



hook & winch

FROM THE DESK OF EXECUTIVE DIRECTOR BART GIESLER

Tow Show and High School Football - What is the connection?

The Friday night of the Tow Show should have been opening night for my local football team; however, COVID absences caused the season to be delayed. New Palestine football is the defending back to back state, champions in 5A (enrollment is 4A). Coach Ralph's teams have gone 89-4 in his seven (7) plus years (3 state championships, 2 Runner-ups and only 1 loss to someone who wasn't the state champion) and they have not lost a regular season game (current 64 game regular season win streak) while he has been there. My kids don't play football. So you may ask, what does this have to do with anything?

I remember an interview with Coach Ralph talking about winning the state championship. He said something to the affect that everyone wants to be state champs, but not everyone is willing to put in the work necessary to become state champs. I think the same can be said about having a successful Tow Show. Everyone wants it, but not everyone is willing to put in the work to make it happen.

The good news is that President Moreland proved to be a great coach and put together a team that was willing to make it happen. I want to call out the crew from Northwest Towing (Ann/Devin McBride and Lisa/Donald Griffin) for manning the outside tent and running around (and even blocking a lawn sprinkler so it didn't hit the band's equipment). Thanks to Crystal Rose and Cheever's for drawing up plans for food planning and arranging security and a photographer, as well as Tommy Breese, Donald Griffin, and Devin McBride for judging the Beauty contest. There were numerous people who worked the registration table at various times. And did I mention Walt Hamilton for working the booth selling merchandise, as well as all the treasurer's responsibilities? He reminds me of New Pal's running back who holds the state's career rushing record – just puts his head down and gets the job down. Nothing flashy – but in the end – results.

As I mentioned, Coach Ralph has been there for seven (7) plus years. While last year's team graduated some players who played varsity all four (4) years, there hasn't been a single player who won a game for all seven years. Each year they have to replace players who graduate and new players have to come in and replace those who have moved on. Some of the names are familiar, as their older siblings have played, but new blood is always needed each year. The same is true for the Tow Show. We have some of the same names year after year that are



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Chairman of the Board: Tom Bertagnolli

Double T Towing Recovery Corp.
1950 N. Indiana
Griffith, IN 46319
Phone 219-972-2100
Fax 219-972-2045
Email: tombertagnolli@gmail.com

President: Sue Moreland

Northwest Towing and
Recovery of Muncie
2900 N. Martin Luther King Jr.
Muncie, IN 47303
Phone 765-288-3514
Fax 765-288-1011
Email Sue@northwesttowing.com

Vice President North: Crystal Rose

Cheever's Towing
834 S Halleck St.
DeMotte, IN 46310
Phone 219-987-2231
Fax 219-987-2232
Email: crystalrose@netnitco.net

Vice President Central: Josh Bell

Froedges
700 Covington
Crawfordsville, IN 47933
Phone 765-362-0966
Fax 765-364-1074
Email: froedgesinc@gmail.com

Vice President South: Josh Hercamp

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1130 Industries Road Suite D
Columbus, IN 47203
Phone 812-372-9085
Fax 812-372-9431
Email: 31wrecker@comcast.net

Secretary Karrie Olive

Joey's Enterprise Services
4320 S 450 E
Lafayette, IN 47904
Phone 765-471-9553
Fax 765-471-8571
Email: karrieolive@yahoo.com

Treasurer: Walt Hamilton

Walt's Service
1006 W. Covington Road
Crawfordsville, IN 47933
Ph. 765-362-6353
Fax 765-362-4600
Email: waltsservice@sbcglobal.net

Executive Officer: Bart Giesler

John Frick & Associates
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Indianapolis, IN 46204
Ph. 765-288-6041
Fax 317-638-7976
Email: bgiesler@wswi.com

in attendance and helping, but new players have to come in and help. If not, the show cannot go on. Just like the football team, we are not asking you to be varsity immediately (New Pal did have some help from players who have transferred in over the years and started immediately). We will start you off on the freshman team and then to the JV to learn the process of what happens and why it happens, so you are ready for varsity. The more we can break up assignments, the easier it is for everyone.

