



**MAY 2022 • 53rd Year**

# *hook & winch*

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## ***FROM THE DESK OF EXECUTIVE DIRECTOR BART GIESLER***

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I want to thank everyone who helped make our first EV training by Energy Security Agency (ESA) a success. President Sue Moreland found them at a tow show that she was at, which started the relationship that began with a presentation at the Annual meeting, then the May training, and will continue with two (2) different presentations at the Tow Show. In order to put these events on, at an affordable price, we have to have sponsors to offset the cost. Indiana Lien and Hedingers were class sponsors, which allowed us to lower the registration cost. We want to thank our sponsors who paid for breakfast, lunch, snacks, and drinks throughout the all-day training. Special thanks to Kapnick Insurance, Double T Towing, Auto Data Direct, D-1 Towing, Wichert Insurance, AAA Hoosier Motor Club, I 70 Wrecker Service, and Road Sync.

We are having a 4-hour class at the show that will cost \$99 for members of ITWA or another state towing association. For non-members the cost is \$150.

I don't know when EVs will make up the majority of cars on the road, but it will take several years for this to happen. The average age of a car on the road is 12.2 years and the average age of EVs on the road is 3.8 years. I am sure that Indiana is behind the curve on consumer EV adoption. Even though it will take years for EVs to become the majority of the cars on the road, there are some now and we must be prepared. Here are some of my big takeaways from the training:

EVs are heavier. Can your equipment handle it?

EVs that have no power cannot be put into neutral. How are you going to handle this?

EVs with damaged batteries are dangerous for an extended period of time. EVs that have been submerged have a higher risk of battery fires. How are you going to account for this in your storage lot?

Police and fire departments are not yet trained on how to handle EVs. Therefore, be prepared to assume that they will want to get the car out of there as fast as possible, without knowing the risks. Take the time to work with your police and fire departments about the risks when you can sit down in the office and have the discussion versus trying to have the discussion roadside. The better we all work together, the safer it is for everyone. Please share the upcoming training opportunity with your local departments.

We don't have all the answers – and we won't have all the answers for several years, as things will change. This doesn't mean we sit back and wait until the dust settles. It means we need to understand that there are safety issues and we must deal with them the best we can. It's no different than how the industry has improved safety with the combustible engine.

The newsletter has lots of information on the Tow Show, so please take the time to review everything. There will be changes as we get closer.



## 2022 OFFICERS

### **Chairman of the Board:** **Tom Bertagnolli**

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#### **Karrie Driscoll**

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Zip's Truck Equipment, Inc. (Paramount Financial).....	877-394-5808

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### **Advertisers needed for 2022 Newsletter:**

**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.**

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## ***FROM THE DESK OF PRESIDENT MORELAND***

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On Saturday May 7th ITWA hosted ESA who taught a very successful Hybrid/Electric Vehicle Class in Indianapolis. We had a great turnout by towers, and several fire departments were represented at the class as well. It was great to see the joint training of towers and fire personnel working and learning together. I would like to thank all of our sponsors who helped to make this class happen, the ladies auxiliary for helping with registration and food that day, and also to Bart for all his hard work in putting all the details together. We hope that this is the first of many joint training opportunities that ITWA can be involved in! I am pleased to announce that ESA will put on a 4-hour awareness class at our tow show in August, so if you missed the May class, plan to sit in on the one at the tow show.

ITWA would like to welcome new member, Curtis Garage & Wrecker Service Inc., from Stilesville IN, who joined in May.

This newsletter is full of information about our upcoming Tow Show. We have a great show put together, with a great variety of vendors and speakers. We plan to have a new electric vehicle on hand for you to look at. ESA will be on hand to answer questions about concerns you should have with the handling of these vehicles, as well as the class they are doing on Friday afternoon. We have a great lineup of kid's activities planned and there is more than enough to keep everyone busy for the weekend! Take a few minutes to look over the show information, get your registrations filled out for the show, Ladies Luncheon, Beauty Contest, Friday/Saturday meals, and T-shirt orders. Also, don't forget to make your hotel reservations. We expect the hotel to sell out! We also have a few sponsorships that need to be filled, if you can help out. And don't forget your silent auction items!

Till Next Time,

Sue

***Here is website to book your room:***

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***More information available on website  
under Tow Show tab.***



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## ESA – MAY 7, 2022

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Woodmar Auto Care & Towing  
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## ***ITWA LADIES AUXILIARY***

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The plans for the 2022 Indiana Tow Show are coming along nicely. We have a very nice line-up of vendors who will showcase the services they provide and products they sell.

