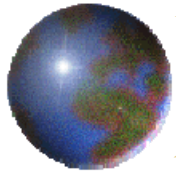


Truckload Carriers Association



Evan MacKinnon
President and CEO
MacKinnon Transport Inc.



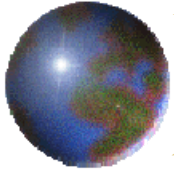
Today

The Truckload Carriers Association (TCA) has for the last 70 years dedicated itself to representing the interests of truckload carriers. TCA is proud to be a member-driven organization, providing benefits and services to our members regardless of size.

TCA members join with hundreds of other leaders in the truckload industry working to ensure safe, high quality, reliable and efficient truckload transportation services.

- **TCA'S Mission**

To create success for the truckload industry and the communities it serves.

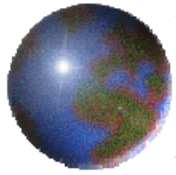


TCA Membership

TCA represents 65% of all U.S.A. for-hire truckload capacity today.

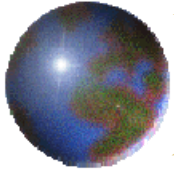
Canadian Membership:

- *Bison Transport*
- *Brian Kurtz Trucking*
- *Challenger Motor Freight*
- *Erb International, Inc.*
- *MacKinnon Transport*
- *Robert Transport*
- *Arnold Brothers Transport, LTD*
- *Watt & Stewart Commodities, Inc*
- *Kim Richardson Transportation*
- *Canadian American Transportation*
- *Kee Management Solutions*
- *Yanke Group of Companies*
- *Kriska Transportation*
- *Transportcorp.com*
- *J & F Truck Corporation*



Maximizing TCA Membership

- Divisions
- Committees
- Contests
- Awards
- Scholarship Fund
- Education
- Resource Center
- Benchmarking

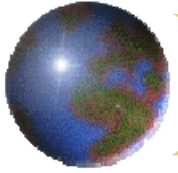


TCA Divisions

- **Independent Contractors Division**
 - Consists of carriers operating equipment leased from owner operator drivers.
 - Holds an annual meeting in August each year.

- **Refrigerated Division**
 - Consists of carriers operating temperature-controlled trailers.
 - Holds an annual meeting in July each year.

- **Safety & Security Division**
 - Consists of managers and supervisors responsible for their companies' safety and security programs.
 - Issues commonly addressed include new and existing federal and state safety regulations, federal hazardous materials regulations, highway accident investigation, cargo security, driver training, and truck inspections.
 - Holds an annual meeting in May each year.

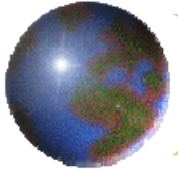


Contests

- Fleet Safety Contest
- Owner Operator of the Year
- Company Equipment Driver of the Year
- Best Fleet to Drive For

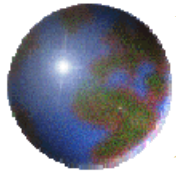
Awards

- Highway Angels Awards



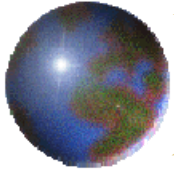
Scholarships

- First scholarship awarded in 1996
- 26 scholarships awarded each year
- Open to carrier member employees and their dependents
- \$54,000 in scholarships awarded in 2008



Education

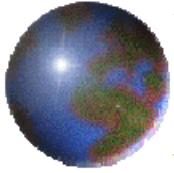




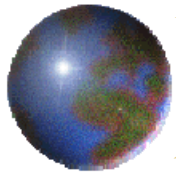
NATMI
North American Transportation Management Institute

NATMI is dedicated exclusively to providing internationally recognized university affiliated professional certification and training seminars for truck, bus, and transit fleet professionals. Content areas include fleet safety management, fleet maintenance management, risk management, accident investigation, cargo security and more.