The fans are also important for the team. In our case, the fans are the ones who stop by and support all the vendors that make the show financially viable. The fans are the ones who bring items to the silent auction and bid at the silent auction. The fans are the ones who tell the team, "Great show and thanks for your help." The fans are the ones who will tell others that the show was successful and you need to go to the next show. The fans are the ones who buy merchandise proudly supporting ITWA. The fans are the ones who tell the sponsors and vendors thank you throughout the year and that you can't wait to see them at the show in 2021.

I think the Tow Show was successful and encourage everyone to say thank you to "Coach" Sue and the team that she assembled. There are many things that Sue did behind the scenes that she doesn't want recognized – but trust me – she did put in the work to be a Tow Show Champion.

Footnote – Miles Hercamp was part of the hiring process that brought in Coach Ralph to New Pal.

Spotlight on Training

If you have a training class scheduled, or know of one that may be of interest to our members, please let us know so we can share with our members.

Please contact

Sue@northwesttowing.com to be added to this schedule.

WreckMaster Level 4/5

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*****Please visit the WreckMaster website for training postponements*****

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If you're interested in reaching all of our members during 2020 by advertising in our newsletter, just call Bart Giesler at 765-288-6041.

FROM PRESIDENT MORELAND

Wow! What else is there to say about this tow show that we put on! The only live Tow Show to happen in the States this year! People have taken notice, ITWA is coming on strong! I received a call shortly after the show from the folks at *Tow Times*, who wanted to do an article on our show. Look for the ITWA article in *Tow Times*, coming soon!

This show did not happen by accident, we made all the right decisions from the very beginning that allowed us to succeed, while others have had to cancel their shows this year. We had a strong plan from the very beginning, the right family-oriented venue, small town setting, the right time of year, outside events, etc. This is not to say we did not have our ups and downs. There were many along the way, but through perseverance and a strong team, we prevailed.

I must admit, there was more than one time when I had second thoughts, but the team pushed me forward, and thank goodness they did. We were doubted by vendors and sponsors at times as to whether we would even have anyone show up, and boy did they show up! We had people from Wisconsin, Illinois, Michigan, Kentucky, Tennessee and more. We had the most beauty contest entries we have ever had, we even sold out the hotel at Fair Oaks Farm! Not too bad for reviving a tow show, that has not happened in a few years in the midst of a COVID-19 outbreak!

This show has brought people back together, with a renewed enthusiasm for our association! It was great to see all the fellowship that was happening, and did you see all the kids that we had at the show? It was a great to see the kids out playing in the grass and having a good time. That, my folks, is the future of our association!

I was also encouraged at all of the younger operators I saw at the show. Thanks to Worldwide for the Challenges they provided on Saturday. They were a big draw for the younger operators and fun was had by all!

It took a lot to put all of this together. I would like to personally give my thanks to everyone who participated, no matter how big or how small you think your part was. We could not succeed without all of you. Special thanks to Crystal Rose (and Rick for putting up with this). We have spent every day on the phone, sometimes several times per day, to pull this show off. I truly would not want to tackle this project without her help. It was invaluable!

Also special thanks to all the sponsors of the Beauty Contest, Bill and Tina McClanahan, for the dash plates, Tommy Breese, Donald Griffin and Devin McBride for help with the judging. Again, great to see the younger generations getting involved!

For our first, but not last, very successful ladies luncheon, thanks to Tina McClanahan for our theme "The Power of the Purse." Joanne Blyton of TRAA was supposed to attend, but due to health concerns, she did not make it. Joanne did write a letter to the ladies, and I have shared it in this newsletter for all to read. My friend, State Rep. Terri Austin did a great job filling in for Joanne at the luncheon. She talked about how women need to get involved to make changes happen for our industry. Special thanks for helping me set the room go to Diana Bell, Ann McBride, and Tina McClanahan again. Thanks to Karey Crone for the lovely blessing she provided before our meal! I feel like I call on her way too much for this, but she never lets me down, and always does a good job! Thanks to the men for "manning" the show while the ladies enjoyed our luncheon.

