



Transportation Intermediaries Association
1900 Duke Street, Suite 300
Alexandria, VA 22314
703-299-5700
www.tianet.org

February 5, 2025

The Honorable Sean Duffy
Secretary of Transportation
1200 New Jersey Avenue SE
Washington, DC 20590

Subject: Opposition to the Proposed Broker Transparency Rules – A Call to Protect Free Enterprise

Dear Secretary Duffy,

Congratulations on your confirmation as Secretary of the U.S. Department of Transportation (DOT). Transportation and logistics are the backbone of our economy. DOT plays a key role in strengthening and protecting our nation's ability to quickly and efficiently move goods. We look forward to working with you to advance these goals.

Unfortunately, a recent Biden Administration rulemaking is threatening the principles of free enterprise and undermining the foundations of a competitive, efficient supply chain. The Transportation Intermediaries Association (TIA), representing the nation's freight brokerage and logistics professionals, write to express our strong opposition to the Federal Motor Carrier Safety Administration's (FMCSA) proposed rulemaking on broker transparency (docket number FMCSA-2025-0257 "Transparency in Property Broker Transactions"). This proposal initiated in the final weeks of the Biden Administration rule imposes unnecessary and burdensome requirements on freight brokers, mandating the automatic disclosure of confidential contract negotiations and other records. It sets a dangerous precedent for government intrusion into private business operations. This proposal represents a significant overreach, and we urge you to reject this rule.

A Threat to Free Enterprise and Trade Secrets

America's economy has long been driven by the innovation and ingenuity of its private sector. The proposed rule directly contradicts this by compelling brokers to disclose confidential business information, effectively jeopardizing trade secrets that are fundamental to broker and shipper operations.

This approach undermines the principles of capitalism. Today, the trucking and logistics sector is targeted, but tomorrow, it could be any industry. No American business—whether a manufacturer, technology company, or retailer—should be forced to disclose sensitive operational details under the

guise of regulation. This is un-American and a dangerous precedent that could ripple across the entire economy.

Harmful Consequences for the Supply Chain and Consumers

The FMCSA's proposed rule fails to address any meaningful issues within the supply chain and instead places unnecessary burdens on brokers who play a pivotal role in maintaining the efficient flow of goods. Among the harmful consequences are:

- **Increased Costs:** Compliance with these rules will impose substantial administrative and operational costs, particularly on small and medium-sized brokers, reducing their competitiveness and driving up costs for shippers and consumers.
- **Disruption of the Supply Chain:** Brokers act as facilitators between shippers and carriers, managing risk and streamlining operations. Forcing brokers to disclose sensitive financial information could lead to a market shift away from brokers and small owner-operators, upending the supply chain.
- **Weakened, inefficient Supply Chain:** At a time when supply chain resilience is more important than ever, these rules will create unnecessary friction and inefficiencies, undermining the industry's ability to adapt and recover quickly.

A Call to Action

TIA urges the Trump Administration and FMCSA to reverse course set by the Biden Administration. Instead of imposing misguided regulations that penalize legitimate brokers, we look forward to working with the Trump Administration on combating fraud in the supply chain, protecting free markets, and supporting industry collaboration to improve the efficiency and competitiveness of the supply chain.

The logistics and transportation industries are the engines that keep our economy moving and ensures access to the goods that sustain our lives and livelihoods. FMCSA's proposed rules threaten not only our industry but the broader principles of free enterprise that define our nation.

TIA strongly opposes this policy proposal and urges the repeal of this NPRM. Instead, the Agency should pursue policies that support innovation, efficiency, and the integrity of America's free market system.

Respectfully,



Chris Burroughs
President & CEO
Transportation Intermediaries Association (TIA)