



HUSCH BLACKWELL

HCR SEMINAR: THE LATEST AND THE GREATEST

*How to Prepare for the New DRO Environment,
and the Best Tips From Previous Seminars*

January 16, 2018

9 – 10:30 a.m.

**Golden Nugget Hotel
Las Vegas, NV**

**Register TODAY at
[huschblackwell.com/
HCRseminar18](http://huschblackwell.com/HCRseminar18)**

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



Haven't been paid for work you performed on your HCR contract? Costing you more to perform the contract because of Postal Service changes? Can't reach agreement on a service change? Not given a chance to bid on new work in your area? A portion of your work – or maybe all of it – being eliminated?

Believe it or not, you have powerful contractual rights and other leverage to address each of these problems. If you are aware of these levers, you will be better able to decide what actions to take. If you are unaware of them, you could inadvertently weaken or waive your rights.

To help HCR contractors address these issues, I designed and presented the five HCR seminars described on the panel to your right. This seminar combines the most significant pointers from each of those past five seminars, updated to today's environment.

This seminar also addresses how contractors should prepare contractually and legally in light of the Postal Service's intention to move to DRO contracts. Tips will be provided whether you plan on being a prime or subcontractor under a DRO contract.

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 13 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

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OUR PROMISE:

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

Register TODAY at
huschblackwell.com/HCRseminar18

HCR SEMINAR: THE LATEST AND THE GREATEST

Tuesday, January 16, 2018

9 – 10:30 a.m.

Golden Nugget Hotel, Las Vegas, NV

This seminar will be a “best of” presentation on the most important topics covered in our previous five HCR seminars, updated for today's HCR contracting environment. The seminar will also discuss how contractors should prepare contractually and legally in light of the Postal Service's plan to move to dynamic routing optimization (DRO) contracts.

OUR PREVIOUS SEMINARS



2017



2016



2015



2014



2013

SERVICE CHANGES AND CLAIMS

Service changes to HCR contracts are as inevitable as death and taxes. This seminar discussed the rules that govern service changes, contractors' rights and obligations, and how to use the changes and disputes clauses in HCR contracts to your advantage.

CLAIMS AND DISAGREEMENTS

This seminar examined the Postal Service actions – or inactions – that potentially generate HCR contract claims, how to calculate and when to bring a claim, the do's and don'ts of preparing and submitting claims, and claims resolution.

IMPORTANT COURT AND BOARD CASES

This seminar described the most important cases involving HCR contracts that have been decided by the Postal Service Board of Contract Appeals and other forums. Case subject areas included contract termination, security clearance, excusable delay and waiver of performance.

HCR CONTRACTORS — YOU DO HAVE RIGHTS!

It may seem the deck is stacked because the Postal Service writes the contract and most of the clauses impose obligations on contractors. This seminar discussed the rights and remedies available to contractors, some of which are not written in the contract.

WHAT EVERY HCR CONTRACTOR SHOULD KNOW

This seminar addressed contractors' frequently asked questions and topics of concern, including renewal negotiation strategies, Fuel Management Program clauses, and traps in the Cost Worksheet and Cost Statement forms.

REGISTRATION

The seminar is held in conjunction with the Star Route Association's combined Western/Central regional meeting; however, separate registration is required. The early online registration seminar fee is \$195 for Star Route Association members and \$295 for non-members. A \$50 discount applies to each additional person who attends from the same company. Early registration is encouraged as seating is limited.

Register TODAY at huschblackwell.com/HCRseminar18

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/HCRseminar18
or contact seminar coordinator Pam Clark at
314.345.6648 or pam.clark@huschblackwell.com.

Register **TODAY** at
huschblackwell.com/HCRseminar18

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.

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

About Our Firm

Husch Blackwell is an industry-focused litigation and business law firm with offices in 17 cities across the United States. We represent clients around the world in major industries including energy and natural resources; financial services and capital markets; food and agribusiness; healthcare, life sciences and education; real estate, development and construction; and technology, manufacturing and transportation.

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.