



Membership Committee

CHAIRMAN: Tim Chrulski, Chief Operating Officer, Garner Trucking Inc.
CO-CHAIRMAN Glynn Spangenberg, Chairman and Chief Advisor, Spangenberg Partners
TCA STAFF LIAISON: Zander Gambill, VP Membership Outreach

MINUTES

MEETING DATE: Sunday, September 26, 2021
TIME: 9:15 a.m. - 10:30 a.m. PT
PLACE: Wynn Las Vegas, Margaux 2

Committee Members in Attendance

Kim Richardson - KRTS
Tim Chrulski – Garner Trucking
Roger Moore – First Business Bank
Mylene Abrego – Driver Facts
Al Anderson – Peterson Manufacturing
Marilyn Suber – Tenstreet
Richard Banks - Drivers Legal Plan
Chris Henry – KSM Transport Advisors
Tim Almack – Katz Sapper & Miller
Graig Morin – Brown Dog Carriers

Guests

George Thellman – Ran Transportation Solutions
Avi Geller – Maven Machines
Brian Dale – Commercial Insurance
Donna Finney – Commercial Insurance
Mark Greco – Isaac Instruments
Ed Smith – Webb Wheel
Bob Kretsinger – American Central Transportation
Tim Jones – Maven Machines
Dewey Hawkins – Making Hauls LLC
Mari McGowan - LaunchIt
Brian Runnels – Reliance Partners
Tommy Hodges – Titan Transfer
Gary Coulter – LSP Transport
Raman Singh – Loadstop
Farhan Rafique – Loadstop
Mitch Hoffman – Eradani Inc.
Ed Nagle – Nagle Companies
Dafne Palomino – DRC
Chris Ocedek – Eaton Cummins Automated Transmission Technologies
Jason Fisher – XTL Transport
Jeff Jenkins PI&I Motor Express
Lisa Ries – Lincare

Brad Mader – Remsafe Sleep

TCA Staff in Attendance

Zander Gambill

Kelly Schubert

Ryan Snyder

Call to Order/Welcome

Tim Churlski welcomed the committee members and guests.

Roll call was taken via sign in sheets distributed amongst the group.

The Membership committee approved the last minutes from our September meeting.

Tim and Zander Gambill reviewed and asked that the group comply by the anti-trust guidelines.

Zander and Tim gave a brief overview of the committee for those who were new.

Marilyn talked as part of Tenstreet's committee meeting sponsorship

Tim C. & Glynn gave an overview of both the committee and the subcommittee mentorship working group.

Membership Report

Zander reported that TCA's overall membership number is up to 801

Ryan gave an update of new for-hire carriers, associates, and schools since the Fall 2021 meeting

- 28 new FHC
- 2 new Schools
- 41 Associates

Ryan gave the committee lists of top prospects for both carriers and associates

John Lybodlt shared some words with the group on the importance of the committee.

Zander provided an update on TPP

- 112 TPP companies
- 11 best practice groups
- TPP represents 250,000 trucks and \$3.3B in revenue

Kelly shared upcoming TCA events – highlighting Safety & Security in June and Refrigerated in July

Old Business

Rigster Program – the committee discussed revitalizing the Rigster program and potentially rebranding the membership referral program while highlighting the Rigster of the Year at the main stage during the conference. Petersons Manufacturing offered to sponsor the program.

New Business

Creating a member highlight reel through social media channels discussion. This could either be highlighting new TCA members or companies who have a success story for being a member of TCA – “TCA has impacted my business by...” Membership team to look at plan and roll out for campaign

Adjournment