Many others played a part in making this show a success. Tom Bertagnolli, the Hercamp family, and the

McClanahans, helped to sponsor our guest speaker, Mike McGovern. We were also privileged to have Brian Riker attending. He provided some useful information to the members on Saturday morning as well.

I would also like to thank all of the tow companies that came together and offered sponsorships for the show. Your support just confirmed how much our members wanted this show to happen.

I would be remiss, if I did not also thank Carmen and Walt, who helped me keep track of everything we needed to track, as far as registrations, vendors, entries, and getting it all together for the show. Lots of little, but important details, that someone has to keep track of. Also thanks to Bart, Carmen and the ladies that helped at the registration desk during the show!

Our photographer took over 1200 photos, some of which we will feature on our new web site that should be ready to unveil soon! Our new website will have a Tow Show Section, where we will start the planning for next year's bigger and better show! Crystal will share more details on next year's show, as they become available.

In closing, I am optimistic that we could double this show next year, based on the response we have had post show for this year! Again, I want to thank everyone for all their help in making this one of ITWA's most successful shows ever, and I look forward to seeing what the future holds for us next year!

Until next month, be safe, and as always please feel free to contact me if you have any comments or suggestions!

Sue

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ITWA LADIES AUXILIARY

Here we are...the 2020 Indiana Tow Show is behind us and what a success it was! As the chairman of the ITWA Events Committee, I would like to thank the committee members (the Ladies Auxiliary) and our ITWA president Sue Moreland for her leadership and hard work in making this show happen. It was just a little over a year ago that this group of ladies became the ITWA Ladies Auxiliary with the goal of promoting fellowship and providing social events for the towers of Indiana. And what a great event this was...thank you, Sue, and thank you, ladies.

Also I would like to thank each and every vendor and sponsor who so generously supported us. You are very much appreciated.

A special thank you goes out to our special speakers and our Friday and Saturday entertainment. They all traveled a great distance to be with us and we do appreciate the extra effort to join us.

Thank you to all our ITWA members who helped at the show in whatever way they could, from Thursday setting up all the way to Sunday tearing down. We could not have done it without you.

And last, but not least, thank you to all those who attended the show. It was wonderful to see so many towers, families, and friends gather together for the weekend.

We received so much positive feedback from the show...that a few days later I started working with Fair Oaks Farms to set a date for the 2021 Indiana Tow Show. I am happy to announce that we have set the date for August 6-7, 2021. Please mark your calendars. We are already in preliminary plans...and would welcome any comments, questions or suggestions regarding this year's show and the future show of 2021.

Let's make the 2021 Tow Show even bigger and better than this year!

Keep your eye on the Ladies Auxiliary article in the newsletter each month. I will try to give updates as they happen.

Until next time stay safe and healthy.

Crystal

Keep the date: August 6 - 7, 2021

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ITWA BOARD MINUTES

AUGUST 21, 2020 FAIR OAKS FARM / ITWA TRADE SHOW

Ken Parish, Kathy Parish, Crystal Rose, Karey Crone, Joey Driscoll, Josh Hercamp, Tom Bertagnolli, Brett Bertagnolli, Jeff Watson, Dale Nester, Tim Poe, Karen Poe, Bill McClanahan, Loyal Bell, Diana Bell, Walt Hamilton, Sue Moreland, Bart Giesler, Carmen Batts Porter were in attendance.

President Moreland called the meeting to order at 2:39 pm.

Minutes from Feb 8, 2020 board meeting were distributed and Walt Hamilton made motion to accept and Josh Hercamp seconded the motion. Motion carried.

