



hook & winch

FROM THE DESK OF EXECUTIVE DIRECTOR BART GIESLER

Slow Down – Move Over

As you will note in President Moreland's letter, October is National Slow Down Move Over month. I am going to focus on one part of that, the *Slow Down* portion, and it doesn't relate to other drivers on the road. It will be to remind you to *slow down* – not in your driving – but as you race around the shop. Everyone I have talked to recently is shorthanded, which means that you must do more to keep things going. When people are asked to do more, that means they have less time to do the things they normally do and they need to “make time.” We all know what happens when people get in their time machines (aka their cars). Because they are late, they speed, and this causes accidents.

I Googled the topic of accidents caused by being in a hurry and came across an article (Gempler's Tailgate Training Tip Sheet # 56) that stated that insurance company statistics showed that 92% of the time accidents occur, it is because workers are not doing their tasks properly, because by being in a rush, it makes it more likely that you will not perform the task properly. The article had 5 tips on changing your behavior:

1. Always put safety first.
2. Don't take shortcuts.
3. Dress properly for the job.
4. Use the right tool for the job.
5. Identify hazardous situations in advance.

While the article was about safety in general, these tips apply to the towing industry. I understand that when you get the call, you need to respond immediately to meet the needs of your customers. However, if you rush too quickly and there is an accident, you may not be in business to take care of any customers. There is a difference between working efficiently and rushing.

Please slow down and make sure that you are not cutting corners because of being short-staffed. Are you performing maintenance; are you and your employees too tired to properly focus on the tasks in front of you; are you stressed out because you have too much going on?

Slow Down – the life you save may be your own.



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2021 ITWA Magical Christmas Party

Saturday, December 11TH, 2021
Fair Oaks Farm Event Center

Adults \$25.00

Kids (10 and under) \$12.00

Hotel rooms \$129.00

Bring your family and employees!!

RSVP by November 30TH, 2021

Let's Celebrate!!

FROM THE DESK OF PRESIDENT MORELAND

As we transition from Summer to Fall, I hope everyone is keeping busy, and staying safe. October is National Slow Down Move Over month and I hope some of you were able to participate in an event to help bring awareness to the importance of the move over law. Here at Northwest, we partnered with our local Sheriff Department, Fire, EMS, and others, to put on a touch a truck event for the kids, using a local Meijer parking lot on a beautiful Saturday fall afternoon.

I also participated on a Zoom call with other leaders in the industry, to brainstorm ways to enhance our laws, and what other states have accomplished to enhance the current laws and establish new laws on this matter. One idea I found rather interesting was the law that Arizona recently enacted that requires that Slow Down Move Over laws be taught in all Driver Education classes and Defensive Driving Classes. Some other states take the Slow Down Move Over concept to the high schools for kids that are getting ready to start driving, doing a pizza party, and having the different disciplines present to discuss the program and provide education and bring awareness to the seriousness of the problem. Hopefully, Indiana can get on board with some of these ideas in the future.

Also Crystal and I attended the Ohio Tow Show and recruited speakers for our upcoming Christmas party, as well as some new vendors for the 2022 Tow Show. While there, we also were able to recruit some new associate members. We would like to welcome new members Payne and Brown Insurance and Wichert Insurance to the ITWA family.

We are excited that Wichert has agreed to do a Drunk Goggles Demonstration at our 2022 Tow Show and I am sure that their booth will be a hit with our members. We also met up with the folks from ESA (Energy Security Agency) who will be presenting an important program on Hybrid and Electric Vehicles at our annual meeting in December. They have a lot of important information that everyone needs, especially as the number of these vehicles on the road increases. You need to be aware of all the situations you may encounter and how to handle them. I learned a lot from them in Ohio!

Speaking of presentations, I would like to thank the following presenters who have agreed to talk at the Annual Meeting on December 11th. We have Marty from Indiana Lien, Brent Hoover from ISP, Jason Wiggins from Horizon Planning, and the folks from ESA. Please check out all their information in the attached flyer for the meeting and party in this newsletter.

Also in the newsletter this month, we have started a new monthly column and have asked our insurance companies to submit articles that you may find of interest each month. Next month we will start a feature on Succession Planning, which is something that a lot of you may soon be thinking about.

One last piece of information included this month is the notice of upcoming changes to the CDL Entry Level Driver Training. Beginning February 7th, 2022, there are new requirements for all new commercial driver applicants. All applicants after that date must complete an entry level driver training course with an FMSCA registered provider. See the insert in this newsletter for more information.

