



MARCH 2022 • 53rd Year

hook & winch

FROM THE DESK OF EXECUTIVE DIRECTOR BART GIESLER

With the shooting of the tow truck driver at the rest stop on I-70, I was interviewed by a local reporter asking if there was any training that was given for a situation that occurred. I said that I wasn't aware of any training for something like this – just like I am doubtful if the plumber or other person providing a service is trained for a similar situation.

We know there are always things in life we cannot control that make working in the industry difficult – whether it is a distracted driver or weather. However, even though we can't always control things, it is still important to be prepared. Are you talking to your drivers about minimizing the risks while they are working – even if it means it will take a few minutes longer? Are you properly training new hires and are you continuing to train employees who have been there for a while? Are you doing the maintenance on the equipment to make sure that it is in proper working condition? Are you making sure everyone has the right personal protection every day?

Please take the time to reflect on your training and reminders about safety. While we can't control situations like the shooting that occurred, we can minimize the risk for others.

With the EV training that we will be doing in March, it made me think about the future when all cars will be electric and the impact that it will have on the industry. Are EVs more or less hazardous to store, from an environmental perspective? Instead of people running out of gas on the road, will they run out of charge. How easy will it be to give them a charge to get down the road? How easy will it be to dispose of an EV? Unfortunately, I don't have all the answers and we won't know until things start to play out.

Remember, class size is limited for the training and we already have commitments for half of the class. If you are planning on attending or sending a driver, please send in your registration today.



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Tom Bertagnolli

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

Joey's Enterprise Services
4320 S 450 E
Lafayette, IN 47904
Phone 765-491-3568
Fax 765-471-8571
Email: josh6bell@yahoo.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 Driscoll

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
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Indianapolis, IN 46204
Ph. 765-288-6041
Fax 317-638-7976
Email: bgiesler@wswi.com

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If you're interested in reaching all of our members during 2022 by advertising in our newsletter, just call Bart Giesler at 765-288-6041.

FROM THE DESK OF PRESIDENT MORELAND

Busy Times! Things are happening this month at ITWA! We are so proud to announce our Spring Training Class, featured in this newsletter. We have partnered with Energy Security Agency (ESA) to put on an all-day training event for our members and other invited first responders, which will focus on electric vehicles and their hazards. I asked Bart to take the lead on this, and he has done an excellent job! We already have several sponsors and attendees signed up. Class size is limited, so make sure you get signed up early! Look for more information in this newsletter.

Vendor packets have gone out for the Tow Show, and we already have received a great response! We have put together a great lineup this year, featuring some favorites from last year, as well as some new features you will enjoy. We have some great donations lined up for our auction, and I want to thank Jeff Rife, who had agreed to be our auctioneer again this year. I also want to give thanks to Diana Bell, who has agreed to put together another quilt for us this year! I had many comments from tower's asking us to repeat the quilt and even though it is a big project, Diana has stepped up and agreed to make us another. I can't wait to see it, I know it will be beautiful! Deadline for shirts to get to Diana is April 30th, see the flyer in this newsletter. We have a great line up of speakers for the show this year. I will detail them more in the coming months. It's time to start thinking about your room reservations for the show, please see the info in this newsletter.

International Road Check is coming up in May. This year they will focus on wheels. I have included an informational insert on that in this newsletter, as well.

As always, we are looking for suggestions and input for what you want to see as far as the association goes. Please feel free to reach out at any time with your suggestions and input!

Lots more info to come next month!

Sue



SITUATIONAL AWARENESS

In light of the shooting of a tow truck driver today on I-70 near Plainfield, please take a moment to talk to your drivers about situational awareness:

1. Assess your surroundings. Be aware of surroundings and people in the area.
2. Be conscious of the person who has called for your help. Do they seem unstable, under the influence etc.?
3. If you have any doubts about the character of the person, do not turn your back to them.
4. Make sure your dispatch knows your location, and if you feel unsafe, ask for backup or call police for standby.

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INTERNATIONAL ROADCHECK IS MAY 17 - 19

WITH A FOCUS ON WHEEL ENDS

The Commercial Vehicle Safety Alliance (CVSA) has announced this year's International Roadcheck dates as May 17-19 with a focus on wheel ends.

