



hook & winch

FROM THE DESK OF EXECUTIVE DIRECTOR BART GIESLER

THANK YOU

It is as simple as that. I want to say thank you to President Moreland and Crystal Rose for all that they did for this year's show. If it wasn't for their efforts, the show could not have happened to the level it did. We had great attendance from towing companies from several states. We had vendors and sponsors from all over. We had attendees of all ages (and even a birthday party). We had activities for everyone and there was something always going on. If you enjoyed the show, please let them, the sponsors and exhibitors know.

Now that we have the 2021 Show behind us, we can start looking at planning the Fall Chapter Meetings. If you have any ideas to discuss, please contact your Chapter directors who will be planning the meetings. We will be discussing ideas for legislation for the 2022 session, as well as inviting INDOT to attend to discuss their spill contracts (please see the attached article). We will also be discussing the changes regarding open titles and the ability of salvage yards to no longer accept them.

ITWA will be transitioning to sending the newsletter electronically. You will receive this newsletter via mail and we will send via email as a .pdf this month. It will also be available via the website. We believe this will allow us to get you more timely news and information. After we work out the bugs of sending via email, we will discontinue sending hard copy. If you want a hard copy of the newsletter, please let me know. We are also looking to transition to sending updates via email versus fax. If we don't have your email, please send it to us or you may receive a call from us.

With the increased cases of COVID, there is a good chance that many areas of the state may re-impose mask mandates. ITWA suggests that you look at your inventory of masks and sanitizers as there may be another run on these products. Even though it is hot now, it won't be long before the weather turns and we all will be back inside. Just like at the beginning of COVID, you may want to make sure that you are keeping your employees and customers safe.

If you need a reminder, don't forget to tell everyone who made the show a success –

THANKS!



2021 OFFICERS

Chairman of the Board:

Tom Bertagnoli

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

31 Wrecker Service
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 765-491-3568
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
135 N. Pennsylvania, Ste. 1175
Indianapolis, IN 46204
Ph. 765-288-6041
Fax 317-638-7976
Email: bgiesler@wswi.com

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 2021** is a Level 2/3 in Elkhart, IN. This class is a Friday/Saturday course at Moore's Towing, Elkhart.

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



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FROM THE DESK OF PRESIDENT MORELAND

Congratulations to all, for another successful Tow Show! I want to personally thank everyone who played a part in the success of this show. It takes a lot of people to put it all together, and their hard work really showed! Now it's time to start planning for a bigger, better show for 2022. We already have dates secured, and I am looking for suggestions or comments from this year's show so we can make next year even better. As you know we had a professional photographer taking pictures, and he took a lot! If you have not had a chance to visit his website and browse or download pictures, visit <https://sbvphotography.pic-time.com/-indianatowshow2021>

State Representative Terri Austin was one of my guests at our ladies luncheon. She shared some information that I am passing on in this newsletter about a program called "Back on Track Indiana." According to Terri, the State is sitting on several millions of dollars for small businesses, that if not used will revert back to the general fund. I believe several of you may qualify for this program, even if you participated in the ppp loans last year. Any expenses that you did not turn in under the ppp program may qualify for reimbursement under this grant. It is good for up to \$50,000 per company. Please see the information contained in this newsletter for further information.

Also, please join me in welcoming the following new members who have recently joined our association:

JR's Services & Recovery LLC, Indianapolis IN
American MidWest Towing and Service, Richmond IN
AAA Club Alliance, Inc., Wilmington DE

Watch for their official new member introductions coming in the next newsletter.

Bart and I had a meeting with the folks from INDOT about a new spill response program. Please see the details included in this newsletter. We will be incorporating that information into our fall meetings, and hopefully can give you more details then. We are also working on legislation for the upcoming session which we will share at the fall meetings.

Thanks Again to Everyone!

Sue

ITWA WEBSITE

Reminder – to access the member's only portion of the website, the password is:

itwa2021!



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ITWA TOW SHOW SPONSORS

For those who attended the show, you know there were a lot of activities going on for everyone. Please take time to thank our sponsors and let them know that you appreciate them supporting ITWA!