Lastly, I want to speak a bit about the Annual Meeting and Christmas Party. We have put together a great day for everyone to come together, learn, and have fun. Please plan to attend! As you know we use the annual Christmas

party as a time to raise funds for the Sonny Henline Memorial Survivor Fund. Please plan to attend, and please bring an item or two for the silent auction to help raise money for this worthwhile cause.

Bart and I will be hitting the road this weekend for some of the northern chapter meetings. We're looking forward to seeing all those who attend.

Till Next Time,

Sue

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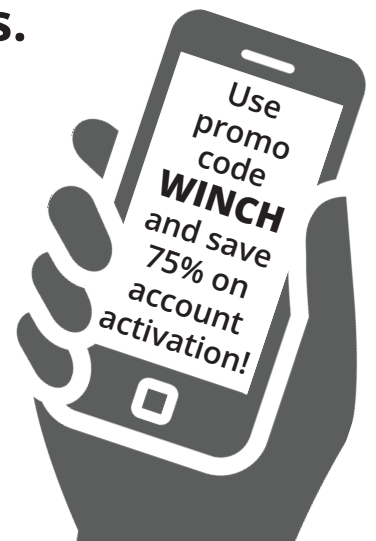
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DOT CHAT WITH BRENT HOOVER



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 16th 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.

This month I would like to address a local complaint that I received in my home district. It deals with trying to tow more than what is safe for the tow vehicle. Just because the truck can lift it, does it mean that you should tow it?

So, let's break this down and look at the safety and laws that factor in this complaint. What laws do we have about towing? The first law that comes to mind is the exemption for a call out by law enforcement. Size and Weight Exemption in Indiana Code 9-20-2-3 known as the Disabled vehicles; exemption. It states the movement of a disabled vehicle or combination of vehicles for a distance that does not exceed fifty (50) highway miles by a registered recovery vehicle or by a vehicle described in IC 9-18-13-5 is exempt from the dimension and weight limits under this article. In this complaint, however, this was moving a vehicle from a terminal and taking it to a repair facility in another city. This law covers only moving a disabled vehicle to a terminal or repair facility and not from a terminal to another repair. Once this becomes a secondary move you must follow all the weight and dimension laws to move the vehicle. Exceeding a tire weight rating is an out of service violation. If you look at the sidewalls of your tires you will find the rating for a tire in a dual and single load rating. Plus, a big safety factor to determine is the amount of weight or lack of weight on the front steering tires. Too much and you can exceed the ratings and too little and the vehicle will lose the capability to turn or brake effectively.

I know that we can go on and on about this topic, but what it really should come down to one question, "Is it safe?" Is cutting a corner really the best move?

If you have any questions or comments, please feel free to reach out to me. My email is bhoover@isp.in.gov



Not Actual Photo

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†Limited time offer valid for new Speedway SuperFleet Mastercard applications received from 1/1/2021 through 12/31/2021. New approved accounts will earn 15 cents per gallon rebate on Speedway fuel purchases in the first three months after account setup. Rebates are cents per gallon based on the number of gallons purchased at Speedway locations per calendar month. The maximum promotional rebate in any one-month period, regardless of billing terms, is \$300. Rebates are subject to forfeiture if account is not in good standing.

*Rebates are cents per gallon based on the number of gallons purchased at Speedway locations per calendar month. Rebates will be reflected on your billing statement in the form of a statement credit. Not valid on aviation, bulk fuel, propane or natural gas purchases. Rebates are subject to forfeiture if account is not in good standing. Program pricing is subject to change any time beginning 12 months after sign-up.

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CENTURY



2021 ITWA Annual Meeting & Magical Christmas Party

December 11th, 2021
5 pm-10 pm

Fair Oaks Farm Event Center
754 North 600 East
Fair Oaks, IN 47943

Please note all times are Central Time

Indiana Lien presents COA Process, SCRA guidelines, & NMVITIS Reporting.....	10 am
Brent Hoover, ISP Master Trooper, Current DOT Matters	10:45 am
Lunch	11:30 am - 12:45 pm
Jason Wiggins, Retirement and Succession Planning.....	12:45 pm
ESA presents, Hybrid & Electric Vehicles – Are You Ready?.....	1:30 pm
Directors/Annual Meeting	2:30-4 pm
Break- On your own	4-5 pm
Registration Begins	5 pm
Cash Bar Open	5-10 pm
Holiday Feast Buffet Starts	5:30 pm
Introduce Scholarship Recipients	6:10 pm
Member Recognition	6:25 pm
Vendor & Sponsor Recognition	6:30 pm
Santa Arrives	6:45 pm
Raffle Drawing	8:30 pm
Auction Ends	9 pm
Centerpiece Drawing	9 pm
Auction Checkout	9:15 pm
Bar Closes	10 pm