Ladies, the very popular “Power of the Purse” Luncheon will take place on Saturday at noon. The proceeds from this fundraiser will go towards the ITWA Scholarship Fund. Please donate a purse for this worthy cause. Plan to come and enjoy a delicious lunch and a chance to win a purse. My friend Shelli Hawkins will be our guest speaker. She is a passionate advocate for the towing industry. You won’t want to miss her special message. Tickets at \$20.00 will need to be purchased in advance.

The ITWA Quilt Fundraiser was also very popular last year. Diana Bell so graciously agreed to design and make the T-shirt quilt again this year. Thank you to Diana and to all who donated T-shirts. The proceeds for this fundraiser will go toward the ITWA Survivor Fund. The first place prize for the raffle this year is a commemorative “Tribute to Tower” pistol. Watch for tickets coming in the mail soon.

Both Friday and Saturday nights there will be a 50/50 drawing. There will be a Silent Auction, so please bring an item or basket for the auction table. Also ask the vendors that you do business with to donate. Let’s try to make this our biggest silent auction yet! There will also be a few surprise auction items that will be disclosed at the show. It has not yet been determined how and when they will be auctioned. More information at the show!!

Book your room at the Fairfield Inn and Suites by **July 10** to get the discounted room rate. Book soon... rooms are going fast.

Included in this newsletter you will find the registration forms for the show. Please send your registration forms in as soon as possible. Having you pre-register for the show will make it easier for us to finalize the details of the show.

Sponsorship support is very important to the success of the show. Please look over the sponsorship opportunities that are still available. Let us know if you would like to sponsor an activity.

We also need volunteers to help with set up and to work at the show. Please let us know if you would like to help. We have a great show planned again this year. As you look over the show schedule you will see that we have a lot going on throughout the show. There is something for everyone!

Bring out the entire family for the Indiana Tow Show! **A TOW SHOW ON THE FARM!**

Looking forward to seeing you at the show,

Crystal

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## ***DOT CHAT WITH BRENT HOOVER***

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Hello and welcome back! My name is Brent Hoover. I am a Master Trooper 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 talk a little bit about lug nuts. How often do you check your lug nuts? Looking at the photo below how many missing or loose lug nuts can you see? Let's look at the regulations and the Out of Service criteria.

### **393.205 Wheels**



- (a) Wheels and rims shall not be cracked or broken.
- (b) Stud or bolt holes on the wheels shall not be elongated (out of round).
- (c) Nuts or bolts shall not be missing or loose.

#### g. Wheel Fasteners

Loose, missing, broken, cracked or stripped wheel fasteners that are ineffective as follows:  
for 10 fastener positions - 3 anywhere or 2 adjacent; for 8 fastener positions or less - 2 anywhere  
(this applies to both spoke and disk wheels). (393.205(c))

So, as you can see any missing or loose lug nut is a violation and it takes several missing to count towards the OOS Criteria. If you have any other questions, please feel free to contact me at [bhoover@isp.in.gov](mailto:bhoover@isp.in.gov)

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CENTURY



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## ***LEGAL UPDATE: WHEN DOES THE MCS-90 ENDORSEMENT PAY?***

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Have you ever wondered how to get paid for towing and recovery services when a motor carrier's insurer denies coverage for towing services? The MCS-90 endorsement offers one solution. This month's update focuses on a recent decision from the Indiana Supreme Court which addresses the scope of the MCS-90 endorsement.

First, what is the point of the MCS-90 endorsement? Motor carriers can add an MCS-90 endorsement to their insurance policy to demonstrate compliance with minimum levels of financial responsibility set by federal regulations. The MCS-90 endorsement is essentially a safety net. It requires an insurance company to pay a final judgment against the insured (the motor carrier) for "public liability" resulting from negligence. "Public liability" includes liability for bodily injury, property damage, and environmental restoration.

Though this may sound like just another way for the insurance company to charge higher premiums, the MCS-90 endorsement can play an important role in getting towing companies paid—it applies in instances where the insurance policy would not. For example, if a motor carrier forgets to add a driver or truck to their commercial auto policy (a common reason insurers deny claims), the MCS-90 endorsement kicks in to provide coverage, which could include paying the towing bill and the cost of cleaning up spills. This endorsement can be an extremely valuable tool for towing companies responding to semi-tractor accidents, particularly if it results in off-road damage or a release of materials onto the ground that the towing company cleans up.

