PM – 2:00 PM
Networking Lunch
Alternatives to Using a "Straight Commission"
Oceana Ballroom 6-7

12:00 PM – 2:00 PM
Young Executives Lunch

2:00 PM – 3:30 PM
- Building, Training & Retaining High Performance Teams
- Contract Negotiation Crash Course
- Creating the Successful Blockchain Project
- Cross Border Changes and Trade Tariffs & Restrictions: Navigating Sudden Changes for Your Customers
- Fueling Your Company for Growth, A Wholistic Approach to 3PL Strategic Business Planning
- Hulk Out on Your Intermodal Program: 2019 is a Magical Year for TIA Members "Riding the Rails"

4:00 PM – 5:00 PM
Straight talk from Washington – FMCSA Administrator Martinez

6:00 PM – 8:00 PM
Exhibition Hall Grand Opening

Over 70 Leading companies exhibiting at the best trade show for 3PLs in North America



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Schedule of Events

Friday, April 12, 2019

6:30 AM – 8:00 AM
TIA Foundation 5K Run/2K Walk

7:30 AM – 8:30 AM
Continental Breakfast

8:30 AM – 11:00 AM
TIA's Annual Business Meeting & Opening Session

11:00 AM – 2:00 PM
Exhibition and Lunch

2:00 PM – 3:00 PM
The Road Ahead — Carrier CEOs Speak

3:30 PM – 5:00 PM
TIA Shipper Panel: Creating a Win-Win-Win Business Relationship

5:00 PM – 7:00 PM
Exhibit Hall Closing and Reception

7:30 PM – 9:30 PM
The Legendary DAT Party! @ Howl at the Moon

Saturday, April 13, 2019

7:00 AM – 8:00 AM
Continental Breakfast

8:00 AM – 8:45 AM
General Session

9:00 AM – 10:30 AM
Economic Update

10:30 AM – 11:00 AM
Refreshment Break

11:00 AM – 12:00 PM
- **Falling Stars**
- **Fear of Being Audited?**
- **The Connected Supply-Chain, No Longer the Final Frontier**
- **Tight Capacity — Loose Criteria: Risk vs. Reward**
- **Using Data to Manage Your Business**
- **Warehousing: Increase Your Cubic Space and Value Proposition**

12:00 PM – 2:00 PM
Networking Lunch

12:00 PM – 2:00 PM
Women in Logistics Lunch

2:00 PM – 3:00 PM
- **A Backpocket Exit Strategy**
- **Building a Supply Chain Value Proposition**
- **Disruption the Other "D" Word**
- **Find Your Niche**
- **Restrictive Covenants: What They Are, How They Work, and Why You Need To Know**
- **What's Really Required to Digitally Transform Your 3PL**

3:00 PM – 3:30 PM
Refreshment Break

3:30 PM – 4:30 PM
- **Cybersecurity: The Threats Have Evolved, Have You?**
- **Data Analytics, Technology and the Redesign of Salesforce Tactics**
- **Defending the Claim for Catastrophic Injury: Is There a Way Out Through Mediation?**
- **Freight on the High Seas**
- **Successfully Brokering LTL in a Rapidly Evolving Marketplace**
- **Surviving Real Life Claims Issues Today**

5:00 PM – 8:00 PM
Chairman's Reception and Dinner



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Networking Activities

Golf Outing
WEDNESDAY, APRIL 10

Join other attendees for an enjoyable round of golf at Orange Tree Golf Club while supporting the TIA Foundation. The course is a stern, but fair, test of a golfer's game and culminates with "The Loop." ** Breakfast will be available at 7:00 am, 8:00 am shotgun start.

Welcome Reception
WEDNESDAY, APRIL 10

Make a toast, greet old friends and welcome first-time attendees.

Networking in Paradise – Dinner on the Beach!
WEDNESDAY, APRIL 10

Truckstop.com and TIA invites you to network in Truckstop-ville! Join us for a beach-themed evening with dinner from 7:00-9:00 pm

Networking Lunches
APRIL 11 & APRIL 13

Grab lunch and join Beth Carroll on Thursday, April 11 for Alternatives to Using a "Straight Commission" — A deep dive for options when you want to pay your employees "a piece of the action."

The 3PL industry is ripe for fraud of all kinds — grab lunch on April 13 and join this networking luncheon discussion on how to protect you and your business from theft and fraud.

Young Executives Luncheon
THURSDAY, APRIL 11

Designed to help those who are poised to become tomorrow's owners and managers, this luncheon is a chance to reach new levels of leadership by building long-term TIA member relationships.

Fun Run
FRIDAY, APRIL 12

Walk or run for a good cause while burning off calories. The $50 entry fee covers your t-shirt and supports the TIA Foundation and TIA's 2019 3PL Samaritan Award winner.

The Legendary DAT Party! Howl at the Moon
FRIDAY, APRIL 12

DAT welcomes you to an evening full of music, food, antics and fun at "Howl At The Moon", rated one of the top 3 nightclubs in Orlando. Wrap up a great Friday with an evening to be remembered! Shuttle transportation from the Loews Royal Pacific to Howl at the Moon will be provided.

Women in Logistics Luncheon
SATURDAY, APRIL 13

Join other women in the 3PL industry for collaboration, networking, and recognition.

Chairman's Reception and Dinner
SATURDAY, APRIL 13

All are welcome to join us at the Chairman's Dinner. You do not want to miss this exciting dinner with live music, amazing food, drinks and friendship with your fellow peers.



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Essential Information

NEW TIA MEMBERS

If you are not currently a TIA member, you may register at the member rate for the conference and receive a $100 discount off your first year's dues when you join TIA.

