



Hello,

We would like to take just a minute of your time to introduce ourselves and share a little bit of information with you.

We are a small group of Landstar BCO's who share a common approach to operating our businesses. We have found that in addition operating in the same freight market, primarily logistics loads, we also share many of the same beliefs in regard to customer service, safety, and professionalism.

We also found that by sharing information with each other, we could offer an agent and thereby the agents customer a better service. With one contact an agent can access multiple Landstar BCO's for that special customer. These are BCO's who will represent themselves and the agent in a professional manner, who understand the uniqueness of logistic loads, and who can be depended on to follow through as promised.

One function of our sharing information is that we always know where the others in the group are, and what their availability is. Should an agent call one of us for a load that we can not commit to, we will rapidly contact one or more of our group to help provide a BCO who will arrive with the correct equipment, at the correct place and time, and with the correct professional attitude.

We all know that our industry is very competitive, and that using a BCO who is not committed to you and your customer can have a serious effect on your business. Having a network that you can rely on is one of the most effective tools you can use to make yourself stand out from the rest. Our group is committed to standing out and to helping the agents we work with stand out as well.

Thank you for your time. Please keep the included list of all BCO's associated with our co-op. It contains detailed contact and equipment information on each unit. Feel free to contact any of us with questions or to talk about that load you need handled just right.

Ray White: Ph# 423-255-1534  
VANL [Ray@foglinesoftware.com](mailto:Ray@foglinesoftware.com)  
Trk#528434 / Trl#728434  
Pads=100  
Decking Bars=20  
Straps= 40  
16' 3000# Split Ramps  
2 Dolly's

Randy Daughtry: Ph# 850-232-5929  
VANL [Greywing01@yahoo.com](mailto:Greywing01@yahoo.com)  
Trk#541939 / Trl#741939  
Pads=150  
Decking Bars=10  
Straps=40  
16' 3000# Split Ramps  
2 Dolly's, 1 Hand Truck

Rich Woodward: Ph# 928-273-5873  
VNLG [rich@whitestar1.com](mailto:rich@whitestar1.com)  
Trk#535955 / Trl# 735955  
Pads=140  
Decking Bars=28  
Straps=50  
16' 3000# Split Ramps  
4400# Lift Gate  
5 Dolly's, Pallet Jack, J-Bar  
Hand Truck

Ike Flanigan: Ph# 903-372-6638  
VANL [Ikeflanigan@gmail.com](mailto:Ikeflanigan@gmail.com)  
Trk#525272 / Trl#725272  
Pads=250  
Decking Bars=38  
Straps=70  
16' Split Ramps  
16 Sheets Decking, 2 Dolly's

Mike Zukatis: Ph# 386-216-3888  
VANL [mike550747@cdemail.com](mailto:mike550747@cdemail.com)  
Trk#550747 / Trl#290199  
Pads=160  
Decking Bars=35  
Straps=50  
16' 2500# Split Ramps  
14 Sheets Decking, Pallet Jack  
4 Dolly's

Mark Mangrum: Ph# 580-230-9484  
VANL [Springcreek102@yahoo.com](mailto:Springcreek102@yahoo.com)  
Trk#530585 / Trl#538633  
Pads=125  
Decking Bars=28  
Straps=50  
16' Split Ramps  
8 Floor Tie downs, Automobile Straps  
4 Sheets Decking, 3 Dolly's

John Spangler: Ph# 419-367-3114  
VANL [one1spaz@aim.com](mailto:one1spaz@aim.com)  
Trk#731846 / Trl#975783  
Pads=150  
Decking Bars=24  
Straps=45  
Walk-up Ramp  
4 Sheets Decking, 4 Dolly's

Tom Till: Ph# 706-951-8545  
VNLG [ttill1234@comcast.net](mailto:ttill1234@comcast.net)  
Trk#404295 / Trl#405295  
Pads=150  
Decking Bars=26  
Straps=40  
16' 3000# Split Ramps  
4400# Lift Gate  
12 Sheets Decking, 4 Dolly's

**\*\*Any Driver on this list is willing to acquire additional equipment as needed for load\*\***