The issue in the recent Indiana Supreme Court case, *Progressive Southeastern Insurance Company v. Brown*, was whether the MCS-90 endorsement applied to claims against an "intrastate carrier of non-hazardous property" who had failed to add a driver and truck to its insurance policy. The Court held that it did not, finding that this endorsement only applies when a motor carrier (1) transports property in interstate commerce (between two or more states), or (2) transports hazardous property.

**The Main Takeaway for *Your Business*:** The MCS-90 endorsement is a safety net that can help ensure tow companies are paid for their services. If an insurer denies coverage for towing services, you should push back if the policy has an MCS-90 endorsement. But if the motor carrier is only transporting non-hazardous property between two locations in the State of Indiana, the MCS-90 endorsement will not apply. In those situations, you will need to seek alternative routes to recover your costs.

I want to thank the ITWA for welcoming my law firm as an associate member and Bart Giesler for inviting me to submit legal update articles for Hook & Winch.

If you have any questions about this case or other legal matters related to the towing industry, please shoot me an email (rleagre@psrb.com) or give me a call (317-637-0700). Please also let me know other legal topics you would like to see covered in future articles.

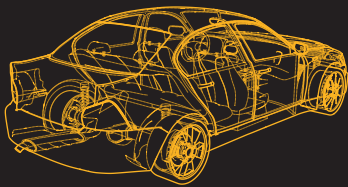
Ryan Leagre

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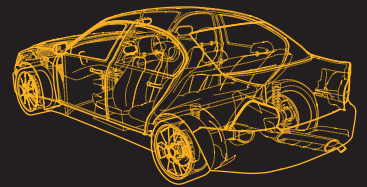
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# ***ITWA BOARD OF DIRECTORS MINUTES***

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## **March 23, 2022 – Zoom**

President Moreland called the meeting to order at 6:03 pm.

Participating in the meeting: Sue Moreland, Crystal Rose, Ken Parish, Josh Bell, Karrie Driscoll, Joey Driscoll, Walt Hamilton, Josh Hercamp, Jim Steele, Diana Bell, Loyal Bell, and Bart Giesler.

The minutes from the November 2 minutes were presented. A motion was made to approve by Walt Hamilton and 2nd by Sue Moreland. Motion carried.

Treasurer Hamilton presented the financial report. Assets were \$193,301.82 and net revenue to date was \$18,471.74. A motion to approve the treasurer's report was made by Sue Moreland and 2nd by Karrie Driscoll. Motion carried.

President Moreland discussed the possible Electric Vehicle training that would be offered by Energy Security Agency in May. The cost would be \$10,000 plus travel expenses. After discussion, Walt Hamilton made a motion to enter into contract with ESA and it was 2nd by Jim Steele. Motion Carried.

Bart Giesler discussed the 2022 session and upcoming primary elections. There were attempts to eliminate the use of a certificate mailing that ITWA was able to defeat. President Moreland brought up that BMV stopped processing business transactions at their local branch. If anyone hears about more of these restrictions, please let her or Bart know.

The 2022 Tow Show will be August 5-6. The show will start earlier on Friday at 11:00 am. President Moreland has several speakers from compliance, EV and towing safety, legal, succession planning and asset protection. Dianna Bell has agreed to do another t-shirt quilt for the Survivor Fund. There will be a silent auction – Women's Lunch and multiple activities. Bart Giesler commented that President Moreland has done a great job of getting exhibitors and sponsors, but everyone needs to help in asking vendors to participate and encouraging other towing companies to attend.

President Moreland reported that the Annual Meeting will be December 3 at the Double Tree in Lafayette. More details will be coming later.

Crystal Rose reported that the Ladies Auxiliary was working hard and providing energy to the association by supporting the upcoming EV training class, Tow Show and Christmas Party. The group is always needing more people and ideas.

President Moreland discussed if we needed to have By-Law changes limiting the amount of people from one company that can be on the Board of Directors. There are not any issues now, but there may be a possibility in the future that one company may be perceived as having too much power over the Association. The By-Laws are silent and the industry has changed over the years as some companies have multiple locations or own multiple companies or a combination of both. There was discussion that we voted for people – not companies. Everyone agreed that there were multiple scenarios and a group should be formed to look into the issue. Josh Hercamp made a motion to form a committee and the motion was 2nd by Karrie Driscoll. Motion Carried.

President Moreland asked Josh Hercamp to form a committee and report back to the Board by the Trade Show for discussion.

After some open discussion, Jim Steele made a motion to adjourn and 2nd by Walt Hamilton. Motion carried.

Meeting adjourned at 7:15 pm.



