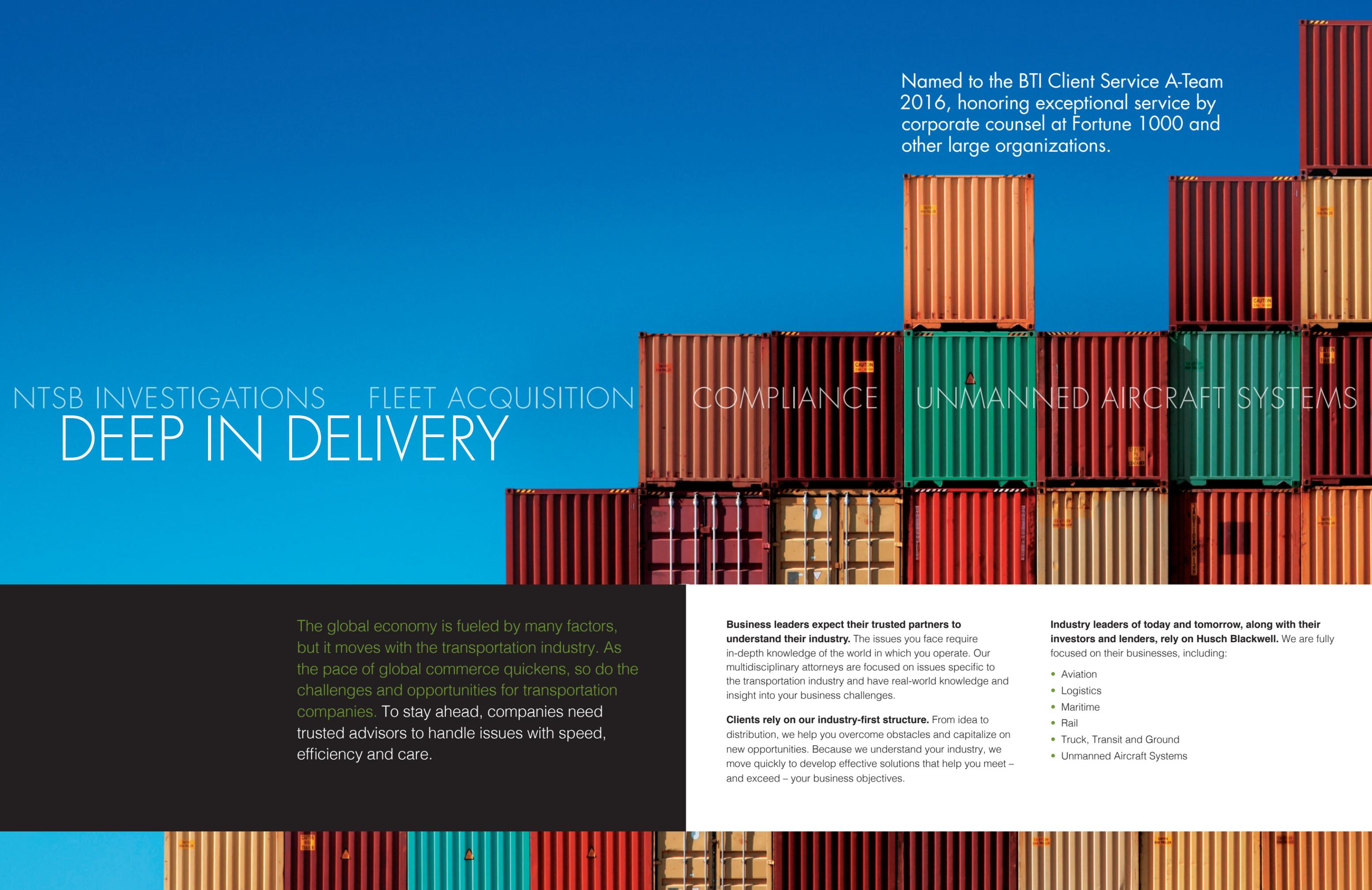


HUSCH BLACKWELL

TRANSPORTATION



Named to the BTI Client Service A-Team 2016, honoring exceptional service by corporate counsel at Fortune 1000 and other large organizations.

