



hook & winch

FROM THE DESK OF EXECUTIVE DIRECTOR BART GIESLER

Josh Bell and I recently attended a meeting with the State Fire Marshal and his staff to discuss training as it relates to electric vehicles (EV). ITWA approached the Fire Marshal to see what training they were providing firefighters about the different risks that are associated with electric vehicles. As we had the discussion, we realized this issue is more than just about training. The Fire Marshal's Office is starting to develop a training program and they want to work with ITWA as they train firefighters, understanding the important role you provide them.

It is estimated that by 2030, 30% of new car sales will be electric vehicles and the number will continue to grow. Hydrogen vehicles are also down the road; but until then, electric vehicles will be the cars that are built in the distant future. Auto manufacturers are spending billions on plants to build EV to keep up with Tesla. Will the other car manufacturers keep their technology close to the vest like Tesla? Will independent repair centers get the software to work on these cars? Since there is less maintenance on an EV, what happens to the independent repair center?

What happens when an EV is wrecked and the battery **may** be compromised? The NTSB report suggests a 50-foot radius from other cars because of the risk of fire. While in the early days, when EV's make up a fraction of cars towed, it may not be a problem to comply with only one vehicle. What happens when the entire lot is full of electric vehicles? Your shop policy insurance company may want you to keep cars apart. However, will the insurance company for the car owner be willing to pay for a 50-foot radius? In addition to the fire hazard, what is the environmental hazard? Is it the same as other leaking fluids from a vehicle? Is it less or more dangerous? Will there be regulations to regulate the storage of EV? Are we better to be pro-active or are we better to wait for regulations that may or may not come?

As towers, you have dealt with junked cars forever. What happens to a junked EV? Will they become junk sooner because the cost of battery replacement is so high? Will the salvage value of the car go up because the battery is worth something, or will it be less because of disposal costs? Whose responsibility will it be to de-energize the battery?

Unfortunately, I don't have the answers to all the questions I raised and my crystal ball has failed me in picking lottery numbers. The good news is that we don't have to come up with answers tomorrow. The purpose of my article is to start thinking about the future as it relates to EV. The impact and the timing will be different for every member. As we have future meetings, ITWA will have discussions so that we can prepare for the future.



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FROM THE DESK OF PRESIDENT MORELAND

New Year's is a time for reflection, new beginnings, and hope. It's a time to take stock of what was successful the year before and to note what wasn't. It's a clean slate, a fresh start, and an unopened gift.

As an Association I am so proud of what we have accomplished in the last few years, and I am excited to see where the New Year takes us! I already have big plans in the works for 2022 that I will be sharing in the upcoming months!

In January we gained some new members, please help me welcome Woods Road Rage Towing, D&D Auto and Towing LLC, and RoadSync to our family. Look for new member introductions in this newsletter or the upcoming newsletter for more information.

As we close out 2021, I encourage you to take an inventory of your year. On a sheet of paper make two columns. Under column 1, make a list of all of your accomplishments from the year. What wins did you have? What dreams came true? What goals did you accomplish? Under column 2 write out where you fell short. What got in your way of living your very best life? What do you wish you had done differently? What opportunities passed you by?

On another sheet of paper write "My Very Best 2022" across the top. Underneath it, free write everything that comes to mind. What would make your 2022 your very best year? Be specific. Is it a promotion? Improved relationships? A new career? More friends? A hobby? Finding your life's purpose? When we put words down on paper and are intentional about our wants, desires, and goals, we are more prone to seek opportunities that will help us get there.

Next, compare your two lists. How does the life you are living in 2021 compare to the life you are wanting in 2022? What will you have to let go of in order to live your very best life? Who can help you get there? What has kept you from this life in the past?

Learn to delegate, and trust others to help you! Take time to enjoy your family and all that is important to you. Learn to have work/life balance.

Let go of past mistakes and failures, toxic people in your life, activities that aren't moving you forward, tasks and jobs you dislike, unloved clothes and clutter, and the gum wrappers in your purse, lol.

As always, if you have any questions, concerns, or suggestions, please feel free to reach out to me at any time!

