



hook & winch

FROM THE DESK OF EXECUTIVE DIRECTOR BART GIESLER

We are all tired of hearing the expression – “the new normal” as we deal with COVID. During a call the other day, it was decided that we would make the decision when we get there and based on the facts and circumstances that we know. Some things we can control – and other things we can’t. As I think about this – this is nothing new at all and even before COVID – this is how we had to handle life as it comes at us. While there may be more moving parts to consider, we still need to make decisions and go about our business.

A contested election is definitely not new and it is normal. I encourage everyone to do their homework and go vote. I hope that everyone has a friend or two that you can have a political conversation with and ask questions of why they think one way or another. As I have had these conversations, I realize that our beliefs are based on the information that we receive. I know more of the “talking points” about one political party because of the news channel I watch and who I follow on twitter (I have never been on Facebook – and never plan on it). My friends with differing political beliefs watch different news channels and follow different people. When we have our conversations, there are issues about which I am not aware and there are issues about which they are not aware. We only know what we know and we don’t know what we don’t know. By hearing from the other side, we both are in a position to make more informed decisions. I think it is important to follow the facts, not just blindly follow the narrative that is given. This is true for both parties. They both are more worried about getting out the narrative than the facts.

While I may be critical of both parties, I am not critical of most of the legislators that serve, especially the ones I know well because they serve in the Indiana General Assembly. The vast majority serve to make a difference and they truly want to solve problems and help people. What do legislators and my friends with differing political opinions have in common? They only know what they know. It is our job to tell them about our industry. It is no one else’s job. If we don’t tell them our issues, they cannot help solve our problems. Just like having the political conversations with our friends, we are more effective when we deal with facts and no emotion. Please reach out to your elected officials and start the conversation. Don’t expect they will be experts on our industry after one conversation; it will take many. As the expression goes, “How do you eat an elephant? One bite at a time.”



2020 OFFICERS

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ITWA MEMBER CLASSIFIEDS

DO YOU HAVE AN ITEM THAT YOU ARE LOOKING TO BUY OR SELL?

Starting next month we will be listing member ads for free in the newsletter at no cost to our members. Do you have a truck you were going to trade in? Try selling it directly to a member first. Looking for something special to buy? Place a "Wanted ad" and see if any other member may have it for sale.

Send your ads to sue@northwesttowing.com before the 15th of the month to be included in next month's newsletter.

WreckMaster Training Schedule

Coming up in **November** of this year is a Level 2/3 in Elkhart, IN. This class is a Friday/Saturday course at Moore's Towing, Elkhart.

On **April 10-11, 2021**, there will be a WreckMaster Level 2/3 at Interstate Delaware & South in Indianapolis. Matt Bartlett is the host contact.

On **May 15-16, 2021**, there will be a WreckMaster level 4/5 at Ken's Westside Service & Towing in Bloomington. Ken Parrish is the host contact.

We are tentatively planning a Level 6/7 for **June 25-27**. This class will be jointly hosted by Matt Bartlett and Ken Parrish. The exact location hasn't been determined as of yet.

On **August 6-7, 2021** there will be a WreckMaster Class at the Indiana Tow Show. Plans are still being worked out. It will either be a level 2/3 or 4/5 class. More information coming soon.

Stay tuned for additional classes to be added soon for next year.

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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.

FROM PRESIDENT MORELAND

In one way it feels like it's been longer than 10 months since I took over my job as President. In January we talked about all the plans we had for this year. This was in the Pre-Covid World. Well, plans change. Covid-19 hit, and nearly every event in our industry was postponed or cancelled, except ours! The industry has suffered, we have suffered. We had no spring or fall chapter meetings. There will be no elections this year, we are continuing with the same board for 2021.

But what can you do? If there has ever been a year that has illustrated what little control we have, it's been 2020. So, we have done the only thing we could do and that was adjust.

I mentioned it last month, but just because times are tough doesn't mean there isn't reason to celebrate. In fact, tough times might even be more of a reason to celebrate the good.

So think back to our journey over the last year. What have you done? What have you accomplished? How have you grown, and how have those around you grown?

I say that we, as an association and as a team, have grown tremendously. We are getting to know each other again. The ladies auxiliary has been instrumental in helping with this! Our members have really stepped up, and come together, and I feel that we have a renewed sense of belonging in the association. That is evident in all the support we had for this year's tow show. We are gaining attention from other associations, and making new alliances with others on a national level. What better time to take a look back, and see what we did accomplish this year.

It started last December with the return of our annual Christmas party. That was followed up by the only live tow show to happen this year, which was featured in *Tow Times*. We have almost completed our brand new website, which will be unveiled at the annual meeting this year!