NTSB INVESTIGATIONS FLEET ACQUISITION COMPLIANCE UNMANNED AIRCRAFT SYSTEMS
DEEP IN DELIVERY

The global economy is fueled by many factors, but it moves with the transportation industry. As the pace of global commerce quickens, so do the challenges and opportunities for transportation companies. To stay ahead, companies need trusted advisors to handle issues with speed, efficiency and care.

Business leaders expect their trusted partners to understand their industry. The issues you face require in-depth knowledge of the world in which you operate. Our multidisciplinary attorneys are focused on issues specific to the transportation industry and have real-world knowledge and insight into your business challenges.

Clients rely on our industry-first structure. From idea to distribution, we help you overcome obstacles and capitalize on new opportunities. Because we understand your industry, we move quickly to develop effective solutions that help you meet – and exceed – your business objectives.

Industry leaders of today and tomorrow, along with their investors and lenders, rely on Husch Blackwell. We are fully focused on their businesses, including:

- Aviation
- Logistics
- Maritime
- Rail
- Truck, Transit and Ground
- Unmanned Aircraft Systems



CEO of a major commercial airline acknowledged the “heavy lifting” by Husch Blackwell attorneys in negotiations for a multibillion-dollar fleet acquisition and restructuring, noting that such agreements constituted a “remarkable achievement.”

HOURS OF SERVICE RULES

FREIGHT CLAIMS

RETIRED AIRCRAFT

FACILITY IMPROVEMENTS

DEEP IN RESULTS

Fiber Optic Cable Relocation Resolved

Situation Representing a national IT communications and solutions provider, we contested aspects of a highway project by intervening in an administrative proceeding pending with the Illinois Commerce Commission concerning a highway and bridge project proposed by the Illinois Department of Transportation and the project’s impact on two railroads.

Result We secured an order from the state administrative commission requiring the state to pay for the relocation of fiber optic cable resulting from the IDOT highway/bridge construction and any corresponding changes in the impacted rail tracks, as well as the attorney fees.

Gulfstream Purchase Soars for Saudi Buyer

Situation Acquiring and operating any large-cabin, long-range business aircraft can be a complicated process. However, when you add the nuance of a non-U.S. citizen acquiring and operating a U.S. registered aircraft, the challenges are even greater.

Result Our aviation team represented a Saudi company and applied our expertise and industry experience to structuring and completing the acquisition and secured financing of a Gulfstream aircraft through the use of a non-U.S. citizen trust structure and in compliance with all applicable laws, including Federal Aviation Regulations.

Chinese Trade Association Persuades U.S. ITC

Situation Members of a Chinese trade association representing the wood products industry were faced with additional duties on products being imported into the U.S. due to possible antidumping duties and duties to offset foreign subsidies. For these duties to be avoided, the U.S. International Trade Commission (ITC) had to be persuaded that the U.S. was not being injured by these Chinese imports of hardwood plywood.

Result Working in coordination with groups representing importers, the association persuaded the ITC that there was no injury to the U.S. industry. The high duties did not go into effect, allowing the member companies to continue to export to the U.S. without additional duties.

Airline Looks to Future with Restructured Fleet

Situation A commercial airline immersed in Chapter 11 reorganization proceedings sought to restructure multiple airframe and engine agreements and to enter into a firm purchase agreement for additional fuel-efficient aircraft.

Result Our aviation group led negotiations for, and assisted bankruptcy counsel in, obtaining court approval of multiple interrelated aircraft, engine and maintenance agreements, including purchase agreements for a firm order of multiple Boeing Model 737 MAX aircraft, with an option for more. The closing of this transaction was a major milestone to the client’s plan of reorganization.

Russian Carrier Acquires Five Commercial Aircraft

Situation A major United States commercial airline was in the process of retiring aging commercial aircraft.

Result We represented the airline in connection with the sale and secured financing of five aircraft to a Russian commercial air carrier. The transaction involved secured debt financing coupled with security assignments of operating leases, with each aircraft placed on the Bermuda registry and exported for operation in Russia.