***2021 ITWA MAGICAL CHRISTMAS PARTY
REGISTRATION***

Name: _____

Company: _____

Email: _____

Cell Phone: _____

Spouse Name (*If attending*) _____

Additional Employees/Spouses:

Name: _____

Spouse Name (*If attending*) _____

Additional Employees/Spouses:

Name: _____

Spouse Name (*If attending*) _____

Number of Adults attending _____ x \$25 = \$_____

Number of Children 10 or under _____ x \$12 = \$_____

(Please fill out Children's Information Sheet for each child attending)

Amount Enclosed: \$_____

Email or fax your registration by November 30th to:
Sue@Northwesttowing.com

Checks may be mailed to:
ITWA
C/O Sue Moreland
3203 North 375 East
Anderson IN 46012

Children's Information Sheet

Please fill out all information including address, as children attending, ages 10 and under, will receive a letter from Santa prior to the party.

Name: _____

Age: _____ Boy/Girl _____

Address: _____

Friend/Sibling Name: _____

Toy on wish list: _____

Naughty or Nice? _____

Name: _____

Age: _____ Boy/Girl _____

Address: _____

Friend/Sibling Name: _____

Toy on wish list: _____

Naughty or Nice? _____

Name: _____

Age: _____ Boy/Girl _____

Address: _____

Friend/Sibling Name: _____

Toy on wish list: _____

Naughty or Nice? _____

ITWA LADIES AUXILIARY

I hope everyone has enjoyed the fall season. As winter approaches and we look forward to the holiday season, be sure to include the ITWA Christmas Party on December 11 in your holiday plans.

The day will start at 10:00 a.m. (all times are Central Time) with a variety of speakers talking on topics of interest. First up will be Marty Honn with Indiana Lien speaking on BMV topics. The next speaker will be Brent Hoover, Master Trooper with the Indiana State Police, giving us some insight on current DOT matters. At 11:30 a.m. we will break for lunch, coming back at 12:45 p.m. with Jason Wiggins from the Horizon Planning Group. Jason will speak about Retirement and Succession Planning. Our last session will be presented by the Energy Security Agency. They will get us up to speed on the challenges and solutions to towing hybrid and electric vehicles. We will end the afternoon with the ITWA directors and annual meeting from 2:30 to 4:00. The ITWA Christmas party will begin at 5:00 with hospitality and fellowship.

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 also need the additional information on the children attending, as we will be sending out a letter from Santa again this year. Please make your room reservations at the Fairfield Inn soon. The cutoff date is November 11.

We have a delicious dinner planned. The Holiday Feast Buffet will be served, with a children's meal available for the little ones.

Santa and Mrs. Claus will make a surprise visit at the party.

We will be having a Silent Auction again this year, as a fundraiser for the Sonny Henline Survivor Fund. At the 2019 Christmas party we had over 60 items. Everyone enjoyed the variety of items to bid on. It was the biggest and best auction we have had. This year we ask that each company provide 2 gift baskets or items for the auction, one being for an adult and one for a child. Also be sure to ask the vendors that you do business with to donate. Let them know it is for a fundraiser for the ITWA Survivor Fund. Let's make this year's Silent Auction the best yet!

We want to thank our sponsors for their support. And just a reminder that there are still sponsorship opportunities available.


And to the Ladies Auxiliary, thank you for all your great ideas. It is a pleasure to work with this group of ladies promoting fellowship amongst our members.

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 at the Christmas Party!

Crystal

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INSURANCE CORNER

We hope to start a new section dealing with insurance. The objective of *Insurance Corner* is to share information, educate you on the insurance world, and help you navigate many of the risk management challenges you face, in an effort to help you save money and keep everyone safe. If anyone would like to write an article or submit an insurance question, please contact ITWA.

In this issue we will be discussing workers compensation MOD ratings and how they directly affect your business and insurability. Workers Compensation insurance is monitored by the NCCI (National Council on Compensation Insurance) which is an insurance carrier funded entity that exists to develop MOD factoring. This is the basis for your insurance calculations. The MOD factor is either a credit or debit that is added to your workers' compensation premium. A MOD factor greater than 1.0 is a debit mod, which means that your losses are worse than expected and a surcharge will be added to your premium. Many insurers will not insure businesses with a Debit MOD. Conversely, a MOD factor of .80 classifies as a credit MOD and a 20% discount. One thing that we see a lot of driving these higher MOD factors are open reserves on old claims.