Our training committee has been working hard and has partnered with WreckMaster to conduct training for our members next year in the spring and fall, and to attend and present a class at our Tow Show next year! We are talking to folks about a billing class, and a QuickBooks class, to present to our members next year for training as well.

Our legislative committee has made a wish list of items to consider for next year's legislative session. We have invited three legislators to this year's Annual Meeting to discuss topics that relate to our industry. The ladies recently had State Rep. Terri Austin in attendance at their luncheon at the Tow Show. I recently wrote a letter of recommendation for Brian Riker to be appointed to the FMSCA driver's sub-committee. If he gets appointed to that committee, we will have a voice representing the towing industry on that panel. We are building relationships that will bring awareness to the towing industry and help us in the future. We have to get involved with these people if we want our voices to be heard!

We just finished up our planning session for next year, and will continue to focus on our main objectives of Fellowship, Training and Legislation for our members in 2021.

In this issue of the newsletter, you will find the registration form for this year's Annual Meeting and Christmas Party. Crystal has all the details in her article this month, so you can go there to get the scoop. I will say that I have made my decision on who I will be presenting my President's awards to this year, (yes, I have more than

one) and I can't wait to present them at our Christmas Party. Perhaps next month, I will highlight them in the newsletter, and the reasons I chose to honor them! I will say they all have one thing in common and that is that they all have weathered obstacles, and have kept pushing forward. They have all pivoted in one way or another, and have all managed to come out better on the other side.


I am so excited to see where we will go next year! So let's keep adjusting. Let's keep moving forward, and let's see what we have to celebrate this time next year!




Till Next Month Be Safe!

Sue



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ITWA LADIES AUXILIARY

I hope this finds everyone doing well and enjoying the fall season!

Before I talk about the Christmas Party, I want to mention that once we get through the holiday season, we will be working full swing on the 2021 Indiana Tow Show. We have signed a contract with Fair Oaks Farms for August 6-7. We were able to secure the parking lot that is the closest to the convention center, along with the entire ballroom for the weekend. This will also put us closer to the Fairfield Inn. We also have a signed contract with a photographer to capture the events of the show. We have vendors and sponsors who have shown an interest in attending the show. The ITWA training/ education committee is also working on some ideas for the show. So we are well on our way with plans for another great show in 2021!

For now though, we are concentrating on the Christmas Party scheduled for December 12 at Fair Oaks Farms. We have the Newton Room reserved for the entire day. We will be starting the day in the morning with speakers presenting information on various topics pertaining to the towing industry. In the afternoon we have a legislative panel joining us. Then we will end the afternoon with the ITWA annual meeting. The ITWA Christmas Party will begin with hospitality and fellowship at 5:00 pm.

In this newsletter you will find the Christmas Party registration form. Please fill out the form and send it back by the due date. We need the additional information on the children attending, as we will be sending out a letter from Santa again this year. Also, as I mentioned last month, the children will be receiving a gift from Santa that is provided by the parents. The value of the gift should not exceed \$35.00.

Please make your room reservations at the Fairfield Inn soon. The cut off date is November 12.

As I mentioned last month, the Farmhouse Holiday Feast Buffet will be served, with a children's meal available for the little ones. And our entertainment will again be the popular Johnny Magic.

As the Ladies Auxiliary's mission in planning a Christmas Party is to promote fellowship amongst our members, part of our mission is to help provide financial support for ITWA. This is where our Silent Auction comes in to play. We will host a Silent Auction, as we did at last year's Christmas Party, as a fundraiser for the Sonny Henline Survivor Fund. The gift baskets were very popular last year. We are asking that each company bring two gift baskets or items for the auction. Also let your vendors know about the ITWA Survivor Fund and ask them to donate an item for our Silent Auction.

Shane, the photographer that we had at the Tow Show, will be joining us to capture the events of the evening. I have not yet received any information on the event that Fair Oaks Farms is putting on the weekend of our Christmas party. I do know that it is a ticketed event. As they work out the details, there will be information posted on the Fair Oaks Farms website.

Make plans to celebrate the holidays with your ITWA family and friends! The day will be full of information, fun, and fellowship that you won't want to miss!

Looking forward to seeing everyone on December 12.

Until then, stay safe & healthy,
Crystal

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. So, the goal here is to break down these hours of service to better understand

| Past HOS Rule | New Hos Rule |
|---|---|
| A driver can use the sleeper berth for an 8/2 split – 8 hours of rest that does not count against the 14- hour limit, and 2 hours of rest that does count against the 14-hour driving window. | Modifies the sleeper-berth exception to allow drivers to split their required 10 hours off duty into two periods: an 8/2 split – and a 7/3 split – with neither period counting against the driver's 14 hours driving window. |

In recap the new HOS will allow a driver to utilize a break of at least 3 hours paired with a 7-hour sleeper berth to count as the break. Plus, both time segments will not count against the 14-hour window.