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## **2022 INDIANA TOW SHOW AT FAIR OAKS FARM –FRIDAY AUGUST 5**

**HIGHLIGHTS:** Times are Central Time Zone.



**11:00 AM REGISTRATION OPENS**

**12:00 PM VENDORS OPEN**

**12:00 PM - 4:00 PM – ESA- HYBRID/ELECTRIC VEHICLE AWARENESS**

**\$99 REGISTRATION FOR TOWING ASSOCIATION MEMBERS/\$150 FOR NON-MEMBERS**

**2:30 PM– 6:30 PM – SELFIE SOCIALS PHOTO BOOTH OPEN**

**Wichert Insurance – Drunk Goggles Course open**

**3:00 PM – Director’s Meeting**

**4:00 PM - 9:00 PM – KID’S TRIKE BIKE COURSE OPEN FOR PRACTICE**

**6:30 PM OPENING CEREMONY – WELCOME AND OPENING REMARKS**

**National Anthem by Greg Rhodes**

**6:40 PM- CANDLELIGHT VIGIL – OUTSIDE STAGE AREA**

**Remembering the Fallen Towers**

**GUEST SPEAKERS – Tom Parbs, HAAS Alert, Brian Riker, Fleet Compliance Solutions**



**7:00 PM COOKOUT – FOOD AND FELLOWSHIP**

**7:15 PM- 9:15PM – CONCERT BY GREG RHODES**

From the heart of Indiana **Greg Rhodes** is an energetic country/ pop singer with a soulful sound. He's hails from Muncie, Indiana and has written some great Indiana music.

**50/50 RAFFLE FOLLOWING CONCERT**

## **SATURDAY, AUGUST 6 MORNING HIGHLIGHTS**

**8:00AM – REGISTRATION OPENS**

**8:30AM – 3:00 PM Guest Speaker Presentations - FREE**

**8:30AM – Succession Planning, Jason Wiggins from Horizon Planning group**

**9:30AM – The Importance of Challenging DOT Inspections – Brian Riker from Fleet Compliance Solutions**

FMSCA/DOT regulatory specialist Brian J. Riker of Fleet Compliance Solutions will dig into the reasons why it is important to always understand the impact of violations noted during roadside motor carrier compliance inspections, even those without fines or citations. He will explain the basics of filing a successful challenge and some reasons why DataQ challenges fail. This is a must attend for any fleet owner or manager with a US DOT number, especially if you have a few bad inspections on your SMS Score and are facing insurance renewal problems.

**10:30 AM – Marijuana and the Truck Driver- Is it really a problem? – Brian Riker from Fleet Compliance Solutions**

Is drug abuse in the transportation industry really on the rise? If you have read any headlines lately you may be inclined to say absolutely. In this informative, must attend seminar, Your DOT Guy, Brian Riker, will unpack the Federal drug and alcohol regulations and how they apply to trucking. Join Brian as he dives into what the statistics actually say and answers your questions around the hottest topic in drug testing today, legalized marijuana and CBD product use

**12:30 PM – Hybrid/Electric Vehicles: Are We Ready? Challenges and Solutions for Tow & Recovery Operations – Dalan Zartman, ESA**

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 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.

**2:00 PM– How Towing & Recovery Operators can protect their business & save Thousands in Taxes – Larry Oxenham, American Society of Asset Protection**

Is your financial house in order? Discover the tools towing owners can use to become invincible to lawsuits, save thousands in taxes, and achieve financial peace of mind. By the end of the presentation you will know how to:

- 1) Protect 100% of your assets from lawsuits. You will learn how to make yourself so unattractive to a plaintiff attorney that they will never pursue a lawsuit against you.
- 2) Save thousands of dollars each year in taxes. You will learn five tax reduction strategies most people fail to utilize, which could save you more than \$10,000 each year in taxes.

3) Avoid probate and eliminate all estate taxes. You will be taken through a checklist of items that are important to every estate and business succession plan. You will learn what you should be doing now to prepare for successful business and estate succession.

**3:00 – Towing Lawsuits, How to Collect - Ryan Leagre from Plews, Shadley, Racher & Braun LLP**

This presentation will provide strategies to help you recover unpaid towing invoices using a variety of tools, from insurance negotiation tips to liens and legal claims, and everything in between.

