



# hook & winch

## **FROM THE DESK OF EXECUTIVE DIRECTOR BART GIESLER**

As I look back over the last four months, I am not sure if the time flew by or if life is slowly going by. In some cases, it flew by quick, as my oldest graduated high school and college classes start for him the day after the Tow Show. In other cases, it has gone slow, as I was used to baseball in the summer. My summers have been filled with baseball since he was three and this year is the first summer that my boys have not played baseball in the summer. I had to go watch the children of friends to get my baseball fix. As I look forward, I am excited about the new beginning that college will bring for my oldest and visiting him at tailgates. I am equally excited about the opportunity to have more time with my youngest who now gets 100% of my wife's and my time. (I don't think he will be as excited about this.)

I am not sure if the last four months have been flying or crawling by for you, as we have dealt with COVID. Either way, we must look forward to see what opportunities lie ahead. As part of looking ahead, the Trade Show will be an opportunity for ITWA's members to give direction to the Association as to what they want ITWA's to focus to be. While at the show and talking to fellow towers, there was talk about what could change that would better the industry. What legislation needs to change that will benefit the industry? What can be done to improve the image of the industry? What can be done to highlight the need to Move Over?

As I have talked about before, we need to come up with solutions to fix the issues that need to be fixed. It is easy to identify problems – it is more difficult to solve the problems. If we focus all of our attention on complaining about the problem, it won't get fixed. If we focus on solutions, our chances of success are greatly improved. Our chances for success also improve when we all work together, and don't just rely on the hard work of a few members. I encourage you to be active in committee discussions.

I think the Tow Show Committee feels like me over the last 4 months – it is hard to believe that the show is less than a month away, but it seems like they have been working hard on it forever. Please thank the committee for their hard work in getting the show together. In addition to thanking them, show your appreciation for their efforts by encouraging fellow ITWA members, as well as non-ITWA members, to attend.

I look forward to seeing everyone at the show!

**[towingindiana.com](http://towingindiana.com)**



## 2020 OFFICERS

### Chairman of the Board:

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# 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](mailto:Sue@northwesttowing.com)  
to be added to this schedule.*

## WreckMaster Level 2/3

August 1-2, 2020 • Indianapolis, IN

August 29-30 • Bloomington, IN

## WreckMaster Level 4/5

September 19-20, 2020 • Indianapolis, IN

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

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### Advertisers needed for 2020 Newsletter:

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.

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## **FROM PRESIDENT MORELAND**

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August is finally here, and that means it is time for the Tow Show! The last few weeks have been full of challenges, but I am happy to say the Tow Show will happen, and we have a quality show put together. I am grateful for all the vendors and members who have stepped up to offer their support for this show. Some have questioned my sanity, bringing back the tow show under these conditions, but there was no virus when we started to plan for the show, and I truly feel this is something the members need at this time.

We have made all the right decisions along the way, which has allowed us to continue. If we had chosen a different location, say in a large metropolitan area, we would not have been able to continue. We chose to host the show in a small rural community, and not a large convention center, which comes with a costly overhead, and lots of exposure. Those decisions have allowed us to continue, where others have had to cancel their shows.

We are not without concern, and we have taken appropriate measures to provide the safest environment for the show to function. We will be providing hand sanitizer to all who attend, as well as optional face masks. We will have hand washing stations, vendors will be provided with wipes to keep their areas clean, and tables and chairs will be wiped down after each use.

With that said, we have a jam packed schedule of activities for everyone to enjoy. Plan to arrive early on Friday. We have a directors' meeting scheduled on Friday afternoon before the show opens. That will be followed by vendors opening, silent auction, candlelight vigil, cookout, entertainment and 50/50 raffle.

Saturday we have challenges, equipment demos, beauty contest, light show, kid's activity, ladies luncheon, evening cookout, and more entertainment!

Special guests attending our show will include Michael McGovern, longtime advocate for the legal rights of towing companies. Mike is an accomplished trial attorney in criminal defense, civil and business litigation, and personal injury. Mike will host a seminar on Saturday morning covering current legal topics concerning our industry.