International Roadcheck is a 72-hour high-visibility, high-volume commercial motor vehicle inspection and enforcement initiative. Commercial motor vehicle inspectors in Canada, Mexico and the U.S. will conduct North American Standard Inspections of commercial motor vehicles and drivers at weigh and inspection stations, on roving patrols, and at temporary inspection sites.

Each year, CVSA focuses on a specific aspect of a roadside inspection. This year, the focus will be on wheel ends. Wheel end components support the heavy loads carried by commercial motor vehicles, maintain stability and control, and are critical for braking. Violations involving wheel end components historically account for about one quarter of the vehicle out-of-service violations discovered during International Roadcheck, and past International Roadcheck data routinely identified wheel end components as a top 10 vehicle violation.

During International Roadcheck, commercial motor vehicle inspectors examine large trucks and motorcoaches and the driver's documentation and credentials using CVSA's North American Standard Inspection Program procedures which are the uniform inspection steps, processes and standards established to ensure consistency in compliance, inspections and enforcement. Using the North American Standard Out-of-Service Criteria, also established by CVSA, inspectors identify critical out-of-service violations that, if found, require the inspector to restrict the driver or vehicle from travel until those violations or conditions are addressed.

Vehicles that successfully pass a North American Standard Level I or Level V Inspection without any critical vehicle inspection item violations may receive a CVSA decal. In general, a vehicle with a valid CVSA decal will not be re-inspected during the three months while the decal is valid. Instead, inspectors will focus their efforts on vehicles without a valid CVSA decal.

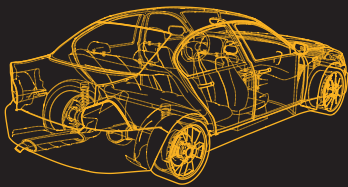
"We want every vehicle on our roadways to be in proper working order for the safety of the driver operating that vehicle and everyone traveling on our roadways," said CVSA President Capt. John Broers with the South Dakota Highway Patrol.

In consideration of COVID-19 and the health and safety of commercial motor vehicle inspectors and drivers, law enforcement personnel will conduct inspections following their departments' health and safety protocols during International Roadcheck.

International Roadcheck is a CVSA program with participation by the U.S. Federal Motor Carrier Safety Administration, the Canadian Council of Motor Transport Administrators, Transport Canada, and Mexico's Ministry of Infrastructure, Communications and Transportation.

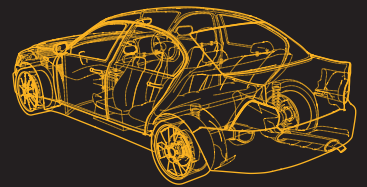
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ITWA QUILT FUNDRAISER FOR THE SURVIVOR FUND



ITWA IS COLLECTING COMPANY T-SHIRTS TO PUT INTO A QUILT THAT WILL BE AUCTIONED OFF AT THE 2022 ITWA TOW SHOW IN AUGUST.

DIANA BELL HAS GRACIOUSLY AGREED TO DESIGN AND MAKE THE QUILT FOR ITWA. IT WILL CONSIST OF 30 PANELS, ONE OF WHICH WILL BE RESERVED FOR ITWA. DIANA WILL ACCEPT THE FIRST 28 SHIRTS SHE RECEIVES. DEADLINE FOR SUBMISSION IS APRIL 30TH.

ALL YOU NEED TO DO IS SEND A COMPANY T-SHIRT AND A CHECK FOR \$25 MADE OUT TO ITWA, TO:

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ITWA LADIES AUXILIARY

As I look at the calendar... today is the first day of spring.

Spring is finally here and to many of us it is a welcome time of the year. As we look forward to spring, we can look forward to all that ITWA has to offer, starting off with a training class in May on towing, accident recovery and storing of hybrid and electric vehicles. And then, of course, our Tow Show will take place in August with some new things planned along with the popular events from last year. Watch for more information in the newsletters.

The ITWA Quilt Fundraiser was very popular at the 2021 Tow Show. We are happy to announce that again this year the Ladies Auxiliary will be hosting the ITWA Quilt Fundraiser. Diana Bell at Froedges will again be sharing her talent with us by designing and making the quilt. The quilt will be auctioned off during the Tow Show, with the proceeds going toward the Survivor Fund. Send your company T-shirt to Diana as soon as possible. There is a limit as to how many T-shirts she will use. The deadline to submit your T-shirt is April 30. See quilt flyer included in this newsletter.