Selfie Photo Station

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Candlelight Vigil/ Recognition of the Fallen

Sponsored by: ZIP'S AW DIRECT/KAPNICK INSURANCE /HAAS ALERT

Friday Night Cookout

Sponsored by: AUSTIN INSURANCE

Friday Music – Greg Rhodes

Sponsored by: Sue Moreland

Ladies Luncheon

Sponsored by: ZIP'S AWDIRECT/CHEEVER'S TOWING/DOUBLE T TOWING/FROEDGE'S TOWING

Kid's Activities

Sponsored by: INDIANA LIEN/NORTHWEST TOWING/I-70 WRECKER SERVICE/TOM'S 24 HOUR

Rotator Challenges/Prizes

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Wreckmaster Class

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Saturday Night Cookout

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ITWA LADIES AUXILIARY

The 2021 Indiana Tow Show turned out to be a great show. Everyone seemed to enjoy the weekend. Thank you to our ITWA President Sue Moreland for her leadership and hard work in putting this show together. And thank you to all the ITWA members who volunteered in one capacity or another. We could not have had a successful show without you.

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

One of the highlights of the show, was the Rotator Challenge. We want to thank the guys at Worldwide Equipment for their hard work in putting this together for us. The 1st & 2nd place prizes were donated by T & M Tire Service. Thank you to Worldwide and thank you to T&M Tire.

Another highlight of the show was the Power of the Purse Ladies Luncheon, a fundraiser for the ITWA Scholarship Fund. Thank you to all the sponsors and to those who donated purses. It was a nice time of fellowship for the ladies and some lucky ladies went home with some lovely purses. We also want to thank Terry Austin and Joanne Blyton for joining us with some words of encouragement.

Last, but not least, I want to send out a big thank you to all those who attended the show. It was great to see everyone there.

Now...for upcoming events.

Mark your calendar for the 2021 ITWA Christmas Party to take place on December 11 in the ballroom at Fair Oaks Farms. More information will be coming soon.

Also, we are happy to announce that the 2022 ITWA Tow Show will take place at Fair Oaks Farms on August 4-7. We are already in preliminary plans...and would welcome any comments, questions, or suggestions regarding this year's show and the future show in 2022.

Until Next Time Stay Safe,
Crystal

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INDOT SPILL CONTRACTOR

ITWA recently met with Mike Nichols (Indiana Department of Transportation (INDOT) - Statewide Manager – Emergency Planning and Response) and Lyle Sadler (INDOT – Emergency Response Field Liaison) to discuss the contracts that INDOT recently entered into regarding spill response on state and federal roadways. As part of the INTIME concept of quick clearance and getting the roadways open sooner, INDOT is looking at ways they can speed up cleaning up accidents and getting the roadways opened sooner. Here are some of the takeaways from our conversation:

- INDOT is not looking to take away any existing responsibilities from towing companies;
- INDOT is looking to have multiple contractors in each region to handle spill cleanup;
- If and only if, INDOT calls the contractor to the scene, they will pay the contractor via their Damage wise program;
- Spills would be in the intermediate gallon category, not a large tanker spill;
- Contracting process will be open every 6 months;
- Process will be ongoing and change as they learn more;
- If carrier does not have a spill response contractor on the way or they cannot get there in a reasonable time, INDOT then may call one of their contractors.
- INDOT is not subject to the lowest bid and can use someone if time is important and justifies not using the lowest;
- Online training programs will be available;
- Companies must have a minimum of Hazwoper and INTIME Certification;

Example A – an overturned truck has a fuel spill and state police dispatch towing company “A” to the scene. Towing Company “A” places oil dry down and cleans up the 75 gallon spill and removes all the oil dry. Company “A” bills the trucking company and INDOT does not get involved.

Example B – an overturned truck has a fuel spill and state police dispatch towing company “B” to the scene. Towing Company “B” does not have expertise to clean up the 75 gallon spill but has a relationship with spill recovery Company “C” to clean up the scene. Company “B” and Company “C” bill the trucking company and INDOT does not get involved.

Example C – an overturned truck that has a fuel spill and state police dispatch towing company “D” to the scene. Towing Company “D” does not have expertise to clean up the 75 gallon spill and they do not have a relationship with any spill recovery companies. INDOT calls spill recovery Company “E” for cleanup of the accident. INDOT will bill the overturned truck company for the cleanup and INDOT will pay the spill recovery Company “E”.