Other special guests joining us will be Brian J. Riker, Tow Business Editor at *American Towman Magazine*, and owner of Fleet Compliance Solutions, as well as Joanne Blyton, President of TRAA. Please be sure to say hi and thank them for coming to our show!

I have included in this newsletter, a couple of forms for silent auction donations, and ladies luncheon donations. We need to get this information prior to the show, so we can plan enough space for display of the items, and proper signage. Please try to solicit the people you do business with for donations, and let me know what you are bringing.

We also will need volunteers to help with various activities and to man the ITWA booths. If you can donate a 2-hour time period for helping out, please let me know.

I would like to say in closing, that I am very proud of the response from all of the ITWA members, and I really appreciate all of your support! If you have any questions or concerns, I am always available to listen and discuss.

Looking forward to seeing everyone soon!

Sue

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## DOT CHAT

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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 first of these changes is in the area of the CMV Short-Haul Exemption:

Past HOS Rule	New HOS Rule
Drivers using the short-haul exception may not be on duty more than 12 hours and may not drive beyond 100 air mile radius.	Extends the maximum duty period all under the short haul to 14 hours and to 150 air miles.

So in recap Short Haul Driver can be On-Duty for 14 instead of 12 and can travel up to 150 air miles (\*172 statute miles) under the new HOS regulations.

So how might this benefit you?? Remember the ELD mandate stated that you are exempt from ELD if you are a short haul local driver? Well now that the rule has changed you get more time and more distance before you need to log it.

### 395.1 SHORT HAUL – INTERPRETATIONS

**Question 12:** *What constitutes the 100-air-mile radius exemption?*

**Guidance:** The term “air mile” is internationally defined as a “nautical mile” which is equivalent to 6,076 feet or 1,852 meters. Thus, 100 air miles are equivalent to 115.08 statute miles or 185.2 kilometers.

**Question 13:** *What documentation must a driver claiming the 100-air-mile radius exemption (§395.1(e)) have in his/her possession?*

**Guidance:** None.

Next month we will jump into the next updated HOS changes that will be coming. As always if you have any questions on this feel free to email or call me: Bhoover@isp.in.gov or cell 812-631-8626

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## ITWA LADIES AUXILIARY

Here we are less than a month until the Indiana Tow Show. We have had a great response from the vendors and sponsors, as well as ITWA members. We appreciate the support. Thank you to all... we wouldn't be able to have this show without the support of each and every one of you.

In this month's newsletter I would like to remind everyone to come out early on Friday to attend the opening ceremony and the evening festivities. The candlelight vigil, which is dear to all of our hearts, will take place on Friday evening. We want to remember all those who have passed before us that have contributed in some way to the towing industry. Anyone who has lost an employee that you would like remembered, please let me know (does not have to be this past year). I would like to compile a list with a small bio about each person. Please email this information to me at [crystalrose@netnitco.net](mailto:crystalrose@netnitco.net).

On Saturday night as our show finale, we will have the "Light Up the Night Show." All trucks welcome, no entry fee. So get your trucks all lit up with shining lights to compete for the People's Choice Award as we light up the country sky at Fair Oaks Farms.

One last thought: Everyone alike will enjoy this "one of a kind" tow show. I don't know of any other show in the history of tow shows that has taken place in a rural setting on a "farm." You will enjoy the quiet of the country, the slow pace of the farm, the beauty of nature. So my invitation to you is: Come out and see what fun you can have at the "Tow Show on the Farm."

Looking forward to seeing everyone soon.