**10:00 AM – VENDORS OPEN**

**10:00 AM- SILENT AUCTION OPENS (Tables at ITWA Booth)**

**10:30AM – 12:00 PM BEAUTY CONTEST REGISTRATION (ITWA Booth)**

**11:00 AM – ROTATOR CHALLENGE – WORLDWIDE EQUIPMENT**



**ROTATE A BUCKET FILLED WITH WATER FROM ONE SIDE OF TRUCK AROUND CORNER AND PLACE ON TARGET. TIME PENALTY FOR SPILLING WATER.**



## **SATURDAY, AUGUST 6 AFTERNOON HIGHLIGHTS**

### **12:00 – POWER OF THE PURSE LADIES LUNCHEON - \$20**



#### **SPONSORED BY - ZIP'S AWDIRECT, CHEEVER'S TOWING, PARDO'S TOWING**

Our luncheon/fundraiser for the tow show will be called the "Power of the Purse Fundraiser". It is geared to empowering women.

We will have two special guests joining us this year, Terri Austin is back again and is joined this year by Shellie Hawkins.

If you joined us last year you know that Terri is a current member of the Indiana House of Representatives, and has assisted ITWA many times with legislation concerning NCOIL, and storage increases.

Shelli Hawkins has been serving in the towing industry since 2008 for 14 years. As a national sales representative for AW Direct and Zip's Truck Equipment she began to realize she found an industry that intersected with her passion for people and desire to help others. Shelli was born and raised in the mountains of Virginia where her parents still live today. She currently serves as the advocate and ambassador for the towing industry for HONK and strives to put our towing companies in first place with all business decisions.

The cost for the luncheon will entitle the guest to lunch and one chance for a ticket to win a purse. At the luncheon guests have the opportunity to buy more tickets (say at 1.00 per ticket) to win a purse of their choice. (They put their tickets in the paper bag in front of the purse they like, and then tickets for the winner are drawn from each bag to select the winner.)

All proceeds from the ladies luncheon go to the ITWA Scholarship Fund.



## **MORE SATURDAY HIGHLIGHTS**



**NOON- BEAUTY CONTEST JUDGING – NORTH LOT - \$30/\$40**

**Judges: Donald Griffin, Devin McBride**

**\*\*PARTICIPANTS WHO PLACE 1<sup>ST</sup>, 2ND OR 3RD WILL BE ACKNOWLEDGED WITH AWARDS ON SATURDAY NIGHT DURING THE COOKOUT!!\*\***

*\$30 PER ENTRY IF ENTERED/ PAID BEFORE JULY 15TH*

*\$40 PER ENTRY IF ENTERED/PAID AFTER JULY 15<sup>TH</sup>*

**Classes offered will be: Light Duty, Medium Duty, Flatbed, Heavy Duty, Rotator, Antique, and Best in Show!**

### **SATURDAY AFTERNOON ACTIVITIES:**

**Drunk Goggles Challenge – Wichert Insurance**

**Photo Booth open - 12:00 PM – 5:00 PM**

**Caricature Artist - 1:00 PM – 5:00 PM**

**Kid's Trike Races - 1:00 PM - 5:00 PM**

**– Enter by age group**

**Glitter Tattoo Artist - 1:00 PM – 5:00 PM**

**Bubble Station - 1:00 PM -5:00 PM**

**Ice Cream Social - 3:00 PM – Get your free Ice Cream and socialize with your fellow towers, while you enjoy all of the activities of the day.**



**1:00 PM - DOT Inspection Pre-Trip Challenge - Brent Hoover, Master Trooper, ISP**

Test your knowledge of the Pre-Trip Walk Around Inspection.

Truck will be staged with several violations, contestants will do a walk around inspection to locate any violations and record them on a score sheet. Most correct answers, and fastest time wins! Bonus points for random questions on score sheet.



**3:00 PM TIRE/BOOM CONTROL WATER LIFT/ TIRE CHALLENGE- WORLDWIDE BOOTH**

Lift a tire that is lying flat with 6 cups of water on it, extend the boom and lay the tire back to the ground in target area without spilling the water. You will be rated on speed, with a time penalty if water is spilled.



## **SATURDAY EVENING HIGHLIGHTS**

### **5:30 PM – Vendor Appreciation and Acknowledgement**



### **6:30 PM – COOKOUT- FOOD AND FELLOWSHIP**

Catch up on the day's events with friends and enjoy the nights Activities.

### **6:30 PM - 8:30 PM - COOK AND BELL**



Born and raised in the heartland, Bret and Michelle fell for music long before falling for each other.

After decades of performing all over the country together and opening for artists such as Rascal Flatts, Lonestar, Charlie Daniels, Dierks Bentley, Montgomery Gentry, Trace Adkins, and Steve Miller Band, Bret and Michelle's passion to create and entertain have only grown. Whether you've watched them on their Emmy award winning TV show 'Cook and Belle's Playhouse', heard their songs on the radio, listened to one of their many records, or just listening for the very first time, you will feel and hear years of passion and hard work that had one thing in mind...You. Their powerful mix of country, soul, 60's and 70's, and gospel will take the entire family for a ride.