Ladies... if you have not already joined the ITWA Ladies Auxiliary, please consider joining. We would love to hear your ideas and suggestions. And ladies, those of you who support ITWA through your participation in the Ladies Auxiliary...you are very much appreciated.

Until next time, please stay safe and healthy.

Crystal

Save the Dates

EV Training

May 7, 2022

Indianapolis, IN

Tow Show

August 5 and 6

Fair Oaks Farm – Fairfield Inn & Suites - \$154 per night

Book your group rate for Indiana Towing & Wrecker Association

Christmas Party/Annual Meeting

December 3

Lafayette

Double Tree by Hilton



INDIANA TOWING AND WRECKER ASSOCIATION TOW SHOW

2022 SPONSORSHIP OPPORTUNITIES

Friday Night Street/ Welcome Party (6 Available) \$750.00

Sponsorship of cook out, and entertainment on Friday Night

Medium Logo on Event Collector T-Shirt, all print and digital advertising

Acknowledgment/ Signage at the party/ stage area

Saturday Night Cook Out Sponsor (8 Available) \$750.00

Sponsorship of cook out and entertainment on Saturday Night

Medium Logo on Event Collector T-Shirt, all print and digital advertising

Acknowledgment/ Signage at the party/stage area

Other Sponsorship Opportunities:

The following Sponsors will be recognized with a small spot on the Event Collector T-Shirts that will be available for purchase by show attendees, and mentioned in other printed show materials.

Friday/Saturday Night Security (4 Available)	\$300.00
Saturday Light Up the Night Light Show Sponsor (1 Available)	\$250.00
Saturday Beauty Contest Winners/Awards (6 Available)	\$500.00
Candlelight Vigil Sponsor/ Fallen Hero Sponsor (2 Avail)	\$250.00
Ladies Luncheon Sponsor (4 Available)	\$250.00
Kid's Activity Center Sponsor (6 Available)	\$300.00
Comfort/ Hospitality Tent - (2 Available)	\$500.00
Selfie Station – Photo Booth (3 Available)	\$300.00
Tow Show General Supporter (unlimited)	\$500.00



2022 EXHIBITOR/SPONSORSHIP PAYMENT FORM

Please check items you would like to help sponsor and complete form and email back to: sue@northwesttowing.com as soon as possible.

Sponsorships and advertising must be paid in full and sent in with this order form and are on a first come first serve basis.

Credit cards are the preferred form of payment, but checks can be sent to Indiana Towing and Wrecker Association, Attn: Sue Moreland, 3203 North 375 East, Anderson IN 46012.

_____ Friday Night Street/Welcome Party	\$750.00
_____ Saturday Night Cook Out/Entertainment	\$750.00
_____ Friday/Saturday Night Security	\$300.00
_____ Saturday Light up the Night Light Show	\$250.00
_____ Beauty Contest Winners/Awards Class Sponsor	\$500.00
_____ Candlelight Vigil/ Fallen Hero Sponsor	\$250.00
_____ Ladies Luncheon – The Power of the Purse Sponsor	\$250.00
_____ Kid's Activities Sponsor	\$300.00
_____ Selfie Station – Photo Booth	\$300.00
_____ Comfort/ Hospitality Tent	\$500.00
_____ Tow Show General Supporter	\$500.00

Total All Sponsorships: \$ _____

Total for Booth Space/Extras selected: \$ _____

Total due for show: \$ _____

Name of Company: _____

Name of Contact: _____

Contact Phone Number: _____ Contact Fax Number: _____

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CENTURY



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 take a minute and talk a little bit about pre-trip inspections and what you need to do to prepare. You all are the ones out there helping others in a time of need. Nothing is worse than having to call back and say sorry my truck is down. So, look at pre-trip inspections as more than just pleasing the DOT, but to check and make sure that your equipment is ready when the time comes!

Let's take a look at FMCSA 396.11 Driver vehicle inspection report(s).

(a) Equipment provided by motor carrier.

(1) Report required. Every motor carrier shall require its drivers to report, and every driver shall prepare a report in writing at the completion of each day's work on each vehicle operated. The report shall cover at least the following parts and accessories:


- (i) Service brakes including trailer brake connections;
- (ii) Parking brake;
- (iii) Steering mechanism;
- (iv) Lighting devices and reflectors;
- (v) Tires;
- (vi) Horn;
- (vii) Windshield wipers;
- (viii) Rear vision mirrors;
- (ix) Coupling devices;
- (x) Wheels and rims;
- (xi) Emergency equipment.