Crystal

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## 2020 INDIANA TOW SHOW AT FAIR OAKS FARM

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### FRIDAY HIGHLIGHTS



Mechanic's Lien Processors



2:00 PM - REGISTRATION OPENS

2:30 PM - DIRECTORS MEETING IN THE JASPER BALLROOM

4:00 -6:00 PM- EXHIBITS OPEN – NEWTON BALLROOM AND OUTSIDE

4:00 PM - SILENT AUCTION BEGINS IN THE NEWTON BALLROOM

6:00 COOKOUT – FOOD AND FELLOWSHIP

**FRIDAY NIGHT STREET PARTY SPONSORED BY INDIANA LIEN  
WORLDWIDE EQUIPMENT SALES AND NORTHWEST TOWING**

6:45 OPENING CEREMONY – WELCOME AND OPENING REMARKS  
NATIONAL ANTHEM BY COOK AND BELLE

6:50 PM- CANDLELIGHT VIGIL – OUTSIDE STAGE AREA  
RECOGNITION OF THE FALLEN TOWERS  
TOWMAN'S PRAYER BY JOANNE BLYTON, PRESIDENT OF TRAA

7:15 PM- 9:15PM - CONCERT BY COOK AND BELLE

**50/50 RAFFLE FOLLOWING CONCERT**

Born and raised in the heartland, Bret and Michelle fell for music long before falling for each other.

After decades of performing all over the country together and opening for artists such as Rascal Flatts, Lonestar, Charlie Daniels, Dierks Bentley, Montgomery Gentry, Trace Adkins, and Steve Miller Band, Bret and Michelle's passion to create and entertain has only grown. Whether you've watched them on their Emmy award winning TV show *Cook and Belle's Playhouse*, heard their songs on the radio, listened to one of their many records, or are just listening for the very first time, you will feel and hear years of passion and hard work that had one thing in mind... You. Their powerful mix of country, soul, '60s and '70s, and gospel will take the entire family for a ride.

**ITWA WOULD LIKE TO THANK THE FOLLOWING SPONSORS FOR FRIDAY NIGHT'S ACTIVITIES:**

**CANDLELIGHT VIGIL – SPONSORED BY KAPNICK INSURANCE**

**SECURITY SPONSORED BY – CHEEVER'S TOWING**

**DRINK STATIONS SPONSORED BY – KAPNICK INSURANCE, INDIANA LIEN AND PARDO'S**

**FRIDAY NIGHT STREET PARTY – SPONSORED BY INDIANA LIEN, WORLDWIDE EQUIPMENT AND NORTHWEST TOWING**

## SATURDAY HIGHLIGHTS

**8:30AM – REGISTRATION OPENS**

**8:30AM – 10:00 AM**

**Mike McGovern & Brian Riker Discuss Current Legal Topics concerning the towing industry today.**

**10:00 AM – VENDORS OPEN**

**10:00 AM- SILENT AUCTION OPENS**

**10:30AM – 12 PM BEAUTY CONTEST REGISTRATION (ITWA BOOTH)**

**11 AM – ROTATOR CHALLENGE – WORLDWIDE EQUIPMENT**

ROTATE A BUCKET FILLED WITH WATER FROM ONE SIDE OF TRUCK AROUND CORNER AND PLACE ON TARGET. TIME PENALTY FOR SPILLING WATER.

**NOON – POWER OF THE PURSE LADIES LUNCHEON - \$20**

**SPONSORED BY ZIP'S AWDIRECT**

Our luncheon/fundraiser for the tow show will be called the "Power of the Purse Fundraiser." It is geared to empowering women.

We will have a special guest speaker joining us, Joanne Blyton, who is the president of TRAA. Who better to talk about the empowerment of women!! The cost for the luncheon will entitle the guest to lunch and one chance for a ticket to win a purse. At the luncheon guests have the opportunity to buy more tickets (say at 1.00 per ticket) to win a purse of their choice. (They put their tickets in the paper bag in front of the purse they like, and then tickets for the winner are drawn from each bag to select the winner.)