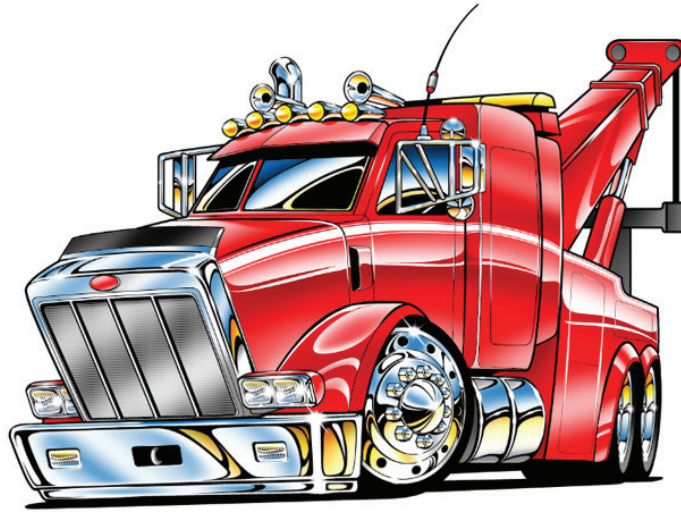
Sue

INDOT MOBILE APP

INDOT has developed the INDOT Mobile App to help motorists with their commute and contacting INDOT. The mobile app will allow for easier use of important traffic information and news updates.

Features of the app include travel maps, Report a Concern, Central Office and district contact information, GovDelivery signup and social media feeds. The app can also send notifications about weather, construction projects and emergency closures.

The app is available for both IOS and Android. One of the features that may be of use is that you can see where the INDOT snow plows are and you can click on the snow plow on the map and see real time road conditions.



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ITWA LADIES AUXILIARY

With the beginning of the New Year, it is a good time to talk about what the Ladies Auxiliary is all about and what our expectations are for 2022.

The Ladies Auxiliary was started in August of 2019 with the mission to promote fellowship among ITWA members and to provide financial aid and support for ITWA through various events and fundraisers.

Our first event was the 2019 Christmas Party. It was a great success with over 120 in attendance. We had a fantastic silent auction with over 60 items to bid on.

Our next event was the 2020 ITWA Tow Show. Due to the pandemic there were many challenges to deal with during the planning of the show. The final result was a great show, enjoyed by all.

Our next scheduled event was the 2020 Christmas party. The Ladies Auxiliary had plans in place for a lovely party. Then just weeks before the party was scheduled, we had to cancel due to the pandemic. A disappointment to all.

In August 2021, ITWA had another successful Tow Show with record attendance. The fundraiser for the event was a T-Shirt Quilt that was designed and made by Dianna Bell, a member of our Ladies Auxiliary. It was auctioned off at the Tow Show, with the proceeds (\$4,100.00) going to the Survivor Fund. Also at the Tow Show, the Ladies Auxiliary hosted the "Power of the Purse" Ladies Luncheon Fundraiser. This luncheon is a very popular event that also took place at the 2020 Tow Show. It is an opportunity for the ladies to fellowship with each other while raising money for the ITWA Scholarship Fund. Thank you to all who made the 2021 Tow Show a success!

This past December, ITWA had it's 2021 Holiday Celebration and Christmas Party, with a full day of meetings to educate our members on hot topics in the towing industry. Then in the evening at the Christmas Party, we were served a delicious Holiday Feast Buffet. Our silent auction took place along with our annual "Cash for Christmas" raffle. A fun time was had by all!

Mission Accomplished...all these events since our beginning in 2019 have promoted fellowship and provided financial support for ITWA and for the ITWA Scholarship and Survivor Funds. Great job ladies!

Now for 2022. We are making preliminary plans for the Tow Show to take place at Fair Oaks Farms August 5-6. Ladies, please let us know what ideas and suggestions you might have. We will try to schedule a meeting (if not in person by zoom), to discuss the Tow Show plans. Also, once the Tow Show is over, we will need ideas and help with the Holiday Celebration scheduled for December 3.

So, as you can see the Ladies Auxiliary has another full year ahead. We are continually looking for women who can assist, introduce new ideas, and support what we are currently doing to support ITWA.

If interested in joining the Ladies Auxiliary, please contact President Moreland or VP Crystal Rose. We would love to have you join us!

Until next time, my hope is that everyone stays safe and healthy,

Crystal

LEGISLATIVE UPDATE

HB 1167 was introduced by Rep. Jim Pressel and would have negatively impacted towing companies by removing the ability to send notice by certificate of mailing. This request was made by the used car dealer association. I want to thank Marty Honn for coming to the Statehouse to have conversations with the interested parties about the process of notification. While we were not able to amend the language in committee, we were successful in removing the language when the bill hit the floor. ITWA wants to thank Rep. Terri Austin from Anderson who carried the amendment that eventually passed and Rep. Bob Morris who tried to make lienholders financially liable for their cars.