Treasurer Hamilton presented financial statements showing \$182,825.13 in assets amongst all the accounts. He stated that there were some name changes made on the accounts, as well as discussing how Strip/Quickbooks shows the net deposit versus gross, which makes some accounts show cents – when the dues accounts are round numbers. Discussion on whether we should pass on credit card fees was discussed but no action taken. Tom Bertagnolli made motion to accept treasurer's report and seconded by Jeff Watson. Motion carried.

Bart Giesler gave an update on the legislature. As a result of COVID, he was expecting the legislature to start late in 2021 and have a limited agenda focusing on the budget. He asked for legislative ideas to be given to him or Josh Hercamp. He stated that if we wanted to have legislation, we needed to have it requested earlier than usual.

President Moreland said it was a strange year with COVID and not having Chapter meetings. She thanked everyone who helped with the 2020 show and gave an overview of the show.

Crystal Rose gave an update on the updated ITWA website. As a result of COVID and all the work on the Tow Show, it was delayed but she was optimistic that it would be updated soon. Some of the changes included a members only section, merchandise, and ability to pay dues online. Crystal Rose made the motion that once the website was up and running, the newsletters would be distributed via electronic means and no hard copies would be mailed. Tom Bertagnolli seconded the motion and it carried.

Bart Giesler discussed a proposal from /Met Life to have them offer benefits to ITWA members. After discussion, the Board wanted to talk to /Met Life after the show to find out more.

Bart Giesler mentioned that ITWA received a complaint about from a non-ITWA member regarding a social media post from an employee of an ITWA Board member. It was discussed that the Board member took appropriate action in terms of the employee and ITWA was not going to take any action.

President Moreland discussed that the ITWA trailer was at Waffco and it contained items that were used in the past at the Trade Show for the driving competition. It was decided to see what was in the trailer and to determine if the trailer was road worthy and salvageable.

President Moreland asked about Fall Chapter meetings. After discussion, Tom Bertagnolli made a motion that was seconded by Bill McClanahan that as a result of COVID there would be no Fall chapter meetings and that the directors whose terms were up in 2020 would be re-elected and the officers from 2020 would be re-elected for 2021. Motion carried.

Crystal Rose announced the 2020 Christmas party would be December 12th at Fair Oaks. With current COVID restrictions limiting room capacity, the room may not be large enough. After discussion, it was decided to wait and see how the COVID and stages of reopening would affect capacity and then make a decision. The date for the 2021 Christmas Party/Annual meeting will be December 11 at Fair Oaks.

Bart Giesler stated that unless the Board changed its mind, he was not planning on having ITWA host a Move Over event for 2020 but would ask for the Governor to declare a proclamation. The board agreed not to have a Move Over event in 2020.

President Moreland asked for dates for the next Board meeting. It was decided that after the results of the Tow Show were finalized, there would be a Board meeting conducted either by call or Zoom.

President Moreland asked if any of the committees wanted to meet on Sunday morning. Crystal Rose read the committees and their assignments. It was offered that it may be easier for committees to meet electronically.

After a brief discussion about police arresting individuals on private property and towing the vehicle, there was no further business. Walt Hamilton made a motion to adjourn at 4:02 and it was seconded by Josh Hercamp. Motion carried and meeting was adjourned.

DOT CHAT



Hello and welcome back! If you are new to the column I would like to take a minute and bring you up to speed on who I am. My name is Brent Hoover. I am a Master Trooper with the Indiana State Police. October marked my 15th year with the ISP. I am assigned to the Commercial Vehicle Enforcement Division or CVED for short. My primary daily duty is to enforce the State and Federal Regulations for CMVs in the State of Indiana. I am certified to complete Part A and B Inspections, as well as General Haz-mat and Cargo Tank inspections. I am also a Part B Instructor for the National Training Center, which means I teach new inspectors how to inspect and document Level 1 Inspections. I have competed twice in the North American Inspectors Championships. I am the current administrator of the CVED Facebook page where I post about tips and tricks to improve your pre-trip inspections and to avoid common roadside violations.