Large Trucker on Board with Our Legal Team

Situation Our transportation team represented a large North American less-than-truckload carrier when a paper manufacturer filed a counterclaim for cargo loss and damages in excess of \$600,000 related to more than 1,200 shipments transported by the carrier on behalf of the manufacturer.

Result Our client won summary judgment. Because the manufacturer did not file written claims for loss or damage related to these shipments within the nine-month claim filing period as set forth in the Uniform Straight Bill of Lading, the claims for any loss or damage related to these shipments were barred.

Named a 2015 "Go-To Law Firm" by Fortune 500 companies Casey's General Stores (Labor & Employment), Monsanto (Contracts Litigation), PPG Industries (Torts Litigation) and RockTenn, part of WestRock (Labor & Employment).

GLOBALIZATION ANTIDUMPING FMCS REGULATIONS INTERNATIONAL SUPPLY CHAIN DEEP IN RESULTS

KC Southern Completes \$300 Million Transaction

Situation Kansas City Southern Railway frequently seeks corporate, finance, dispute and other operational advice from Husch Blackwell. We were called in for an exchange offer of registered senior notes for unregistered senior notes for a company subsidiary: Kansas City Southern de Mexico, operator of a key commercial corridor of the Mexican railroad system.

Result We guided the exchange of \$300 million of 8.0% senior notes due in 2018. This was registered on a Securities and Exchange Commission Form S-4 following an earlier Rule 144A private placement.

Lender's New Venture Receives Strategic Advice

Situation Our team prepared an intensive, one-day seminar for a prominent lending institution's legal and operations staff from worldwide locations to assist in evaluating the implementation of an international in-transit finance program.

Result Our analysis highlighted the segments of the international supply chain where legal protection should be enhanced. The lending institution's new international finance program now provides advantageous lending safeguards throughout the supply chain.

Importer Gains Control of Sporting Goods Cargo

Situation Control of sporting goods cargo from a Chinese supplier valued at more than \$700,000 was in jeopardy when the importer planned to change suppliers. Although the importer had paid for part of the cargo, the supplier put up roadblocks to delivery.

Result At first, the ocean carrier considered turning the dispute over to a federal court to resolve the competing claims for the cargo, but we persuaded the carrier to forgo costly litigation. The matter was quickly resolved through negotiation with minimal damage to either party.

Logistics and Aerospace Firms Avoid Penalties

Situation Our supply chain team assisted a large multinational logistics firm and a major aerospace manufacturer in investigating, compiling and reporting more than 100 export transactions of defense articles that had occurred over a three-year period. This project involved formulating two separate voluntary disclosures and coordinating the matters with the appropriate enforcement officials from the Commerce Department and the State Department.

Result After many exchanges with the agencies involved, the matters were closed with no further actions taken by the agencies.

New Electronic Shipping Auction Platform

Situation Our high-tech client set up an electronic shipping auction platform that allows ocean transport companies to compete for freight contracts on a real-time basis.

Result Our supply chain team assisted in structuring the platform to conform to federal shipping statutes and regulations. The client met the requirements of the Federal Maritime Commission and the Federal Motor Carrier Safety Administration.

Substantial Savings with Union Defeat

Situation After negotiating a new collective bargaining agreement, a union filed a grievance over the payment of overtime that would substantially increase the labor costs for a large distribution company. The company contended the matter was not subject to arbitration, contrary to the union.

Result We defeated an action filed by the union in federal court after extensive legal briefing on several novel legal issues. Ultimately, the court agreed with the company's analysis, resulting in no arbitration and substantial savings for the client over the term of the four-year contract.

HUSCH BLACKWELL

huschblackwell.com

Industry First. Husch Blackwell is completely organized around your business. Other law firms talk about understanding the client's industry. For us, it's at the core of how we function, starting with a transformation of our entire operation into industry teams. Placing your interests ahead of our own, we

take a fully integrated team approach to deliver greater efficiency and higher value, going deep into all aspects of the transportation industry. We identify risks and explore emerging opportunities to help your business thrive, now and into the future. Simply stated, your industry is our business.

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