REGISTRATION FEE INCLUDES

Conference attendees and exhibitors will have access to educational sessions, meals (three receptions, two breakfasts, three lunches and one dinner) and networking events. *Note: airfare, transportation to and from the hotel are the responsibility of the attendee.

ONE DAY REGISTRATION

One day registration is available on Thursday, Friday or Saturday. One-day registration includes admittance to the exhibit hall and social and educational activities on the day you select. Please indicate on your registration form which day you plan to attend.

Registration Fees

FULL CONVENTION REGISTRATION	Early Bird	After 2/23/19
Member	$ 850	$ 950
Non-Member	$1,150	$1,250
2nd and 3rd Additional Registrants	10% Discount	
4th + Additional Registrants	15% Discount	
Contact meetings@tianet.org for promo code		
Guest	$ 650	$ 750
Exhibitors	$ 775	$ 875
Daily Rate (Members)	$ 775	$ 875
Daily Rate (Nonmembers)	$1,050	$1,150
Additional Booth Workers	$ 350	
PRE CONFERENCE SEMINARS: LAW, SALES, COACHING OR COMPENSATION		
Member	$ 575	$ 675
Non-Member	$ 725	$ 825
Additional Member	$ 525	$ 625
Additional Non-Member	$ 675	$ 775
Golf registration (without clubs)	$ 320	
Golf Registration (with clubs)	$ 250	
5K Run/2K Walk	$ 50	

PAYING FOR YOUR REGISTRATION

Registration fees must be paid via credit card during the registration process. Your email confirmation will serve as your receipt.

CANCELLATION POLICY

Cancellation of registration must be submitted in writing. Cancellations made by February 22, 2019 will be fully refunded less a $200 cancellation fee. Cancellations made on or after February 22, 2019 will not be refunded. Substitutions will be accepted, if received in writing by March 30, 2019.

CONFERENCE ATTIRE

Dress for all functions is business casual.

GUEST REGISTRATION

Spouse registration includes admittance to the exhibit, group meals and social functions. However, entrance to general sessions, education sessions, and conference meetings are not included.

HOTEL INFORMATION

The Loew's hotel has freshly renovated rooms and conference space. TIA has negotiated a very special rate of $259 single or double occupancy plus 12.5% sales tax. Links for reservations are provided in the registration confirmation email. Conference registration must be received before making hotel reservations. Special room rates are available until Friday, March 8, 2019. You may be able to secure a room after this date, however, the cost may be higher.

TIA must commit and guarantee a block of rooms at the hotel in exchange for meeting space. Members who choose to stay in a hotel other than the Loews Royal Pacific or book via the Internet outside our block of rooms will cause TIA to suffer a monetary penalty, and will therefore have $100 added to their registration fee for the meeting.



The Leading 3PL Exhibit Hall

*Thank you to all the exhibitors and generous sponsors that support the 3PL industry.**
Take your time visiting the exhibit hall, here you'll find the latest technology to grow your business.

123Loadboard
3Gtms
3PL Systems, Inc.
AFF Global Logistics
Albion Group
AMT Squirrel Works
Ansonia Credit Data
Apex Capital Corp.
AscendTMS
Avalon Risk Management
BAMfi
BCS Placement
Bill Hay International, Inc.
BlueGrace Logistics
Cargo Chief
CargoNet
CDS, Inc.
Chainalytics
Chetu
CS Recruiting, LLC
CSX Transportation
DAT Solutions
DAT Solutions
Descartes
Direct Freight Services
Distributors & Consolidators of America
Drayage.com
DrayNow
EFS
EKA Solutions, Inc.
eTrac
Euler Hermes
Ex-Freight Zeta, Inc.
Ezloader
Falvey Shippers Insurance
Fleet Owner
Forward Air
Freight Management Systems, Inc.
FreightFriend, LLC
FreightRover
FreightWaves
Global Executive Solutions Group
GTG Technology Group
Gulf Coast Business Credit
Haul Fox, LLC
HighJump
Hubtek
HubTran Inc
IANA
Infinity Software Solutions, Inc.
Instapay
Integro Insurance Brokers
Intelek Technologies
Lean Staffing Solutions
Loadtap, Inc.
Logistical Labs
LogistIQ Insurance Solutions
Loup Logistics
McLeod Software
MercuryGate International Inc
Microdea, Inc.
Middlewest Motor Freight Bureau
My Freight Staff, LLC
Old Dominion Freight Line, Inc.
Omnitracs
Orderful
Parade AI
project44
Prosperio Group
RailInc
RateLinx
Redwood Logisitcs
Reliance Partners
RenovoData
Revenova, LLC
RMIS
Roanoke Insurance Group, Inc.
ROAR Logistics
Safer Watch by Truckstop.com
SalesDrip, Inc.
SMC^3
Tailwind Transportation Software
Teknowlogi
Thoroughbred Direct Intermodal Services
TMW Systems, Inc.
Transflo
TranSolutions, Inc.
Transport Topics
Transportation Data Source
Tranztec Solutions, Inc.
Trimble MAPS
TriumpPay
Trucker Tools
Truckstop.com
TryHours
UPS Capital

**List of exhibitors as of March 15, 2019*



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Since 1978, the Transportation Intermediaries Association has been recognized as the trusted voice of the $187 billion third-party logistics industry. TIA members are able to establish and protect ethical, profitable and growing businesses in service to their customers. TIA is the only organization exclusively representing third-party logistics companies doing business in domestic and international commerce. TIA is the United States member of the International Federation of Freight Forwarder Associations. (FIATA).

The Voice of Third-Party Logistics

TIA Transportation Intermediaries Association®

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