As we discussed last month, FMCSA has announced new changes to the current Hours of Service for CMV drivers. The towing industry has had to follow these hours of service just like others, but have had some exemptions in times of emergencies. What we will be discussing covers the normal everyday tows that are not defined as an emergency call out. There will be four areas of changes coming 9/29/20.

The next Hours of Service changes that we are going to discuss is the Adverse Weather. I know that when it comes to Adverse Weather you all are at your busiest. So this will really not affect you unless you have a long distance tow or a truck and trailer. So here is the new verbiage.

Past HOS Rule	New HOS Rule
A driver may drive for not more than 2 additional hours beyond the maximum time allowed. However, this does not currently extend the maximum "driving window"	Allows a driver to extend the maximum "driving window" by up to 2 hours during adverse driving conditions.

This new verbiage will basically give you 13 hours of total drive time if you encounter Adverse Weather while on your run. But what exactly is Adverse Weather?

395.2 ADVERSE DRIVING:

conditions means snow, sleet, fog, other adverse weather conditions, a highway covered with snow or ice, or unusual road and traffic conditions, none of which were apparent on the basis of information known to the person dispatching the run at the time it was begun.

So if you are over the road and encounter weather that fits this then you would be able to utilize the new hours of service.

Once again thank you all for your time and if you have a question feel free to call or email me at bhoover@isp.in.gov or 812-631-8626.



2020 ITWA TOW SHOW WINNERS



Beauty Contest

Light Duty:

1st Place – Ray's Towing Inc, Milwaukee Wisconsin

2nd Place – Brew City Auto Repair & Towing, South Milwaukee Wisconsin

Medium Duty:

1st Place – Thompson's Towing, Goshen Indiana

2nd Place – Wes Kochel Inc, Monroe IL

Heavy Duty:

1st Place – Paddacks Towing, Westfield Indiana

2nd Place – Bill's Professional Towing, Angola Indiana

Antique Class:

1st Place – Cheever's Towing – DeMotte Indiana

2nd Place – Cloverleaf Towing – Michigan City, Indiana

Best In Show:

Paddacks Towing, Westfield Indiana

50/50 Raffle Winners

Friday night's 50/50 winner of \$500

Marty Hahn- Indiana Lien

Saturday night's 50/50 winner of \$1125

Rick Rose - Cheever's Towing



2020 ITWA TOW SHOW WINNERS



Water Bucket Challenge

1st Jacob Ripley of Paddacks Towing 2:12 minutes 8.25" of water

2nd Ryan Rose of Cheever's Towing 2:34 minutes and 8" of water

Water Tire Challenge

1st Ryan Rose of Cheever's Towing 1:50 minutes 2" of water

2nd Dillon James of Double T Towing 2:26 minutes 2" of water

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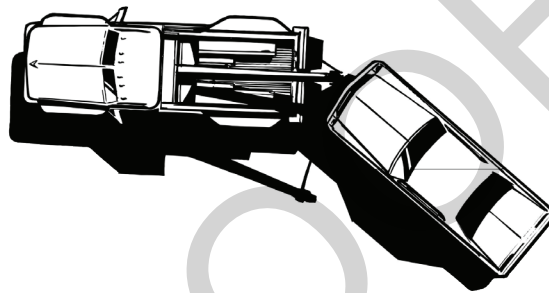
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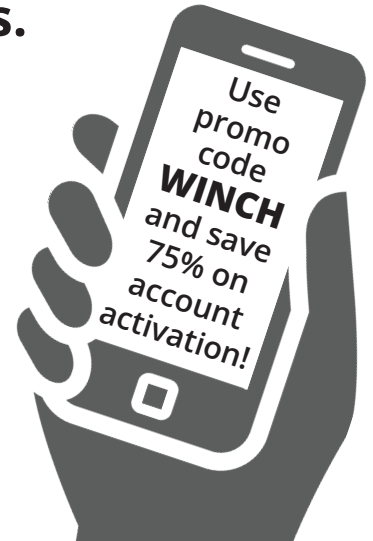
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