Under current law, the towing company is required, within three (3) business days, to notify either the owner or lienholder that it has the vehicle. The bill changes this requirement to owner and lienholder, which matches BMV policy.

Current law requires the towing company to send notice via certified letter, return receipt, for vehicles over \$3,500 that the car will be auctioned with details of the auction. For receipt to satisfy the law, there was a different standard for the owner of the vehicle and lienholder. ITWA was able to amend the statute so the standard for receipt is the same. Now the standard for both in the bill is that it is considered received if we send it to the proper address, notice of receipt is not required.

Another provision was added into the bill that states that BMV shall process an electronic application for certificate of authority (junk) within five (5) business days after submission.

We are halfway through the legislative session. I also want to thank President Moreland for all the time she has spent with me on the phone, as well as her contacting Rep. Austin for assistance.

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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 18th 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 discuss with you the new Entry-Level Driver Training (ELDT) program that will go into effect in 2022. Below is information directly from the FMCSA website.

About the ELDT Regulations

FMCSA's Entry Level Driver Training (ELDT) regulations set 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; or
- Obtain a school bus (S), passenger (P), or hazardous materials (H) endorsement for the first time.

The ELDT regulations are not retroactive; individuals who were issued a CDL or an S, P, or H endorsement prior to February 7, 2022, are not required to complete training for the respective CDL or endorsement.

If an applicant who obtains a CLP prior to February 7, 2022, obtains a CDL before the CLP or renewed CLP expires, the applicant is not subject to the ELDT requirements.

Any individual who meets one of the exceptions for taking a skills test in 49 CFR Part 383 is also exempt from the ELDT requirements.

*It was asked in the last month what about if you have a CDL, but you have let your Hazmat endorsement slip. This will not interfere with this endorsement. It only affects when you are obtaining your CDL. All you have to do is file to renew your Hazmat Endorsement.

I hope this may help you in the future! If you have any questions, feel free to email me!

Bhoover@isp.in.gov

HB1001 ADMINISTRATIVE AUTHORITY; COVID-19 IMMUNIZATIONS (LEHMAN M) Allows the secretary of family and social services (secretary) to issue a waiver of human services statutory provisions and administrative rules if the secretary determines that the waiver is necessary to claim certain enhanced federal matching funds available to the Medicaid program. Allows the secretary to issue an emergency declaration for purposes of participating in specified authorized federal Supplemental Nutrition Assistance Program (SNAP) emergency allotments. Requires the secretary to prepare and submit any waivers or emergency declarations to the budget committee. Allows the state health commissioner of the state department of health or the commissioner's designated public health authority to issue standing orders, prescriptions, or protocols to administer or dispense certain immunizations for individuals who are at least five years old (current law limits the age for the commissioner's issuance of standing orders, prescriptions, and protocols for individuals who are at least 11 years old). Defines "Indiana governmental entity" and specifies that an Indiana governmental entity (current law refers to a state or local unit) may not issue or require an immunization passport. Establishes certain requirements for the temporary licensure of retired or inactive emergency medical services personnel, retired or inactive health care professionals, out-of-state health care professionals, or recently graduated students who have applied for a physician assistant, nurse, respiratory care practitioner, or pharmacist license. Allows a health care provider or an officer, agent, or employee of a health care provider who has a temporary license to qualify for coverage under the Medical Malpractice Act. Provides that an individual is not disqualified from unemployment benefits if the individual has complied with the requirements for seeking an exemption from an employer's COVID-19 immunization requirement and was discharged from employment for failing or refusing to receive an immunization against COVID-19. Provides that an employer may not impose a requirement that employees receive an immunization against COVID-19 unless the employer provides individual exemptions that allow an employee to opt out of the requirement on the basis of medical reasons, religious reasons, an agreement to submit to testing for the presence of COVID-19, or immunity from COVID-19 acquired from a prior infection with COVID-19. Provides that an employer may not take an adverse employment action against an employee because the employee has requested or used an exemption from an employer's COVID-19 immunization requirement.