In example C, the spill recovery company may be another towing company if they meet INDOT’s requirements and have an agreement in place with INDOT. As INDOT looks to speed up the process of cleaning up the accident and opening the roadway, they want to get the responders there as quickly as they can and this is why they are wanting as many contractors to choose from.

As a towing company – what does this mean to you?

INDOT SPILL CONTRACTOR *continued*

The answers will vary depending on each company. If you do not want to be in the spill recovery business, you do not have to change. If you have an existing relationship with a spill recovery company, you may continue. If you have spill recovery capabilities, you may decide to enter into an agreement with INDOT.

INDOT plans to talk to the Indiana State Police (ISP) to learn more about what information ISP asks towing companies as part of the rotation application process (how much oil dry is required – does a company have spill recovery assets – does a company have access to spill recovery company/assets – other?). When these conversations take place, ISP may ask more questions on their questionnaire. They may say that is not their problem and they may not ask any new questions. ISP may add requirements to be on heavy duty recovery rotation or they may keep the requirements the same. INDOT's intent is not to change anything; however, as INDOT and ISP work together – change may happen – or it may not happen. It may happen at one post and not others. If it does happen – it may be quick – or it may be in 10 years. ITWA is not advocating any changes to the rotation, but we can envision that it may happen. We do not know where this may go but we believe if ISP does embrace a quick clearance, changes to what is required to be on the rotation may occur. We wanted to let you know so that you may start considering your options.

We have invited INDOT to attend the Chapter Meetings this Fall to further discuss the topic. As we get more information, we will pass it to the members.

On our website is the RFP that was issued, as well as questions and answers about the RFP.

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2021 SHOW WINNERS

Best in Show

Brandon Crawford/ Carnaghi Towing – 2021 Peterbilt/Jerr-Dan

Wrecker/Rollback – Under 25,999 GVWR

1st Place - Kris Martinez / Ray's Towing – 2019 F 150/Chevron

2nd Place – Roger Sturgis / Ken's Westside Service/Towing – 2021 Dodge 5500/Chevron

Medium Duty – 26,000 – 33,000 GVWR

1st Place - Hunter Rose / Cheever's Towing – 2021 Freightliner/NRC

2nd Place – Rich Getzloff /Bert's Towing – 2019 Kenworth/Century

Heavy Duty – Over 33,001 GVWR

1st Place - Bill McClanahan/Bill's Professional Towing – 2021 Freightliner/Vulcan

2nd Place – Orlando Miranda / Hix Wrecker Service – 2018 Kenworth/Jerr-Dan

Rotator

1st Place - Brandon Crawford/ Carnaghi Towing – 2021 Peterbilt/Jerr-Dan

2nd Place – Dan McClean / Hix Wrecker Service – 2019 Kenworth/Jerr-Dan

Antique – Over 25 years old

1st Place – Ryan Rose / Cheever's Towing – 1965 Ford N600/AutoTruck

2nd Place – Cory Wang / Farney's Service Center – 1955 International

Light Contest

1st Place – Ken Parrish / Ken's Westside Service/Towing

Raffle / Auction Winners

1st Place – Custom Rifle – Mike Roman – Portage Towing & Recovery

2nd Place Allen Fawley – Thompson's Towing

3rd Place – Rick Rose – Cheever's Towing

ITWA Member Quilt – Bill's McClanahan – Bill's Professional Towing

50/50 Winners – Payton Brook/Danny Brook

ITWA BOARD MEETING MINUTES

August 6, 2021
Fair Oaks, IN

President Sue Moreland opened the meeting at 3:03 pm.

Secretary Karrie Driscol took attendance: Sue Moreland, Walt Hamilton, Joey Driscol, Karrie Driscol, Bill McClanahan, Carrie Crone, Dusty Crone, Tim Poe, Karen Poe Loyal Bell, Diana bell, Crystal Rose, Brett Bertagnolli, Josh Hercamp, Ken Parrish, Kathy Parrish, and Bart Giesler

Motion to approve the January 30, 2021 board minutes by Walt Hamilton and 2nd by Sue Moreland. Motion carried.