## **8:30 PM BEAUTY CONTEST WINNERS AWARDED AT THE STAGE**

**Tribute to the Towman Pistol Drawing – Tribute to  
the Wrecker Operator**

**Get you tickets in for our 1895-G Marlin Rifle and  
display case. This is a collector's item and a  
limited production pistol. You don't want to miss  
out on this one!**



**QUILT AUCTION – Bid on our one of a kind quilt,  
put together by Diana Bell. The quilt is made from  
T-Shirts submitted by ITWA members, and  
proceeds go toward the ITWA Sonny Henline  
Survivor Fund.**

## **9:00 PM – LIGHT UP THE NIGHT- LIGHT SHOW**

Get your trucks all lit up and visit the others  
participating in the light show and pick your  
favorite! Winner will be selected by our very own  
Trooper Hoover!

Winner awarded after the 50/50 Raffle Drawing

## **10:00 PM – 50/50 RAFFLE DRAWING**

## **10:15 PM – LIGHT SHOW WINNER ANNOUNCED**





**INDIANA TOWING & WRECKER ASSOCIATION WOULD LIKE TO THANK  
THE FOLLOWING VENDORS, PARTICIPANTS AND SPEAKERS FOR THE  
2022 TOW SHOW.**

**Vendors:**

T&A Hook-In Supply  
Photo Card Specialists  
Thacker Craftastic  
Energy Security Agency  
Auto Data Direct  
Worldwide Equipment Sales  
Shepherd Insurance  
Federal Signal  
Wichert Insurance  
RoadSync  
Tow Buddy  
Hedinger Equipment  
Indiana Lien  
Austin Insurance  
PTROI  
Kapnick Insurance  
Horizon Planning Group  
Pardo's  
AAA Hoosier Motor Club  
Haas Alert  
Schaeffer Oil  
ClipSavers

**Speakers and Special Guests:**

ESA – Energy Security Agency  
Jason Wiggins – Horizon Planning  
Ryan Leagre – Plews Shadley Racher & Braun LLP  
Brent Hoover - ISP  
Brian Riker – Compliance Solutions  
American Society of Asset Protection  
Terri Austin – Indiana State Representative  
Tom Parbs – Haas Alert  
Shellie Hawkins – Honk  
State Representative Terri Austin



# 2022 INDIANA TOW SHOW AT FAIR OAKS FARM

## TOW TRUCK BEAUTY CONTEST

**WINNERS WILL BE FEATURED ON OUR WEBSITE!!**

**\*\*PARTICIPANTS WHO PLACE 1<sup>ST</sup>, 2ND or 3<sup>RD</sup> WILL BE ACKNOWLEDGED WITH AWARDS ON SATURDAY NIGHT DURING THE COOKOUT!!\*\***

JUDGING BEGINS ON SATURDAY AT NOON IN THE DESIGNATED CONTEST AREA

**\$30 PER ENTRY IF ENTERED/ PAID BEFORE JULY 15<sup>TH</sup>**

**\$35 PER ENTRY IF ENTERED/PAID AFTER JULY 15<sup>TH</sup>**

–FORMS AVAILABLE IN THE SHOW REGISTRATION PACKET, OR AT THE ITWA /REGISTRATION BOOTH ON FRIDAY AFTERNOON OR SATURDAY FROM 8:30AM TO 12PM.

**\*\*DRIVERS DO NOT HAVE TO BE PRESENT WITH THEIR TRUCKS WHILE BEING JUDGED\*\***  
(PLEASE SIGN WAIVER TO INSPECT)

### **CLASSES:**

- A. LIGHT DUTY WRECKERS/ROLLBACKS (LESS THAN 25,999 GVW)
- B. MED. DUTY WRECKERS/ROLLBACKS (26,000 – 33,000 GVW)
- C. FLATBED CLASS – ALL FLATBEDS
- D. HEAVY DUTY CLASS (OVER 33,001 GVW)
- E. ROTATOR CLASS – ALL ROTATORS
- F. ANTIQUES – (25 YEARS OR OLDER)
- G. #1 BEST OF SHOW – DETERMINED BY JUDGES

**\*\*EACH UNIT NEEDS ITS OWN FORM\*\***

# 2022 INDIANA TOW SHOW AT FAIR OAKS FARM

## TOW TRUCK BEAUTY CONTEST

**JUDGING CRITERIA:** (CATAGORIES SCORED ON A 10-POINT SYSTEM

WITH 1 BEING THE LOWEST & 10 BEING THE HIGHEST)