Current Status: 2/1/2022 - Referred to Senate Health and Provider Services

State Bill Page: [HB1001](#)

HB1002 VARIOUS TAX MATTERS (BROWN T) Repeals a provision that would require the budget agency to transfer the amount of combined excess reserves that exceed \$2,500,000,000 in the calendar year 2022 to the pre-1996 account of the Indiana state teachers' retirement fund. Amends provisions that provide for an automatic taxpayer refund if sufficient excess reserves are available to: (1) clarify the tax return filing requirement for a refund; (2) require that refunds be distributed before May 1 of the calendar year immediately following the year in which a determination is made that the state has excess reserves; (3) remove provisions that require a taxpayer to have adjusted gross income tax liability in order to qualify for the refund; and (4) remove provisions that require the refund to be made in the form of a refundable tax credit. Provides that the minimum valuation limitation applicable to the total amount of a taxpayer's assessable depreciable personal property in a taxing district is 30% of the adjusted cost of the depreciable personal property purchased before January 2, 2022. Provides an exemption from the 30% minimum valuation limitation for new depreciable personal property purchased after January 1, 2022. Requires the department of local government finance to develop or amend forms for property taxation of assessable depreciable personal property. Repeals the utility receipts and utility services

use taxes. Provides a state income tax credit for property taxes paid on certain business personal property. Specifies a formula for determining the amount of the credit. Removes the double direct test currently applied in production sales tax exemptions. Phases down the individual adjusted gross income tax rate from 3.23% in 2022 to 3% in 2026 and thereafter. Allows a taxpayer to elect a special property tax valuation method for mini-mill equipment. Requires a utility that is subject to the jurisdiction of the Indiana utility regulatory commission (IURC) for the approval of rates and charges to file a rate adjustment with the IURC that adjusts the utility's rates and charges to reflect the repeal of the utility receipts tax. Requires a utility that is: (1) subject to the utility receipts tax; and (2) not under the jurisdiction of the IURC; to adjust the utility's rates and charges to reflect the repeal of the utility receipts tax. Requires each utility to provide notice to the utility's customers that the adjustment in rates and charges reflects the repeal of the utility receipts tax. Specifies definitions for the income tax credit for property taxes paid on certain business personal property. Specifies how certain taxpayers claim the tax credit. Specifies taxpayer procedure for the repeal of the utility receipts and utility services use tax. Makes conforming changes.

Current Status: 2/1/2022 - Referred to Senate Tax and Fiscal Policy

State Bill Page: [HB1002](#)

HB1100 AGENCY OVERSIGHT AND RULEMAKING PROCEDURES (BARTELS S) With certain exceptions, requires an agency to repeal a rule before the agency may adopt a new rule that requires or prohibits an action on behalf of a person. Requires an agency to submit an emergency rule to the attorney general for review and approval before the emergency rule may take effect. Provides that emergency rules may not be effective for a period that exceeds 180 days. Provides that certain emergency rules expire not more than two years after the rule takes effect. Requires an agency adopting an administrative rule to submit an economic impact statement and an explanation of any penalty, fine, or other similar negative impact included in the proposed rule to the publisher of the Indiana administrative code (publisher). Requires the publisher to provide a copy of the materials concerning a proposed rule or pending readoption to the members of the appropriate standing committee. Provides that administrative rules expire on July 1 of the fourth year after the year in which the rule takes effect (instead of January 1 of the seventh year after the year in which the rule takes effect). Requires an agency intending to readopt an administrative rule to provide to the publisher, not later than January 1 of the third year after the year in which the rule most recently took effect: (1) notice of; and (2) information concerning; the pending readoption. Makes corresponding changes.

Current Status: 2/2/2022 - Referred to Senate Commerce and Technology

State Bill Page: [HB1100](#)

HB1167 BUREAU OF MOTOR VEHICLES (PRESSEL J) Allows an advanced practice registered nurse to sign certain health documents concerning driving privileges. Requires the bureau of motor vehicles (bureau) to establish and maintain an audit working group. Provides that meetings of the audit working group are not subject to open door laws. Provides that the bureau, rather than the state board of accounts, is required to conduct an audit of each license branch. Requires the bureau to distribute at least one time each month the fees collected and deposited from certain special group recognition license plates. Repeals the law providing for the Earlham College trust license plate. Provides that interference with highway traffic is considered unreasonable if the interference occurs for more than 10 consecutive minutes except for: (1) machinery or equipment used in highway construction or maintenance by the Indiana department of transportation, counties, or municipalities; and (2) firefighting apparatus owned or operated by a political subdivision or a volunteer fire department. Provides that a public agency or towing service that obtains the name and