Ask your carrier or agent to conduct an audit of these claims to determine if the reserves are warranted. In many cases, we may be able to help you have them lowered or removed; therefore, lowering your MOD factor and cost of WC insurance. In most cases, there is no charge for the audit.

In our next insurance corner, we will touch on classifications and how this can grossly affect your workers compensation costs and coverage for people such as owners.

If you have any questions, please contact me at clayton.sullivan@epicinsurance.com or call 812-679-929.

Submitted by Clayton Sullivan, EPIC Insurance.



NEW CDL RULES TO TAKE EFFECT FEBRUARY 7TH, 2022

– ARE YOU READY?

**As if the driver shortage wasn't enough, if you know anyone that is
Thinking about getting a CDL license, they might want to get it done now.**

Compliance with the new [Entry-Level Driver Training \(ELDT\) rule](#) is quickly approaching. As of February 7, 2022, the education requirements will change for an individual who wants to:

- Obtain a Commercial Driver's License (CDL);
- Upgrade a CDL; or
- Obtain a passenger, school bus or hazmat endorsement.

Also changing — the requirements for those who instruct these individuals.

Gone will be the days of obtaining a learner's permit, driving with a CDL holder for as little as a few hours, and then taking the CDL road test. The process will become more detailed and will take more time than before.

Under the new requirements, an entry-level driver must, prior to taking the CDL test, successfully complete a prescribed program of theory and behind-the-wheel instruction provided by a school or other entity listed on FMCSA's Training Provider Registry (TPR).

Is your entry-level truck driver training program ready for the new FMCSA requirements?

From the Indiana BMV Website:

Entry-Level Driver Training (ELDT)

The Federal Motor Carrier Safety Administration (FMCSA) established new minimum training standards for certain individuals applying for a Class A or Class B commercial driver's license (CDL) for the first time; an upgrade of their CDL (e.g., a Class B CDL holder seeking a Class A CDL); or a hazardous materials (H), passenger (P), or school bus (S) endorsement on their CDL for the first time. These individuals are subject to the ELDT requirements and must complete a prescribed program of theory (knowledge) and behind-the-wheel (BTW) (range and public road) instruction provided by an entity that is listed on FMCSA's Training Provider Registry.

Effective February 7, 2022 the State Driver's Licensing Agencies (SDLAs) will be required to confirm applicants are in compliance with the ELDT requirements.

[Visit the FMCSA webpage for More Info](#)

ENTRY-LEVEL DRIVER TRAINING

Once operational, the FMCSA Training Provider Registry will retain a record of which CDL applicants have completed the new training and certification process outlined in the Entry-Level Driver Training (ELDT) regulations.

FMCSA's Entry Level Driver Training Program sets the baseline for training requirements for entry-level drivers. This includes those applying to:

- Obtain a Class A or Class B CDL for the first time.
- Upgrade an existing Class B CDL to a Class A CDL
- Obtain a school bus (S), passenger (P), or hazardous materials (H) endorsement for the first time.

The Entry-Level Driver Training regulations are not retroactive; the entry-level driver training requirements do not apply to individuals holding a valid CDL or an S, P, or H endorsement issued prior to February 7, 2022.

Any individual who meets one of the exceptions for taking a skills test in [49 CFR Part 383](#) is also exempt from the Entry-Level-Driver Training requirements. [Learn more about FMCSA's CDL Program.](#)

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PARTY

ITWA'S 2021 Annual Holiday Party

Featuring Hospitality, Holiday Feast Buffet, A visit from Santa, Photos, Silent Auction
and the Cash for Christmas Raffle.

This will be a fundraiser for the Harley M. (Sonny) Henline Survivor Fund.

DECEMBER
11TH 2021

5-10 PM

**FAIR OAKS
FARMS**

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FAIR OAKS IN 47943



2021 ITWA MAGICAL CHRISTMAS SPONSORSHIP FORM

SPONSOR: _____

SPONSOR LEVEL: _____

CASH DONATION: _____

SILENT AUCTION ITEM: _____

COMPANY: _____

CONTACT PERSON: _____

PHONE: _____

EMAIL: _____

ADDRESS: _____

CITY, STATE, ZIP: _____

CREDIT CARD AUTHORIZATION:


Card Number _____ Exp: _____

CVC: _____ Zip Code: _____

Name on Card _____

Sponsorship Form Due by November 1st, 2021

Please email this form to Sue Moreland at the following email address:
Sue@Northwesttowing.com



DATE & TIME: DECEMBER 11, 2021
Morning Session starts 10:00am
Hospitality and Party Starts at 5:00 PM

Times listed are Central Time.