Treasurer Hamilton reviewed the financials that were distributed. The various accounts totaled \$192,870.18. Net revenue to date was \$39,907.31. Expenses for the show have not been paid and additional revenue from the raffle was not included in the report.

President Moreland gave an overview for the show this weekend and thanked everyone who helped make it possible. President Moreland then talked about the 2022 show and stated that Crystal and Rick Rose toured a separate location, but after discussions, the owners of the facility had concern about the weight of trucks on the parking lot. Consensus was everyone was happy with the current location and if anyone had other locations, please let President Moreland know.

The Scholarships for the 2021-2022 school year were discussed. The scholarships will be for \$500 a semester and grades will need to be sent to Treasurer Hamilton before the checks will be cut. To date, 3 applications have been received.

Bart Giesler & Josh Hercamp discussed the 2021 session that increased the maximum amount of storage that may be charged for vehicles over 30 feet to \$2,500. For the 2022 session, it is a short session and it may end earlier than most as legislators will have new districts because of redistricting. ITWA plans to look to give towing companies the government rate for newspaper legal advertisements. The issue of salvage yards not being allowed to accept open titles was discussed and the consensus was to get interested parties to discuss the issue and come up with possible legislative solutions. ITWA will host a zoom discussion with members to discuss the issue.

President Moreland stated that we will have the Christmas Party/Annual meeting at Fair Oaks on December 4. After discussion, the consensus was to not have programming and focus on just having the annual meeting and Christmas party. The board confirmed they wanted to have the Cash for Christmas raffle.

Bart Giesler said he would get with the directors for Fall Chapter meetings that will be held in person if possible due to COVID. Bart mentioned that he has been in contact with INDOT about a spill response program that coincides with quick clearance. Bart and President Sue Moreland will be meeting with INDOT the following week and will invite INDOT to come to the chapter meetings to discuss their program.

President Moreland gave an update on the website and said that *Tow Times* was exhibiting and if anyone had any comments, please let her or *Tow Times* know. The hard copy newsletter will be phased out and members will have the option to opt into a hard copy. The newsletter will be sent by email which will save money, but also, will allow for quicker turn time to get relevant information to members.

Crystal Rose gave an update on the activities of the Ladies Auxiliary throughout the last year and invited more to participate.

Bart Giesler stated that he was going to recommend to Tom Bertagnolli that the officers for 2021 should be nominated for 2022. If anyone wanted to run, they are encouraged to contact Tom Bertagnolli or Bart.

Sue Moreland asked when people would like to have the next Board meeting and if it should be in person or via Zoom. The consensus was Zoom unless it was determined that we needed to meet in person. The preferable starting time would be 7:00 pm Eastern.

With no further business, Walt Hamilton made the motion to adjourn and it was seconded by Loyal Bell. Motion carried.

Meeting adjourned at 4:02 pm

Please note – these minutes will be approved at the next ITWA Board Meeting. They will not be official until after the Board approves them.

INDIANA BACK ON TRACK - RESTART PROGRAM

Restart Grant

In April 2021, Indiana announced an expansion of the Indiana Small Business Restart Grant to help accelerate economic recovery activity by supporting Hoosier entrepreneurs and small businesses. The program provides working capital to eligible companies by reimbursing certain expenses incurred during and related to the global pandemic.

Please read through all grant details, eligibility requirements and frequently asked questions below before applying.

Grant Details

- Small businesses that meet the eligibility requirements can apply for reimbursement for qualified business expenses incurred between March 1, 2020 and May 1, 2021.
- Reimbursements for expenses may be awarded up to \$10,000 for each month during that period. However, reimbursements may not exceed \$50,000.
- Businesses that have already received Small Business Restart Grants - but have not reached the maximum reimbursements noted above - may re-apply during this expanded program. Expenses that were already reimbursed through this program will not be considered eligible expenses.
- Eligible businesses may apply for grant funding to cover qualified expenses incurred at their Indiana operations, such as payroll, insurance premiums, rent or mortgage payments, utilities, lease payments, and safety investments. These expenses may be reimbursed up to 80% for non-payroll expenses and up to 100% for payroll expenses.
- The program may give preference to Hoosier small businesses in the hospitality industry, but all eligible businesses are encouraged to apply.
- The deadline for applying is December 31, 2021. Eligible small businesses are encouraged to apply and submit expenses for reimbursement as soon as possible; grants will be issued in the order in which applications are received until funding is exhausted or until the program expires.