I do not know of too many tow companies that would utilize this new HOS exemption but if you do know that there have been some changes to this requirement.

As always if you have any questions please feel free to reach out to me with a call, text, or email.

Bhoover@isp.in.gov

812-631-8626

ITWA BOARD MEETING MINUTES

October 12, 2020
Conducted via Zoom

President Moreland called the meeting to order at 6:08 pm.

In attendance: Sue Moreland, Walt Hamilton, Jim Steele, Crystal Rose, Loyal Bell, Diana Bell, Tom Bertagnolli, Mark Miller, Josh Hercamp, Karey Crone, Josh Bell, Karrie Olive Driscoll.

Minutes were distributed and Walt Hamilton made motion to accept and Tom Bertagnolli seconded the motion. Walt Hamilton presented the financials. Assets include \$162,382.74 and net income to date was \$19,221.90. Jim Steele made motion to accept and Loyal Bell seconded the motion. Motion carried.

Bart Giesler gave a legislative report and indicated the Legislature was still in the process of determining logistics for them to meet safely during the 2021 session. He reported that there is a chance that there will be limits on the number of bills filed and heard in committee.

For the 2021 session, there have been three ideas floated: requiring insurance companies to pay for abandoned vehicles, increasing maximum storage for vehicles, and increasing weight limits on recovery vehicles. After discussion of Michigan's system for an annual overweight/length permit, it was decided to look into the possibility. Bart mentioned that the legislature looked at the issue of expanding commodities this summer; however, he didn't expect the issue to be taken up during the session. A committee including President Moreland, Josh Hercamp, Jim Steele, Tom Bertagnolli and Bart Giesler were going to further investigate the issue.

Crystal Rose gave an update on the website and progress continues. There will be a section for items to be purchased, photos, member only section, directory, and the newsletter. During discussion, it was requested that past newsletters be archived, if possible. President Moreland would be participating in training on how to use the website.

Crystal Rose gave an update on the Christmas party which will be at Fair Oaks on Dec. 12, 2020. There are plans for presentations starting at 9:30 am on the clearinghouse, BMV, Indiana State Police and insurance. A panel composed of legislators have also been asked to participate. There will be a board meeting at 2:30 pm and the hospitality starts at 5 pm.

Assuming everyone is good, Santa is expected to show and there will be a photographer and magician. Parents are to bring a wrapped gift for their child and we are hoping members bring gift baskets or other items for the Silent Auction. Proceeds from the auction will go into the Sonny Henline Survivor Fund. Information on the party will be in the newsletter.

After discussion on the cost which was estimated to be around \$50, the board asked President Moreland and Crystal Rose to work with Treasurer Hamilton to see if the association could subsidize the ticket price.

President Moreland discussed a request to produce a calendar. The Board wanted more information on cost and wanted to see if a sponsor could be found. After more information is known, the board would be contacted for their thoughts on whether or not to proceed.

The ITWA trailer has been moved to Joey's. Walt Hamilton and Joey Driscoll will take an inventory and report back to the board.

President Moreland mentioned the need for more training. She has contacted WreckMaster and they will work with ITW to offer trainings (probably class 2/3 for spring meetings and 4/5 for the Tow Show). Tom Bertagnolli agreed to host the meeting on May 15/16 for a class in the north and there was already a class at Ken's in the spring. It was decided that these should be the spring regional chapter meetings. It was suggested a possible Quickbooks training could be offered in the central part of the state for a spring meeting.

President Moreland discussed the possibility of working with Recovery Billing Services. There would be a minimum number of attendees for the 2-day class. There was consensus to further explore the idea and contact Illinois to see if their members might want to attend.

The 2021 Tow show will be August 6 – 8 and we will be able to utilize the parking lot that is closer to the hotel. With no further business, Tom Bertagnolli made the motion to adjourn and it was seconded by Loyal Bell. Motion carried and meeting was adjourned at 8:02 pm.

Reserve your hotel room by November 12
for the

2020 ITWA
Magical Christmas Party
Saturday, December 12th, 2020
Fair Oaks Farm Event Center

Fairfield Inn & Suites Fair Oaks Farms Special group rate is \$129.00 USD per night
DEADLINE: THURSDAY, NOVEMBER 12, 2020

Here's the Link: <https://www.marriott.com/event-reservations/reservation-link.mi?id=1593191133244&key=GRP&app=resvlink>

You may also call 219-394-2100 to book your reservation.
Tell them you are with the ITWA event. All information is on the ITWA website.