Please note that the part about preparing a report has changed and is left up to the carrier to decide if they want a form filled out or not for a pre-trip with no defects found. But the pre-trip must still be done, and a form filled out if a defect is located. The form is required so that you can document the corrected action taken to fix the defect.

As always be safe and pre-trip on!

If you have any other questions, please feel free to contact me at bhoover@isp.in.gov

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*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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LEGISLATIVE RE-CAP

At the start of session, everyone was talking about COVID and by the end of session, COVID was barely discussed as issues of gun carry permits, classroom curriculum and girls' sports took all the attention.

ITWA was busy with HB 1167 that would have had a negative impact on the industry as introduced. The original version of the bill would have eliminated the ability to use certificates of mailing for the notice requirements. ITWA was successful eliminating this provision from the bill. The bill changed the law to match BMV's practice that towing companies must notify the owner and lienholder that are found in the title search (the law previously said that the owner **or** lienholder shall be notified). ITWA also successfully asked for an amendment that deals with sending notice to the owner by certificate of mailing. We clarified the law so that "**actual receipt of the notice is not required**". This change will protect towing companies who send the notice – but for some reason – the notice is lost in the mail. HB 1167 also requires the BMV 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.

Other bills of interest:

SB 156 - MOTOR VEHICLE CRASH INVESTIGATIONS 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.

SB 293 MANUFACTURED HOME DEALERS 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.

ITWA wants to thank Rep. Jim Pressel, Rep. Terri Austin, Rep. Bob Morris and Sen. Mike Crider for their assistance during the session.

For additional bills –

http://www.hannah-in.com/Report_Custom.aspx?sid=iPEZnSPwxx8%3d&rid=4nQEoly3%2bQc%3d

FUNDING THE PURCHASE

In my previous articles around business succession and exit planning, I've discussed the overall layout of a business exit plan, the need for a business valuation, and the value of a well-written, current buy-sell agreement. When it comes time to activate that agreement, having funding already in place will make that transition easier. There are 3 ways to fund a business sale: a sinking fund, an installment payment agreement, and insurance.

Sinking Fund - A sinking fund is a way for the buyer to accumulate funds to be owned and utilized by the buyer. The primary drawback for the buyer is that it's taxable and if death or disability occurs, there would only be as much money in that sinking fund as they had time to accumulate. If this happens in year 2 or 3, that may not be enough to purchase the business. The funds can be placed in a traditional savings account or invested. The benefit of a sinking fund is the simplicity of implementation.

Installment Agreement - An installment agreement is a very common plan. In an installment agreement, the owner of the business agrees to sell interest in the business to a successor for an agreed upon monthly or annual amount. The benefit to this type of plan is that it is very easy to set up and manage. The drawback is that it is based upon the business and the buyer being able to meet payment obligations. If payment obligations cannot be met, the seller may have to end their retirement. This could create lifelong financial problems if the owner is no longer physically capable of earning the kind of money they need to live the lifestyle they want.

Insurance - Insurance is a cost-effective way to combine the first two methods, and create some protection in case of illness, injury, or death. Funding a buy-sell with insurance consists of two considerations: death/disability benefit and cash value. A well written buy-sell agreement will have a provision for an illness or injury that disables, or causes the death of, an owner or buyer. A disability buy-out insurance policy can provide a payment to the buyer, allowing them to purchase the disabled owner's interest in the company. This can be paired with a permanent life insurance policy that builds cash value (1)(2). When built correctly, the cash value can serve as a tax-advantaged sinking fund with a death benefit that pays the buyer if the seller were to pass away unexpectedly. This type of plan is flexible enough to work for a transfer to a family member, key employee, or competitor.

Jason Wiggins

Financial Advisor with Horizon Planning Group

Jason.Wiggins@HorizonPlanningGroup.com - 317-439-7833

(1) Some whole life policies do not have cash values in the first two years of the policy and don't pay a dividend until the policy's third year. Talk to your financial representative and refer to your individual whole life policy illustration for more information.

(2) Policy benefits are reduced by any outstanding loan or loan interest and/or withdrawals. Dividends, if any, are affected by policy loans and loan interest. Withdrawals above the cost basis may result in taxable ordinary income. If the policy lapses, or is surrendered, any outstanding loans considered gain in the policy may be subject to ordinary income taxes. If the policy is a Modified Endowment Contract (MEC), loans are treated like withdrawals, but as gain first, subject to ordinary income taxes. If the policy owner is under 59 ½, any taxable withdrawal may also be subject to a 10% federal tax penalty.