- **NATMI certifies over 20 different roles within the trucking industry, including certified director of safety, maintenance, driver trainer, safety supervisor etc.**

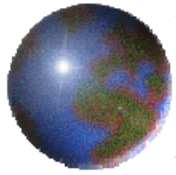


- Since 1986, the PTDI has been working with carriers, truck driver training schools, insurance industry, and government to make safety a national #1 priority in the trucking industry.
- PTDI is the first nonprofit organization to develop uniform skill performance, curriculum, and certification standards for the trucking industry and to award course certification to entry-level truck driver training courses and motor carrier driver finishing programs.
- PTDI's goals are to advance truck driver training, proficiency, and professionalism and to put quality drivers on the roads.



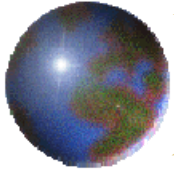
- ***The only program dedicated to providing educational content for each functional area of a carrier's operations.***

Providing a broad variety of audio/webinar conferences and onsite seminars as well as breakout sessions and *Trucking in the Round* discussions at the TCA Annual Convention and TCA Division meetings.



Resource Center

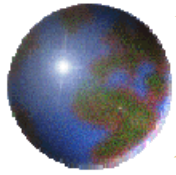
TCA prides itself on providing its members with timely, accurate information, including the latest regulatory, legislative, and legal developments and association news.



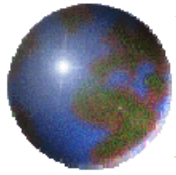
Resource Center

Communication tools include:

- *The Truckload Carrier Report* – a bi-weekly newsletter.
- TCA News Alerts – e-mails blasts covering major developments as soon as they occur.
- **Meetings**
 - Annual Convention
 - Divisional Conferences
 - Truckload Academy – Audio & Webinar conferences
 - Recruitment & Retention Conference
 - Benchmarking
- **Web site**
 - Public information
 - Exclusive members only content
 - Online supplier directory
- **Safety-specific**
 - Safety 411 – an online tool for asking timely safety questions.
 - Safety in the Round conference call – held three times per year.
 - *Safety Connection* – a quarterly print newsletter.

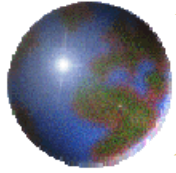


Benchmarking Program

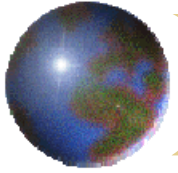


GOALS

- Improve Carrier Profitability
- Accounting Conformity
- Identify Comparative Benchmarks
- Open Forum for Carriers to Meet
- Networking of Carriers
- Involvement of Key Personnel
- Currently three active benchmarking committees

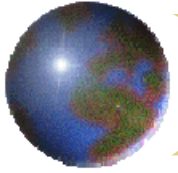


The Future



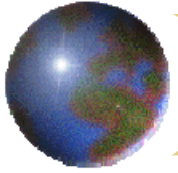
Quantitative Analysis

- 97% of members were satisfied with their investment in TCA.
- Greatest benefits of membership were networking and education.
- Increasing number of members desire web-based/On-Demand delivery of educational content.
- TCA Contests and Awards were rated extremely valuable.



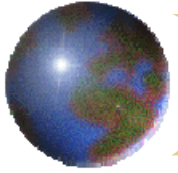
Strategic Plan

- ⊕ 4 Strategic Goals
 - ⊞ Safety
 - ⊞ Environment
 - ⊞ Business Efficiencies
 - ⊞ Workforce Development
- ⊕ 49 Strategic Objectives
- ⊕ 57 Strategic Tasks



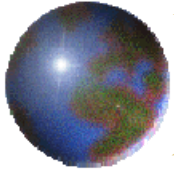
Strategic Plan

- ✚ Vision Statement: To provide 1st class leadership for the successful and sustainable transportation of freight.
- ✚ Mission Statement: To create success for the truckload industry and the communities it serves.



An Invitation

Operational efficiency, industry awareness, public policy, recruitment and retention – common issues for an uncommon industry. The challenges faced by truckload demand solutions developed from a unique perspective...yours.



JOIN US