address of the owner of or lienholder on a vehicle shall, not later than three business days after obtaining the name and address, notify the owner of the vehicle and any lienholder on the vehicle, as indicated by the certificate of title or as discovered by a search of the National Motor Vehicle Title Information System or an equivalent and commonly available data base. Requires the bureau to process an electronic application for a certificate of authority not more than five business days after the submission of the application if the application meets certain requirements. Provides that an individual is not required to be a citizen of the United States as shown in the records of the bureau to apply for a replacement driver's license or learner's permit by electronic service. Provides that a suspension for failure to satisfy a judgment imposed before December 31, 2021 terminates on December 31, 2024. Removes the requirement that the bureau collect an administrative penalty if a dealer fails to apply for a certificate of title for a motor vehicle that is purchased or acquired in a state that does not have a certificate of title law. Provides that a manufacturer or distributor may not sell or offer to sell, directly or indirectly, a new motor vehicle to the general public in Indiana except through a new motor vehicle dealer holding a franchise for the line make covering the new motor vehicle. Provides that the sales of new motor vehicles by a manufacturer or franchisor to the federal government, a charitable organization, an employee of the manufacturer or distributor, or a manufacturer or distributor under certain conditions. Makes technical corrections.

Current Status: 2/8/2022 - Senate Homeland Security and Transportation, (Bill Scheduled for Hearing)

State Bill Page: [HB1167](#)

SB121 **SCHOOL BUS STOP ARM VIOLATION ENFORCEMENT** (NIEMEYER R) Provides that a registered owner of a motor vehicle commits an infraction if the owner's vehicle is used to violate the school bus stop arm law. Provides a defense for a registered owner who provides certain information to law enforcement and fully cooperates with law enforcement, if: (1) the vehicle was stolen; (2) the registered owner routinely engages in the business of renting the vehicle; (3) the registered owner provided the vehicle for the use of an employee; or (4) the registered owner provides documentary evidence that the owner was out of state at the time the violation was committed. Specifies that: (1) the bureau of motor vehicles may not assess points for the infraction; and (2) an adjudication for the infraction does not create a presumption of liability in a civil action.

Current Status: 2/1/2022 - Referred to House

State Bill Page: [SB121](#)

SB124 **MOTOR VEHICLE OPERATION** (FREEMAN A) Provides that an individual subject to both an administrative license suspension and a court ordered license suspension must file a petition for specialized driving privileges in the court that ordered the suspension. Requires a person to use a stop or turn signal a reasonable period of time before stopping, slowing, turning, or changing lanes. Repeals a statute requiring the use of a turn signal 200 feet before making a turn.

Current Status: 1/31/2022 - Referred to House Roads and Transportation

State Bill Page: [SB124](#)

SB156 **MOTOR VEHICLE CRASH INVESTIGATIONS** (CRIDER M) Changes the property damage requirement to \$2,500 (current law is \$1,000) for certain failures to provide evidence of financial responsibility following a motor vehicle accident. Changes the apparent damage requirement for a law enforcement officer to investigate motor vehicle accidents involving property damage to \$2,500 (current law is \$1,000). Provides that a law enforcement officer shall assist operators with the requirements of IC 9-26-1-1.1 under certain circumstances. Adds certain infractions and offenses to the list of violations

enforceable by weigh station supervisors or operators.

Current Status: 2/2/2022 - Referred to House

State Bill Page: [SB156](#)

SB179 **AUTOMATED TRAFFIC CONTROL SYSTEM PILOT PROGRAM** (FORD J) Provides that the Indiana department of transportation (department) may establish the automated traffic control system pilot program (program) for the purpose of enforcing work zone speed limits. Provides that, if the department establishes the program, the department shall work with the state police department to enforce the program. Provides that the department and the state police department may enter into an agreement to implement the program.

Current Status: 2/2/2022 - Referred to House

State Bill Page: [SB179](#)

SB293 **MANUFACTURED HOME DEALERS** (CRIDER M) Amends the definition of "major component parts" to include a catalytic converter. Provides certain requirements for an automotive salvage recycler who is purchasing catalytic converters. Defines "manufactured home dealer" (dealer). Creates a new chapter concerning the licensing of dealers. Provides that a dealer may hold an offsite sale under certain conditions. Requires certain entities to obtain liability insurance coverage in certain amounts. Provides that it is an unfair practice to sell, exchange, or transfer a salvage vehicle without written disclosure. Provides that a dealer is exempt from certain mailing address requirements. Requires that a dealer must remain in good standing with the state department of health while holding a license.

