



Dear [REDACTED]

As we seemingly find ourselves living in the movie "Groundhog Day," it should come as no surprise that - yet again - we are fighting old political battles. You are likely to receive inquiries this week from your owner-operators and small carriers pertaining to [CFR 371.3](#), asking to review the books on the loads they did with you.

Below, please find links to documents I sent to you in 2005 and again in 2010 (i.e. "Groundhog Day"), including accompanying draft letters containing the information you can use in responding to these inquiries.

Please have your sales and other representatives be very courteous to the carriers, take time to explain that if they do this, that you will be unable to load them with any shipper freight requiring confidentiality, and that represents "X" percent of your available loads.

The carriers have an absolute right under [CFR 371.3](#) to see the information, but you also need to adhere to your shipper contracts.

Tomorrow, we will be sending you a quick survey to you to see what percentage of your shipper freight is under a confidentiality clause. We will also follow-up with the number of carrier inquiries you receive, so please help each other and gather this information.

And, now from 2005, with a return engagement in 2010, and now 2020...

[CFR 371.3 Information Document](#)

[CFR 371.3 Motor Carrier Response Letter](#)

[CFR 371.3 Owner Operator Response Letter](#)

Should you have any questions or need any additional information, please do not hesitate to reach out to us - we're here to help in any way we can.

Stay safe,

A handwritten signature in blue ink, appearing to read "Bob", is positioned above the typed name of the sender.

Robert A. Voltmann, CAE
President & CEO
Transportation Intermediaries Association