**\*\*BEST OF SHOW WILL BE DETERMINED BY THE PANEL OF 2 JUDGES\*\***

1. OVERALL APPEARANCE AND CURB APPEAL
2. LETTERING & GRAPHICS (*Creativity & Legibility*)
3. PAINT & SCHEME (*Quality of Application*)
4. TRUCK INTERIOR (Clean, Uncluttered, Organized)
5. TIRES & WHEELS (*Matching Tires, Tread Standards – 4/32 On Front, 2/32 On Rear*)
6. WINDOWS (*Cracks, Chips*)
7. STATE ASSOCIATION STICKER/DECAL/PLATE
8. TOOL COMPARTMENT & TOOLS – (*Variety & Orderly*)
9. CABLE, HOOKS, SLING AND UNDER REACH, CHAINS – (*Condition*)
10. CHROME-LIGHTING
11. GLOVES/SAFETY VEST (*5 Points each*)
12. MEMBER OF ASSOCIATION
13. ENGINE COMPARTMENT
14. **EXTRA POINTS:** Judges can add points for optional equipment needed to do a safe and professional recovery job. Can add up to 20 points. (Sawzall, bolt cutters, chainsaw, wire cutters, etc.....)



**ENTRY #**

**CLASS**

**2022 INDIANA TOW SHOW AT FAIR OAKS FARM BEAUTY CONTEST ENTRY**

**Company:**\_\_\_\_\_ **Driver:**\_\_\_\_\_

**Address:**\_\_\_\_\_ **City, St. Zip:**\_\_\_\_\_

**Phone:**\_\_\_\_\_ **Owner:**\_\_\_\_\_

**Chassis Make:**\_\_\_\_\_ **Model:**\_\_\_\_\_ **Yr.**\_\_\_\_\_ **GVRW**\_\_\_\_\_

**Body Make:**\_\_\_\_\_ **Model:**\_\_\_\_\_ **Yr.**\_\_\_\_\_ **Rating**\_\_\_\_\_

**Are you a member of a towing association? (Y) (N)**

**Name of Association:**\_\_\_\_\_

Note: Unit must have a manufacturer sticker in the door.

**\*\*Mark (Circle) only one class per entry form. One truck per entry form. \*\***

<b>CLASS A - WRECKER/ROLLBACK</b>	<b>UNDER 25,999 GVWR</b>	<b>\$30.00</b>	<b>\$35.00</b>
<b>CLASS B - MED. DUTY WRECKER</b>	<b>26,000-33,000 GVWR</b>	<b>\$30.00</b>	<b>\$35.00</b>
<b>CLASS C- FLATBEDS</b>	<b>ALL FLATBEDS</b>	<b>\$30.00</b>	<b>\$35.00</b>
<b>CLASS D - HEAVY DUTY CLASS</b>	<b>OVER 33,001 GVWR</b>	<b>\$30.00</b>	<b>\$35.00</b>
<b>CLASS E – ROTATOR</b>	<b>OVER 25 YEARS</b>	<b>\$30.00</b>	<b>\$35.00</b>
<b>CLASS F – ANTIQUES</b>	<b>OVER 25 YEARS</b>	<b>\$30.00</b>	<b>\$35.00</b>

**CLASS G – #1 BEST OF SHOW – DETERMINED BY JUDGES**

**I AUTHORIZE JUDEGES TO OPEN COMPARTMENTS FOR INSPECTION IF I AM NOT PRESENT WITH MY TRUCK DURING INSPECTION.**

**Signature:**\_\_\_\_\_ **Date:**\_\_\_\_\_



## **2022 INDIANA TOW SHOW REGISTRATION FORM**

The first 100 people to register each night for the cookout on Friday and Saturday night will be free! After that, meals may be purchased on site or ITWA in advance. You must have a ticket to be served a free meal! The cost after that will be \$10 for kids, and \$20 for adults.

**\*Note: Free meals are reserved for ITWA members/companies and their families only.**

There will a free Ice Cream Social for members on Saturday afternoon. Tickets will be included with your meal ticket.

Friday there will be a 4 hour Hybrid/Electric Vehicle Awareness Class presented by ESA. Cost for the 4 hour class will be \$99 for members and \$125 for non-members.

The Entry Fee for the Beauty Contest will be \$30 in advance UNTIL 7/15 and \$40 after that date and at the show. Trophies/plaques will be awarded and winners featured on our new Website. See separate entry form for Beauty Contest.