Current Status: 2/1/2022 - Referred to House Roads and Transportation

State Bill Page: [SB293](#)

actionTRACK - HANNAH NEWS SERVICE - MIDWEST, LLC.

ITWA BOARD MEETING

November 2, 2021 - 7:00 pm via Zoom

Meeting was called to order by President Moreland at 7:00 pm.

Attendees:

Karrie Driscoll	Crystal Rose	Sue Moreland
Brett Bertagnolli	Walt Hamilton	Josh Bell
Loyal Bell	Dianna Bell	Bart Giesler

A motion to approve minutes from Walt Hamilton was seconded by Loyal Bell. Motion carried.

Secretary-Treasurer Report was prepared by Treasurer Walt Hamilton and distributed. Current assets are \$174,099.08. Karrie Driscoll made a motion to approve the treasurer's report and it was seconded by Loyal Bell. Motion carried.

President Moreland gave updates on the 2021 and 2022 Trade Shows. The group had discussions about future locations. Dates for 2022 are August 6-7.

Bart gave a legislative preview that included changes to the statute dealing with newspaper rates and possible changes as it relates to changes to certificate of authority. As we get closer to session – more details will be known.

President Moreland mentioned that her local BMV branch said they would no longer accept “business transactions” at the branch. She notified ITWA and her local representative. BMV is supposedly cancelling this pilot project. If your branch implements this policy, please let ITWA know.

Bart stated that he is going to try to add additional information to the BMV manual/testing regarding the Move Over Law. He has reached out to other groups impacted by the law and asked them to push the issue.

President Moreland and Crystal Rose gave updates on the 2022 Christmas party, as well as the programs for the Annual meeting.

Crystal Rose gave an update on all the activities the Women's group is working on – including the Tow Show and Christmas party. She encouraged more people to be involved.

President Moreland stated that the Calendars are in process and will be ready later in the year for members.

Bart Giesler stated that he has talked with Tom Bertagnolli about elections for 2022. The plan is to nominate the current slate of officers. If anyone has any recommendations, please talk to Tom.

With no additional business, a motion by Walt Hamilton and seconded by Loyal Bell to adjourn was approved at 7:47 pm.

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ITWA 2021 ANNUAL MEETING

December 11, 2021 - Fair Oaks Farm – 4:00 pm

Meeting was called to order by Karrie Driscoll at 4:00 pm

Attendees:

Karrie Driscoll	Crystal Rose	Sue Moreland
Tom Bertagnolli	Ken Parrish	Steve Frazer
Mark Furnish	Carey Crone	Dusty Crone
Karrie Driscoll	Ken Parrish	Kathy Parrish
Jason Wiggins	Brett Bertagnolli	Marty Honn
Jon Lawson	Bart Giesler	

A motion to approve 2020 Annual Minutes by Sue Moreland and seconded by Tom Bertagnolli. Motion carried.

Secretary-Treasurer Report was prepared by Treasurer Walt Hamilton and distributed. Current assets are \$170,144.91. Karrie Driscoll made a motion to approve the treasurer's report and it was seconded by Sue Moreland. Motion carried.

The Legislative Preview was presented by Bart Giesler, with sessions beginning in January. This will be a short session. Issues expected this session will be a bill from the banks/credit unions so that they get notice. Current law says that towing companies shall give notice to either the owner or lienholder (BMV requires both), changes to mandate the time period for BMV to process Certificates of Authority to junk, and changes to the newspaper advertising rate when notice is required in the paper.

President Moreland gave an overview of this year's Christmas party and started discussion for locations for 2022. Fair Oaks was going to raise the minimum amount that needs to be spent in order to book the room for next year. After discussion, the consensus was to book at Fair Oaks for the 2022 Christmas party if the room was available and that others would help raise funds for the increased costs.

Ken Parrish said that he would get with ESA who presented earlier about having a class for electric vehicles for the Spring Chapter meetings. He wanted to include firefighters and others for the training.

President Moreland discussed that ITWA gets to have a member be ITWA's designee for the TRAA for meetings. After discussion, Brett Bertagnolli was chosen to represent ITWA.

Bart Giesler stated that the calendars would be going out with invoices in the next couple of weeks. He also reminded people to fill out the membership directory information. Bart also thanked President Moreland and VP Crystal Rose for their efforts for the Christmas party and annual meeting.

