

SUPPLY CHAIN LOGISTICS



Through insightful counsel, Husch Blackwell helps companies transport goods efficiently through the domestic and international supply chain. Our supply chain law team offers unique experience to diverse operators and participants in this vast network, including third-party logistics providers, truckload and less-than-truckload motor carriers, transportation brokers and freight forwarders, shippers, railroads, and air cargo carriers.

Much of our guidance concerns compliance with federal and state operational, licensing, security, and regulatory requirements. Additionally, our supply chain law team advises on contract negotiation, product safety, insurance, e-commerce platforms, customs, taxes, and leasing. When shipment has not gone as planned, our attorneys skillfully advocate for clients in agency investigations, civil penalty procedures, and other disputes.

Representative Experience

Provided on-site training to procurement teams.

Updated client's procurement contracts on fixed-fee basis, ensuring consistent and workable protections across the board.

Regularly prepared and negotiated variety of distribution agreements, including e-commerce buying agreements.

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Advised on RFP process and award, negotiation of contracts for \$10 million-plus supply of commodities critical to client's ongoing operations.

Provided strategic advice and support to manufacturing and transportation clients on motor carrier agreements and outsourcing agreements, including SaaS agreements.

Drafted and negotiated rail and barge agreements.

Assisted in preparing multiple form agreements for client's logistics department to be used with vendors that supply transportation-related services, including equipment leasing and maintenance.

Establishes best practices for non-vessel owning common carriers (NVOCCs) in implementation of negotiated rate and service arrangement shipping protocols with view to commercial realities of that industry.

Counsel U.S. logistics companies with regard to Foreign Corrupt Practices Act (FCPA) and Civil Reserve Air Fleet (CRAF) program.

Navigate maritime and air transport clients through complexities of regulation and compliance in matters administered by U.S. Customs and Border Protection (CBP), Transportation Security Administration (TSA), Federal Maritime Commission (FMC), Defense Counterintelligence and Security Agency (DCSA), and other governing bodies.

Frequently advise on regulatory licensing issues, including assisting clients in licensing, registration and voluntary disclosures when required.

Counsel shippers in U.S. domestic trades to structure agreements with motor carriers to allow shippers to act as Property Brokers to secure cargo from other shippers, licensed by Federal Motor Carrier Safety Administration (FMCSA), in order to maximize use of container/trailer space on backhaul of motor carrier transport after delivery of their own goods.

Structure agreements to establish offshore distribution hubs for international distribution activities for retailers and multinational logistics companies.

Establish offshore and domestic fulfillment facilities for business-to-consumer (B2C) distribution for e-commerce transactions, representing both retailers and multinational logistics companies.

Draft and negotiate service contracts with ocean steamship lines.

Represent shipyard and other interests before Maritime Administration, Military Sealift Command, Department of Defense (DOD) and other federal agencies.

Advise and assist global logistics firms in negotiating and implementing distribution and warehousing agreements in United States and abroad.