

Transportation and Logistics

Contacts

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The cargo transportation industry faces multiple challenges. These include intense antitrust scrutiny by governments worldwide; increasing liability for damage to third parties even when the transport arranger is not directly involved in an accident; protection against business failure of customers and counterparties; compliance with U.S. and international cargo screening and security requirements; restrictions on trading with certain countries; and the need to establish standards and best practices to protect the consumer.

Services to Meet Your Challenges

Since the formation of our firm in 1966, we have been providing businesses and trade associations in the transportation industry, both nationally and internationally, with the services they need to meet their business and legal challenges and successfully capitalize on opportunities. For example, we

- ▶ Respond to antitrust suits and investigations, and provide training to avoid antitrust problems
- ▶ Determine clients' insurance coverage needs
- ▶ Help design and implement preventive measures to avoid unreliable customers and counterparties
- ▶ Advise forwarders and carriers about collection matters related to bankruptcies of major importers, enforcement of cargo liens, and conflicting claims by buyers and sellers over disposition of cargo in transit
- ▶ Counsel clients on federal agency rules, such as those involving federal security requirements and economic regulation of the industry
- ▶ Design and customize standard forms and shipping documents
- ▶ Respond to audits, complaints and investigations by federal agencies charged with regulating the transportation industry
- ▶ Help mediate and resolve disputes with customers and business counterparts such as subcontractors and agents
- ▶ Participate in the deliberations of national and international institutions such as the U.S. Congress and the United Nations on issues of concern to the transport industry

In addition, we provide advice on "doing business" matters, such as contracts with vendors and service providers, software licenses, labor and employment issues, taxation, corporate reorganizations, financing and acquisitions, and bidding on government contracts.

We are more than a law firm serving the transportation industry — *we are part of this industry.*

Serving Clients Across the Entire Transportation Industry

We counsel companies and individuals in the domestic and international transportation industry, including the following:

- ▶ Ocean shipping lines
- ▶ Barge lines
- ▶ Air, truck and rail carriers
- ▶ Logistics companies
- ▶ Freight forwarders
- ▶ Freight consolidators and brokers
- ▶ Terminal operators and port authorities
- ▶ Cargo inspection and security companies
- ▶ Software developers
- ▶ Insurers
- ▶ Cargo owners

- ▶ Buyers' cooperatives and shippers associations
- ▶ Household goods moving companies
- ▶ Cargo and capacity matching services, that is "load boards"

Partial Client List

- ▶ China Ocean Shipping (Group) Company (COSCO)
- ▶ Tokyo Marine Co., Ltd.
- ▶ Transportation Intermediaries Association
- ▶ International Federation of Freight Forwarders Associations
- ▶ Overseas Shippers Association
- ▶ Expeditors International of Washington
- ▶ Samson Tug & Barge Co., Inc.
- ▶ England Logistics
- ▶ Cotecna USA
- ▶ Innovative Trade Network
- ▶ Saltchuk Resources
- ▶ Totem Ocean Trailer Express, Inc. (TOTE)
- ▶ Foss Maritime Company
- ▶ Hawaiian Tug & Barge
- ▶ Young Brothers, Limited
- ▶ Sea Star Line
- ▶ Interocean American Shipping Corporation

Delivering Value, Benefiting Clients

We know how the transportation industry functions. We know its documents and transaction models. We know the regulators and their thinking on compliance. We enjoy excellent relationships with trade associations and congressional delegations from Alaska, Washington and Oregon. Additionally, we can draw on our informal network of experts in related fields such as economics and risk management for advice about clients' business or legal needs.

In short, because of our experience in the transportation industry, we respond quickly and efficiently to our clients' diverse needs and requests. Indeed, other law firms often consult us when they encounter client problems unique to the transportation industry.