President Moreland stated that we had Jason make a succession planning presentation earlier – ITWA needs to do the same. We will need someone to fill her spot in the future as well as other spots on the Board and officer positions in the future. She encouraged people to get involved.

Tom Bertagnolli nominated the current officers to remain for 2022:

Sue Moreland- President

Crystal Rose – VP – North

Josh Bell – VP – Central

Josh Hercamp – VP – South

Treasurer – Walt Hamilton


Secretary – Karrie Driscoll

The motion was seconded by Mark Furnish. Motion carried unanimously.

With no additional business, a motion by Karrie Driscoll and seconded by Tom Bertagnolli to adjourn was approved.



500 CLUB MEMBERS



31 Diesel Truck & Wrecker Service, Inc.

31 Wrecker Service (Columbus)

A Towing Service

ASAP Towing/Korson

ATA Auto Repair and Collision LLC

Austin Insurance

Auto Data Direct Inc.

Bert's Towing, Inc.

Bill's Professional Towing

Carnaghi Towing & Repair, Inc.

Charles 24 Hour Towing

Cheever's Towing & Recovery

Cook's Towing Services, Inc.

D-1 Towing & Recovery

Dave's Wrecker Service, Inc.

Davis Towing and Recovery

Double T Towing Recovery Corp

EPIC Insurance-Midwest

Farney's Service Center

First Call Towing & Recovery

Froedge's, Inc.

Furnish Towing & Recovery

G&M Wrecker Service, Inc.

Generations Custom Auto & Collision /

Grahams Wrecker Service

Green Services, Inc.

Haas Alert

Hanna's Wrecker Service

I-70 Wrecker Service & Garage

Indiana Lien

Indiana's Finest Wrecker

Indy Towing Service, Inc.

Inman's, Inc.

J&T Recovery

Jim's Garage, Inc.

Joe's Garage - Whitlows Towing

Joe's Towing, Inc.

Joey's Enterprise Services, LLC

Johnson Towing & Trucking

JR's Service and Recovery

Kapnick Insurance

Kincaid Insurance

Koester's JSK Corp.

Lynch Chicago

Lyon Wrecker Service LLC

MATJACK

Mike's Auto Wrecking

Moore's Towing & Storage

Murray Leasing LLC

Newcomer Service, Inc.

Northwest Towing and Recovery - Anderson

Northwest Towing and Recovery - Muncie

ONI Risk Partners

Paddack Wrecker Service

Pardo's Services

Parker Service / Hinsey Wrecker

Pauls Auto Repair & Towing

Plunkett Salvage

Precision Towing

Republic Frame and Axle

Rick's Auten Rd. Phillips 66

Robinson's Wrecker Service

Stan's Towing & Recovery Service

Suburban Towing, Inc.

TDS Heavytowing & Recovery, Inc.

Thompson's Towing & Repair

Tom's 24 Hour Towing

Tom's Auto Salvage

Toot-N-Tellem, Inc.

Tri-State Towing and Recovery

U Pull and Pay

Vander Haag's, Inc

Walt's Service

Wilson's Towing & Storage

Woodmar Auto Care & Towing

World Wide Equipment

Zip's Truck Equipment, Inc.

Zore's Inc.

Business Valuation

In my article last month, I discussed a few things business owners should do to prepare for a sale of their business. This month I'd like to focus on the first step in that process: getting a business valuation.

A business valuation looks at multiple factors to determine the fair market value of your business. A few of the things that are considered are:

- Annual Revenue
- Annual Profits
- Debt-Income Ratio (Leverage)
- Value of Equipment, including office equipment
- Current Market Value of Vehicles
- Transferable Contracts
- Goodwill
- Reputation
- Key Employees

Depending on the level of detail required, these valuations can vary greatly in price. If the plan is to sell to a family member or key employee, a full, formal valuation may not be necessary. The important thing to remember is that there are always three prices for a business: what the seller thinks it's worth, what the buyer thinks it's worth, and what the IRS thinks it's worth. A proper valuation done by a reputable company can help avoid issues of gift taxes should the IRS decide the business was worth more or less than the sale price. The great news is that my firm provides informal valuations via our partnership with Biz Equity at no cost to the business. If you haven't had your business valued lately, please contact me and I would be happy to review it with you.

Jason Wiggins

Financial Advisor

Horizon Planning Group

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317-439-7833

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