## SATURDAY HIGHLIGHTS – CONTINUED

NOON- BEAUTY CONTEST JUDGING – NORTH LOT - \$30/\$35

Judges: Tom Breese, Donald Griffin, Devin McBride

BEAUTY CONTEST SPONSORED BY:



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\*\*PARTICIPANTS WHO PLACE 1ST OR 2ND WILL BE  
ACKNOWLEDGED WITH AWARDS ON SATURDAY NIGHT DURING  
THE COOKOUT!!\*\*

*\$30 PER ENTRY IF ENTERED/ PAID BEFORE JULY 15TH*

*\$35 PER ENTRY IF ENTERED/PAID AFTER JULY 15<sup>TH</sup>*

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1:00 PM – WORLDWIDE EQUIPMENT SALES DEMONSTRATION

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**3PM TIRE/BOOM CONTROL WATER LIFT/ TIRE CHALLENGE-  
WORLDWIDE BOOTH**

Lift a tire that is lying flat with 6 cups of water on it, extend the boom and lay the tire back to the ground in target area without spilling the water. You will be rated on speed, with a time penalty if water is spilled.



## SATURDAY HIGHLIGHTS – CONTINUED

3:30 PM- SILENT AUCTION ENDS

Winners pay at ITWA Registration desk.



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### 3:30 – 5:00 KID'S ACTIVITY – FAIR OAKS ADVENTURE!

When the kid's get antsy, they can unleash their energy on an indoor ropes course at the Pork Education Center, go rock climbing on the Udder Heights Giant Rock Climbing Milk Bottle, Moo Choo Train, Holstein Hauler, Toddler Tractors and Cowabunga Bungee Trampolines!

### 5:00 PM – HEDINGER NIGHT BEGINS

**SATURDAY NIGHT FUNCTIONS ARE SPONSORED BY HEDINGER'S EQUIPMENT**

#### 5:00 PM – COOKOUT- FOOD AND FELLOWSHIP

Catch up on the day's events with friends, and enjoy the night's Activities.



#### 5:45 BEAUTY CONTEST WINNERS AWARDED AT THE STAGE

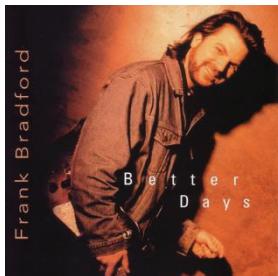
#### 6:00- 7:15 PM – HEDINGER'S HD PRODUCT DEMONSTRATION

#### 7:15 -9:00 PM -ENTERTAINMENT - GREG RHODES WITH FRANK BRADFORD



From the heart of Indiana **Greg Rhodes** is a natural country/ pop singer. He's hails from Muncie, Indiana and has written some great Indiana music.

## SATURDAY HIGHLIGHTS – CONTINUED



**Frank Bradford** is an accomplished Indiana musician with a voice and style that is truly his own! Performing with many Indianapolis based groups including Carl Storie and the Wright Brothers, he was also the singer for Roadmaster's reunion shows.



### 9:00 PM – LIGHT UP THE NIGHT- LIGHT SHOW

Visit all the trucks participating in the light show and cast your Vote for the “People’s Choice Award” for the best light display!

Winner awarded after the 50/50 Raffle Drawing

### 10:00 PM – 50/50 RAFFLE DRAWING

### 10:15 PM – LIGHT SHOW WINNER ANNOUNCED

## SUNDAY HIGHLIGHTS:

### Sunday Morning:

Vendor Tear Down till 10am. All vendors must be out of Inside ballroom by 10am Sunday Morning.

### Committee Meetings: 8:30 Back Patio Breakfast Area / Hotel

8:30 STRATEGIC PLANNING – BACK PATIO

8:30 TRAINING – BACK PATIO

9:30 – LEGISLATIVE – BACK PATIO

**THANKS TO EVERYONE FOR MAKING THIS A SUCCESSFUL SHOW! WE WILL SEE YOU IN 2021!**

# 2020 INDIANA TOW SHOW REGISTRATION FORM

The first 100 people to register each night for the cookout on Friday and Saturday night will be free! After that, meals may be purchased on site, from Fair Oaks Farm at the show, or ITWA in advance. You must have a ticket to be served a free meal!

**\*Note: Free meals are reserved for ITWA members/companies and their families only.**

Kid's activity is free for all who want to attend, but you must pre-register so we have a count for Fair Oaks Farm, you must have an armband to obtain free admission to the activity.