Eligibility Requirements

Registered Indiana businesses must:

- Have been established prior to October 1, 2019.
- Be registered to operate in Indiana, except sole proprietors, and must be seeking reimbursement for expenses related only to their Indiana operations.
- Be in good standing with the Indiana Department of Revenue or have entered into a payment plan approved by the Indiana Department of Revenue.
- Have had fewer than 100 full time employees as of December 31, 2019.
- Have been profitable and have had less than \$10 million in revenue (Gross Receipts or Sales) in 2019; profitability is determined by EBITDA.
- Demonstrate a monthly gross revenue loss of at least 30% compared to pre-COVID 2019 average monthly revenue; revenue loss calculated as 2019 Gross Receipts or Sales/number of months in operation in 2019.
- **Please Note:** Non-owner occupied businesses are not eligible.

Eligible Expenses

May be reimbursed up to 100%:

- Payroll

May be reimbursed up to 80%:

- Insurance premiums
- Rent or mortgage payments
- Lease payments for real or personal property
- Utilities
- Safety investments
- Food delivery software service payments

Please Note: Expenses covered by another federal grant program such as PPP, EIDL, Restaurant Revitalization, or from a local government entity (CDBG) may not also be reimbursed by this grant.

For additional information, please go to:

<https://backontrack.in.gov/2377.htm>

SAVE THE DATES

**Christmas Party
Tow Show**

**December 11, 2021
August 4-7, 2022**

SALVAGE YARDS - OPEN TITLES

As a result of changes from the Secretary of State's Office regarding the ability of salvage yards to no longer purchase vehicles with open titles, we asked the BMV the following questions:

- In order to title the vehicle in the tow company's name, does the towing company have to pay sales tax?

Response: Sales tax is not due as long as the tow company has an RRMC number. They may complete an ST108E using exemption 14 and include a copy of their RRMC. If the tow company is also a Dealer registered with the Indiana Secretary of State, then they can reassign the title to the salvage recycler without applying for a title in their name first.

- What fees/taxes will the tow company have to pay?

Response: As long as the vehicle is titled within 45 days of the purchase date listed on the title, \$15.00. If the title is not transferred within this timeframe, an additional \$30.00 will be owed. The company may also choose to process a speed title for an additional \$25.00.

- Do tow companies have to pay a registration fee on the car?

Response: No. These vehicles are going to an auto salvage recycler because of the condition they are in. If the company plans to keep the vehicle and use it on the road, then they will need to title and register it into their names the same way they do now.

The Secretary of State and BMV are working on a FAQ for more information on the changes. When the FAQ is completed, ITWA will post it on the website.

ITWA is working with the Recyclers on the issue. We also plan to have a Zoom discussion with ITWA members after we learn more about their plans and possible legislation they will propose. We are researching a couple of issues and after we get more details, we will send out the information for the Zoom meeting. If you have any questions, please let ITWA know.

Associate Members

AAA Club Alliance	513-476-7913	Koesters	260-748-4583
AAA Chicago Motor Club	630-328-7000	Lynch-Chicago	708-233-1112
AAA Hoosier Motor Club	317-923-1500	Matjack	317-359-3078
Ariens Specialty Brands	812-738-3058	ONI Risk Partners	217-477-5396
Austin Insurance	270-444-6818	Pacific General Insurance	800-888-0545
Auto Data Direct	850-877-8804	Shepherd Insurance	317-462-9204
Environmental Remediation Services, Inc.	866-489-7062	Superfleet Central IN / Holden Moll	760-918-5933
Hays Companies	801-580-5501	Vander Haag's	574-946-6149
Hedinger's Equipment	812-663-7885	Worldwide Equipment Sales, LLC	815-725-4400
Kapnick Insurance Group	517-263-4600	Zip's AW Direct	800-222-6047
Kincaid Insurance	877-880-5506		