LOCATION: FAIR OAKS RESTAURANT & EVENT CENTER
754 N 600 EAST
FAIR OAKS, IN 47943

2021 SPONSORSHIP LEVELS

HOLIDAY HERO SPONSOR \$1000

- RECOGNITION AND TIME TO SPEAK AT THE EVENT
- SIGNAGE AT THE EVENT
- RECOGNITION IN THE HOOK AND WINCH
- RECOGNITION ON ITWA FACEBOOK PAGE
- 4 COMPLIMENTARY TICKETS FOR THE NIGHTS EVENTS

FESTIVE FROSTY SPONSOR \$750

- RECOGNITION AND TIME TO SPEAK AT THE EVENT
- SIGNAGE AT THE EVENT
- RECOGNITION IN THE HOOK AND WINCH
- RECOGNITION ON THE ITWA FACEBOOK PAGE
- 2 COMPLIMENTARY TICKETS FOR THE NIGHTS EVENTS

JUBILANT JINGLER SPONSOR \$500

- RECOGNITION AT THE EVENT
- SIGNAGE AT THE EVENT
- RECOGNITION IN THE HOOK AND WINCH
- RECOGNITION ON THE ITWA FACEBOOK PAGE



2021 Christmas Party Timeline

10:00 Marty Honn– Indiana Lien & Current BMV Topics including

Marty Honn has been providing liens in the State of Indiana for over a decade, he is in constant contact with the BMV and specializes in being up to date and in compliance with all Indiana laws and statutes.

1. Certificate of Authority Process

2. SCRA guidelines

3. NMVITIS Reporting

10:45 Brent Hoover – Current Dot Matters

Brent Hoover is a Master Trooper with the Indiana State Police. October marked his 16th year with the ISP. Brent is assigned to the Commercial Vehicle Enforcement Division or CVED for short. His primary daily duty is to enforce the State and Federal Regulations for CMVs in the State of Indiana. Brent is certified to complete Part A and B Inspections, as well as General Hazmat and Cargo Tank inspections. Brent is also a Part B Instructor for the National Training Center, which means he teaches new inspectors how to inspect and document level 1 inspections. Brent has competed twice in the North American Inspectors Championships and is the current administrator of the CVED Facebook page, where he post about tips and tricks to improve your pre-trip inspections and to avoid common roadside violations

11:30-12:45 Break – Lunch on your own


12:45 Jason Wiggins – Retirement and Succession Planning

1. The importance of business valuation
2. Buy-Sell planning between unrelated parties
3. Funding and cash flow concerns
4. Family business owner issues & transfer techniques

1:30 Hybrid and Electric Vehicles: “ Are We Ready?”

Challenges and Solutions for Tow & Recovery Operations

This one hour presentation will unveil the real world hazards associated with hybrid and electric vehicles, and the challenges facing the tow and recovery industry. Discussion Will include Federal standards that apply to handling, towing, energy management, and storage and pathways to compliance and safety. Presenters are global leaders in Destructive battery testing and hybrid and electric vehicle response. Ample time will be provided for Q & A.



*Dalan Zartman-COO Energy Security Agency
Certified Rescue Specialist
Jason Defosse- Director of Education and Outreach ESA
Certified Vehicle Rescue Specialist
Billy Kahler, Technical Coordinator ESA
Certified Rescue Specialist and HazMat Specialist.*

2:30 Directors/Annual Meeting

4:00 Party Set up

5:00 Hospitality/Fellowship

5:30 Prayer and Dinner

6:15 Vendor & Sponsor Acknowledgements

6:25 Member Recognition

6:45 Santa Arrives

6:45- 8:30 Jingle and Mingle, View Auction Items

8:30 Raffle Drawing

9:00 Auction Ends and Centerpiece Drawing

10:00 Bar Closes

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.

ITWA WEBSITE REMINDER

ITWA is emailing the newsletter.

**If you would like a hard copy, please contact ITWA.
For full access to the membership information online,
the password is itwa2021!**

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	Payne & Brown Insurance	740-965-4472
Environmental Remediation Services, Inc.	866-489-7062	Shepherd Insurance	317-462-9204
Haas Alert	815-994-7244	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	Wichert Insurance	740-654-0532
Kapnick Insurance Group	517-263-4600	Worldwide Equipment Sales, LLC	815-725-4400
Kincaid Insurance	877-880-5506	Zip's AW Direct	800-222-6047