The Entry Fee for the Beauty Contest will be \$30 in advance and \$35 at the show. Trophies/plaques will be awarded and winners featured on our new website. See separate entry form for Beauty Contest.

Entry in the Water/ Lift and Rotator Challenges will be free, and prizes will be awarded. Sign up day of show at Worldwide Equipment Sales Booth.

Entry in the "Light up the Night Light Show" is free. Winner will be selected by the People's Choice method. One Vote per family. Trophy/Plaque will be awarded. Sign up day of show at the ITWA Registration Booth.

Ladies "Power of the Purse" luncheon tickets will be \$20 and must be purchased in advance.

Souvenir Show T-Shirts must be ordered in advance, and pick up will be at show. Cost per shirt is \$15.

Entertainment each night is complimentary for all, plan to come and enjoy the fellowship of your fellow members.

Drink Stations will be located in the inside vendor area on Saturday from 12-5pm, and outside vendor areas on Friday Night from 5-10pm and Saturday from 12-10pm.

Outside table and chairs will be provided, but feel free to bring a lawn chair if you like. Pickup all tickets, armbands, and shirts at ITWA booth at show.



ENTRY #

CLASS

## 2020 INDIANA TOW SHOW AT FAIR OAKS FARM

### BEAUTY CONTEST ENTRY

Company: \_\_\_\_\_ Driver: \_\_\_\_\_

Address: \_\_\_\_\_ City, St. Zip: \_\_\_\_\_

Phone: \_\_\_\_\_ Owner: \_\_\_\_\_

Chassis Make: \_\_\_\_\_ Model: \_\_\_\_\_ Yr. \_\_\_\_\_ GVRW \_\_\_\_\_

Body Make: \_\_\_\_\_ Model: \_\_\_\_\_ Yr. \_\_\_\_\_ Rating \_\_\_\_\_

Are you a member of a towing association? (Y) (N)

Name of Association: \_\_\_\_\_

Note: Unit must have a manufacturer sticker in the door.

\*\*Mark (Circle) only one class per entry form. One truck per entry form. \*\*

CLASS A - WRECKER/ROLLBACK	UNDER 25,999 GVWR	\$30.00	\$35.00
CLASS B - MED. DUTY WRECKER	26,000-33,000 GVWR	\$30.00	\$35.00
CLASS C - HEAVY DUTY CLASS	OVER 33,001 GVWR	\$30.00	\$35.00
CLASS D - ANTIQUES	OVER 25 YEARS	\$30.00	\$35.00

Signature: \_\_\_\_\_ Date: \_\_\_\_\_

# ITWA WOULD LIKE TO THANK ALL OF OUR SPONSORS FOR 2020. WE COULD NOT DO THIS WITHOUT YOU!!

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VICTORY LIEN

## DRINK STATIONS:

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PARDO'S TOWING

## SATURDAY NIGHT COOK OUT/ DEMO:

HEDINGER'S EQUIPMENT

## LIGHT UP THE NIGHT LIGHT SHOW:

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## CANDLELIGHT VIGIL:

KAPNICK INSURANCE  
FROEDGES TOWING

## POWER OF THE PURSE LADIES LUNCHEON:

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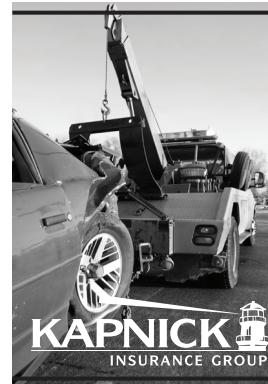
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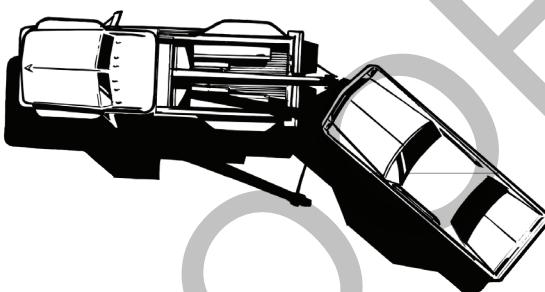
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