2020 ITWA SILENT AUCTION / DONATION FORM:

The 2020 Christmas Party is a Fundraiser for the Sonny Henline Survivor Fund. This was a huge success last year, and we are hoping to exceed our results from 2019.

We are asking each company to submit two gift baskets or items for the auction. The first item or basket can be something for an adult man or woman, and the second item/basket would be something that would be geared for the kids. Please ask your vendors for donations as well. You would be surprised what they will donate, if you just ask. If you tell them it is a fundraiser for the Survivor Fund, most are happy to donate.

If you cannot make it to the party and would like to help sponsor you may do that as well.
Thanks for all your support! Hope to see you there!

Item to be donated: _____

Item to be donated: _____

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Please return this form to Carmen@frickassoc.com



Join Us for the Event of the Season!

13th Annual Parade

Sunday November 8th, 2020

Parade Departs at 9:00 A.M.

Worldwide Equipment Sales "Tow Trucks for Tots" is a non-profit organization made up of the towing community, its suppliers and the wonderful volunteers who raise toys for children during the holiday season.

The goal of this event is to bring much-needed toys to very deserving children. Toy donations need to be new and unwrapped. PLEASE, no guns, swords, stuffed toys or products with lead-based paint. There is a shortage of toys for ages 0-4 years and 12-18 years.

Visit TowTrucksForTots.com or call (630) 878-9837 for directions, updates, donations or or volunteer opportunities.

All toys and monetary donations collected from this event will be donated to various charitable organizations.

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2020 ITWA Magical Christmas Party

Saturday, December 12th, 2020
Fair Oaks Farm Event Center

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ITWA Annual Meeting & Magical Christmas Party

December 12th, 2020

Seminars Start 9:30 am – Central Time

- 9:30** Sheryl Hawver will discuss where we are with the D.O.T. Clearinghouse as we come up on the end of the year.
- 10:00** Marty Hahn on Indiana Lien & Current BMV Topics
- 10:30** Brent Hoover on D.O.T revised hours of service
- 11:00** Jason Wiggins on Met Life Insurance Presentation

Lunch Break 11:30-1:00 pm

1 – 2:15 pm **Legislative Panel with your Indiana State Representatives and Congressman.**

We have invited three folks from the Representative and Congressional systems to participate in the panel. Get to know your representatives!

We will present current problems that we face as an industry and talk about solutions. We will take pre-screened questions to ask the panel, so we can keep the topics on track. If you would like to submit a question, please contact Sue or Bart prior to the meeting day. Be prepared to have numbers and/or pictures to present when discussing the abandoned vehicle problems.

Annual Meeting 2:30

Annual Christmas Party

5pm-10:00pm

Fair Oaks Farm Event Center

754 North 600 East

Fair Oaks, IN 47943

5:00 Hospitality/Fellowship

5:30 Prayer and Dinner Begins

6:15 President's Awards

6:30 Magician

7:30- 7:45 Santa Arrives

7:30-8:15 Strolling Magic

7:30-9:00 Time to visit and view auction items

8:30 Raffle Drawing

9:00 Auction Ends

9:00 Centerpiece Drawing

9:00 Auction Check Out

11:00 Bar closes

Kids Photos/Visit with Santa.

Parents bring a pre-wrapped gift for your child to receive from Santa!

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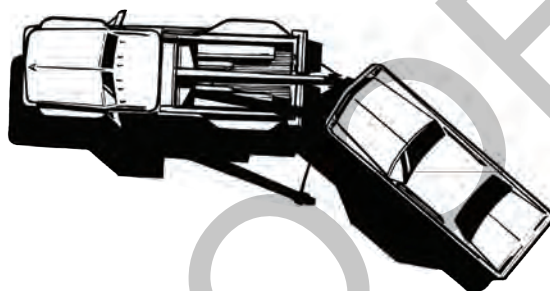
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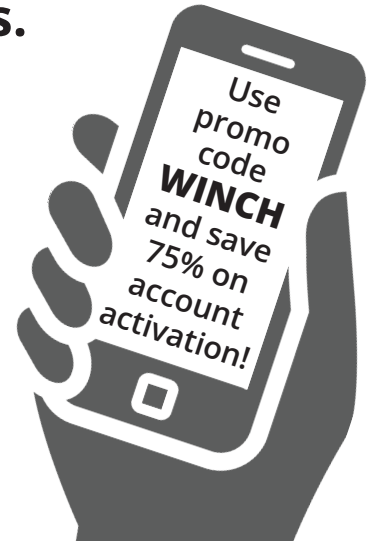
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