HYBRID/ELECTRIC VEHICLE OPERATIONAL RESPONSE

Hands-on/Classroom Training – Indianapolis, IN

MAY 7, 2022

This highly interactive course will provide towing/recovery professionals and others who need to understand how to safely interact with hybrid and electric vehicles at an operational level. Attendees will learn about Federal Standards and Guidelines and gain critical knowledge, skills, and abilities to work safely with Electric Vehicles. Attendees will receive an academic presentation with question and answer periods built into every learning module. Attendees will also receive practical skills labs to interact with hybrid and electric vehicles.

Course Objectives:

Module 1: Understanding Electric Vehicles

Module 2: ESA Resource Center

Module 3: Vehicle Assessment and ESA Risk Analysis

Module 4: HV Shutdown Procedures

Module 5: Loading and Transport

Module 6: Secondary Incidents and Storage

Module 7: Summary

Practical Skills Labs

- Vehicle Stabilization
- Vehicle Access
- Risk Assessment
- Initial Shutdown Procedures
- Secondary Shut Down Procedures
- Vehicle loading and Towing
- Site Management
- Vehicle Storage

THIS COURSE INCLUDES THE ESA OPERATIONS LEVEL CERTIFICATE

Early Registration - ITWA Member	\$200
Early Registration - Non-ITWA member	\$250
Registration received after April 29	\$300

ITWA Sponsorship Opportunity



ITWA will be sponsoring an 8 hour class for Hybrid/Electric Vehicle Operational response that will be geared towards towing and first responders, as well as others who need a better understanding of the hazards associated with hybrid and electric vehicles.

The class will be held on Saturday, May 7 starting at 9:00 am at the Emergency Services Education Center -[Home - Emergency Services Education Center \(wayne.k12.in.us\)](http://wayne.k12.in.us). ESEC is located at **700 N High School Road** in Indianapolis. ITWA is looking for sponsors to help defray the cost of bringing in speakers and offering food and drink for the participants. Below are the sponsorship opportunities:

Class Sponsor - \$2,000- limited to 3

As a Class sponsor, you will receive recognition on all marketing materials for the class and will receive two (2) complimentary registrations for the class. You will be recognized at all breaks during the day. You will be offered an opportunity to speak to the attendees during the course of the day.

Lunch Sponsor - \$1,000

As a lunch sponsor, you will get to speak to the attendees during lunch and will receive one (1) complimentary registration. You will receive recognition during lunch as well as all ITWA promotional materials marketing the event.

Breakfast Sponsor - \$500

As a Breakfast Sponsor, you will get an opportunity introduce your company to the attendees and share breakfast with attendees as they gather before the class begins. You will receive recognition during the breakfast and on all ITWA promotional materials marketing the event.

Refreshment Break Sponsor - \$250

We will have a morning and afternoon break and you may choose either event to sponsor. You will get an opportunity to introduce your company to the attendees during the break. You will receive recognition during the break that you sponsor as well as all ITWA promotional materials marketing the event.

To be included in all promotional materials, please contact Bart Giesler at ITWA at bartgiesler@gmail.com or at 317/916-4184.

Registration/Sponsorship Form

Name: _____

Company: _____

Cell: _____

E'mail: _____

Amount included: _____

Early Registration - ITWA Member	\$200
Early Registration - Non-ITWA member	\$250
Registration received after April 29	\$300
Class Sponsor	\$2,000
Lunch Sponsor	\$1,000
Breakfast Sponsor	\$500
Break Sponsor	\$250

Please note – there are a limited number of seats available.

Class Information
Saturday, May 7, 2022
9:00 am – 5:00 pm – Lunch included
ESEC Emergency Services
700 N High School Road – Indianapolis, IN 46214

Please mail payment and registration to:

ITWA
135 N Pennsylvania Street # 1175
Indianapolis, IN 46204

To pay by credit card or for additional information, please contact Bart Giesler at bartgiesler@gmail.com or 765/288-6041.

More information may be found at www.towingindiana.com or about the presenters at www.energysecurityagency.com

Multiple hotels located nearby at Rockville Road and I 465.