



## Dan Thiel

### SENIOR COUNSEL

PHOENIX, AZ

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### OVERVIEW

An experienced litigator, Dan advocates for transportation clients in a wide variety of complex commercial cases.

Dan represents transportation industry participants including shippers, carriers, brokers (3PLs), motor carriers, freight forwarders, intermediaries, NVOCCs, warehouses, and ocean vessels in commercial litigation matters. His work encompasses Carmack Amendment cases, Federal Aviation Administration Authorization Act (FAAAA) and Carriage of Goods by Sea Act (COGSA) matters, freight loss and damage claims, and other disputes involving intrastate, interstate, and international commerce. Dan also advises clients on regulatory compliance matters in transportation law, and he devotes a portion of his practice to litigation involving autonomous vehicles or “driverless cars.” He’s passionate about practicing in a cutting edge, niche area of law.

Prior to developing his transportation focus, Dan had more than a decade of experience as a general commercial litigator, where he managed all phases of litigation in both state and federal courts, up to and including trial to verdict. Dan has also defended class action cases, and he has achieved success for clients in matters with tens of millions at stake. His competitive nature means that he loves to win—and loves to strategize. Dan understands that cases are won not at the end but in the beginning, when the first pieces of strategy are put in place.

Known for his client-centered approach, Dan carefully aligns his tactics with each client's specific goals and preferred level of assertiveness. He sees transparency as key, conducting thorough

### Industry

Transportation

### Services

Autonomous Vehicles

Commercial Litigation

Intermediaries

International Trade & Supply Chain

Litigation & Alternative Dispute Resolution

Maritime & Ocean Law

Rail

Supply Chain Logistics

Truck, Transit, & Ground

Warehousing & Ports

initial assessments and providing honest evaluations of each case's strengths and weaknesses. His goal is always to deliver the best possible results that align with clients' overall litigation strategy and business objectives.

### Experience

- Represented auto dealers in matters regarding breach of contract, Telephone Consumer Protection Act class actions, and employment discrimination.
- Second-chaired jury trial and secured defense verdict on behalf of life insurer on a statutory claim for unfair and deceptive trade practices, in which client was facing potential treble damages and attorneys' fees totaling in excess of \$30 million.
- Advised clients on ERISA statutory compliance, subrogation, and reimbursement issues.
- Litigated ERISA, long term disability, and insurance disputes.
- Represented large-scale life insurers in stranger originated life insurance litigation.
- Represented large retail pharmacy chains in Sherman Act antitrust actions against drug manufacturers for anticompetitive practices involving monopolization of the market for prescription drugs.

### Recognition

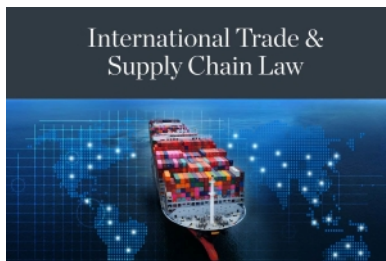
- The Best Lawyers in America: Ones to Watch, Antitrust Litigation, 2024

### Education

- J.D., University of Pennsylvania Carey Law School
- B.A., Villanova University
  - *summa cum laude*

## Admissions

- Arizona
- New York
- New Jersey
- Pennsylvania
- U.S. District Court, District of New Jersey
- U.S. District Court, District of Arizona
- U.S. Court of Appeals, Ninth Circuit



2025 Year in Review & Outlook  
for 2026