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HUSCH BLACKWELL

A Brief Walk Through Your HCR Contract's Terms and Conditions

January 15, 2019

9 - 10:30 a.m.

Golden Nugget Hotel
Las Vegas, NV

Register **TODAY** at
[huschblackwell.com/
postal2019](http://huschblackwell.com/postal2019)

Presented by David Hendel, Husch Blackwell, in conjunction with the
Western/Central regional meeting of the National Star Route Mail Contractors Association

A message from the Seminar Director



Walking through your HCR contract's Terms and Conditions has never been this much fun! In this new seminar I will take you on a journey through the common language used within an HCR contract's Terms and Conditions. While sifting through the legalese in these clauses can be tiresome and often seem tangential to the real

work you do - the Terms and Conditions are the backbone of your HCR contract. If you don't fully understand them, you are at a severe disadvantage when dealing with the Postal Service. And, since I've read them all, now you don't have to!

We will have just 90 minutes for our walk, so our pace through the clauses will be brisk. We will explore which clauses are unenforceable, which don't mean what they say, and which might be more helpful than you think. Equally applicable to HCR and CDS contractors, we will linger on a few of the key clauses, including **Claims and Disputes**, **Changes**, and **Payment** (always a contractor favorite). Knowledge of your rights and obligations under these clauses is vital to determining how to proceed when you are confronted with regular extra trips or changed conditions.

After our stroll is done, the course materials will serve as a valuable keepsake (and reference) should you need to walk down this path in the future. As a special feature, I have included a template you can use to file a claim for the most common HCR contract changes.

As Association Attorney for the National Star Route Mail Contractors Association since September 2004, I have learned much about the special world of HCR contracting. When I first accepted that position, I thought I had a good grasp of the subject. That showed how little I really knew about this unique segment of Postal Service contracting!

In the 14 years since - and in representing dozens of HCR contractors in my legal practice - I have seen up-close many of the issues and problems you face. The goal of this seminar is to impart that knowledge and give you the tools for succeeding under the special terms and conditions that govern these contracts.

I hope you are able to attend this special presentation and look forward to seeing you there!

David Hendel

Husch Blackwell
750 17th Street, NW, Suite 900
Washington, D.C. 20006-4656
202.378.2356
david.hendel@huschblackwell.com



Our Promise:

The information shared in this seminar will be relevant, practical and helpful in maximizing your business operations.

Register TODAY at
huschblackwell.com/postal2019

What attendees have said about our previous HCR seminars...

"I found the seminar very informative. As usual, David did a fantastic job covering several topics that are vital to our industry."

— Dante Berkheimer, Robert M. Neff Inc.

"This seminar was full of good information – opened my eyes on many things I had no idea about."

— Greg Roth, Roth Trucking

"I have attended several, and I always learn something new and valuable."

— Glen Glover, Glover's Solutions Inc.

"David gives good insight on specific issues with clear direction and speaks at our level – doesn't use a lot of attorney jargon or political talk. Very focused on our industry, using real-life examples."

— Greg Causley, Causley Trucking

"Great communicator. David does a great job and keeps your attention. Very informative presentation."

— J.D. Bancroft, Bancroft and Sons Transportation

"David's presentations are always entertaining and educational. More of the contractors, especially the small contractors, need to attend. The materials are excellent references that I place in our library for office personnel to access as needed."

— Don Dorris, Postal Fleet Services Inc.

Our Government Contracts practice, based in Washington, D.C., represents domestic and international clients involved in all phases of government contracting, including bid protests, contract administration, change orders, audits, claims and disputes, and compliance programs. A special focus of this practice is providing advice to Postal Service contractors.

Contracting with the U.S. Postal Service is different from contracting with other federal agencies. Attorneys in the firm's Postal Service Contracting group understand these nuances and advise the full range of contractors, from Fortune 500 companies to sole proprietorships, on a variety of issues that arise under these unique contracts, including solicitations, proposals and protests; contract performance; requests for equitable adjustments and claims; terminations; and false claims investigations.

For more information on the firm's Postal Service Contracting group:

huschblackwell.com/postal

To receive regular updates involving current Postal Service contracting issues, visit our blog:

contractorsperspective.com/postal-service-contracting

A Brief Walk Through Your HCR Contract's Terms and Conditions

Tuesday, January 15, 2019

8:30 a.m. – Check-in and networking

9:00 a.m. – Program

This new seminar is designed to help you better understand your HCR Contract's Terms and Conditions. We will look at commonly used language and explore key clauses to put you on solid footing when dealing with the Postal Service.

REGISTRATION COST

Early Registration by January 10, 2018

- Standard fee – \$295
- Star Route member discounted fee – \$195
- Each additional person from the same company will receive a \$50 discount (\$245 for non-members and \$145 for Star Route member companies)

LOCATION

Golden Nugget Hotel
129 E. Fremont St.
Las Vegas, NV 89101

QUESTIONS?

For more information, visit
huschblackwell.com/postal2019
or contact seminar coordinator Pam Clark at
314.345.6648 or pam.clark@huschblackwell.com.

Register **TODAY** at
huschblackwell.com/postal2019

Leading toward better.

Husch Blackwell leads our clients from where they are to where they want to be. From offices in 18 U.S. cities, we deliver legal insight and business leadership that helps our clients identify smart solutions, advance their goals and move forward.