



TIA WEBINAR: SNOWE LEGISLATION

JULY 14, 2010

Schedule



- Review of provisions by TIA President Bob Voltmann
- Member Questions with Answers from:
 - Chip Smith, CS Advisors
 - Alec Gizzi, CTB, JBS Logistics

Legislation will address industry problems



- Churners that re-broker freight
- Carriers that re-broker without license
- Carrier insurance
- Not knowing who is in business
- Broker trust companies that do not pay legitimate claims

Problem: Churners that re-broker freight



- Authority will be tied to an individual
- Will create annual entry (re-registration) events

Problem: Carriers that re-broker without a license or bond



- Clarify need for separate broker authority
- Clarify definition of brokerage
- Require authority number per transaction
- Unlimited liability for brokering w/o license or bond

Problem: Carrier insurance



- Review of carrier insurance levels
- Review of BMC-32
- FMCSA rulemaking

Problem: Even DOT doesn't know who is in business



- Annual registration is not new
- Expand to bond companies

Problem: Broker trust companies that do not pay legitimate claims



- Places clear responsibility on surety
- Payment schedule must be made public
- Payment by pro-rata means
- Public audit

Most of these changes are not new



Bond Increase



- Inevitable
- Avoided much worse
- House Committee Chairman

Bond Increase



- Available now from TIA
- Qualifying
 - High Credit Score
 - Insurance:
 - ✦ Non-Follow Form Contingent Cargo
 - ✦ General liability
 - ✦ Errors & Omissions
 - ✦ Contingent Auto Liability
 - Cash and Positive Net Worth on you Balance Sheet

A better name: Fighting Fraud in Trucking



Member Q & A



- **Panel Members:**
 - Chip Smith, CS Advisors
 - Alec Gizzi, CTB, JBS Logistics
 - Jeff Tucker, CTB, Tucker Company
 - Bob Voltmann, TIA staff