Entry in the Water/ Lift and Rotator Challenges will be free, and prizes will be awarded. Sign up- day of show at Worldwide Equipment Sales Booth

Entry in the DOT Pre-Trip Inspection challenge will be free on the day of the show. Prizes awarded for 1<sup>st</sup> and 2<sup>nd</sup> place.

Professional photo booth is free and will be open from 2:30-6:30 on Friday and Saturday 12-5pm.

Kids of all ages can enjoy the “adult” trike races, glitter tattoo artist, bubble station and free caricature artist on Saturday afternoon.

Entry in the “Light up the Night Light Show” is free, Winner will be selected by a panel of guest judges. Trophy/Plaque will be awarded. No sign up needed, just be there at 9pm on Saturday night with your lights on to participate. Winner announced at 10:15 pm.

Ladies “Power of the Purse” luncheon tickets will be \$20 and must be purchased in advance. Guest Speakers will be Shellie Hawkins from Honk and Terri Austin, Indiana State Representative.

Souvenir Show T-Shirts must be ordered in advance, and pick up will be at show. Cost per shirt is \$17 for sizes S-XL, \$20 for 2XL and 3XL.

Entertainment each night is complimentary for all, plan to come and enjoy the fellowship with your fellow members.

*Outside table and chairs will be provided, but feel free to bring a lawn chair if you like.*

*Pickup all tickets, armbands, and shirts at ITWA booth at show.*



## 2022 ITWA TOW SHOW REGISTRATION FORM

\_\_\_\_\_ # of Tickets needed - Friday Night Cookout Tickets (1<sup>st</sup> 100 meals are free) Total \$ \_\_\_\_\_

\_\_\_\_\_ # of Tickets needed – Saturday Night Cookout Tickets (1<sup>st</sup> 100 meals free) Total \$ \_\_\_\_\_

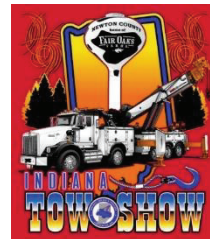
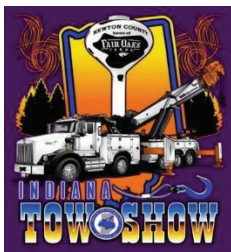
Adults - \$20 – Kid's meal - \$10

If more than 100 people have registered before you, you will be notified.

\_\_\_\_\_ # of Tickets needed – Ladies Power of the Purse Luncheon \$20 each Total \$ \_\_\_\_\_

\_\_\_\_\_ Friday ESA Operational Awareness (\$99 member/ \$150 non-member) Total \$ \_\_\_\_\_

### Souvenir Tow show T-Shirt:



**Purple:** Small \_\_\_\_\_ Med \_\_\_\_\_ Large \_\_\_\_\_ XL \_\_\_\_\_ \$17.00 EA. Total \$ \_\_\_\_\_

2XL \_\_\_\_\_ 3XL \_\_\_\_\_ \$20.00 Ea. Total \$ \_\_\_\_\_

**Red:** Small \_\_\_\_\_ Med \_\_\_\_\_ Large \_\_\_\_\_ XL \_\_\_\_\_ \$17.00 EA. Total \$ \_\_\_\_\_

2XL \_\_\_\_\_ 3 XL \_\_\_\_\_ \$20.00 Ea. Total \$ \_\_\_\_\_

Grand Total ..... \$ \_\_\_\_\_

Name of Person attending: \_\_\_\_\_

Name of Person attending: \_\_\_\_\_

Name of Person attending: \_\_\_\_\_

Company: \_\_\_\_\_

Phone \_\_\_\_\_ Email: \_\_\_\_\_

Credit Card Authorization:

Name on Card: \_\_\_\_\_

Card # \_\_\_\_\_ Exp \_\_\_\_\_ CVC \_\_\_\_\_ Zip \_\_\_\_\_

Please email all registration forms to Sue@Northwesttowing.com

**INDIANA TOWING & WRECKER ASSOCIATION WOULD LIKE TO THANK  
THE FOLLOWING SPONSORS FOR THE 2022 TOW SHOW!**

**Friday Night Street Party**

Worldwide Equipment Sales  
Hedinger's Equipment  
Indiana Lien  
Austin Insurance  
Tow Buddy

**Kid's Activities**

Indiana Lien

**Photo Booth**

Indiana Lien

**Saturday Night Street Party**

Hedinger's Equipment  
Indiana Lien  
Shepherd Insurance  
Haas Alert

**Light Show**

Indiana Lien

**Beauty Contest**

VanderHaag's Inc.  
Indiana Lien  
Kapnick Insurance\_

**Candlelight Vigil**

Indiana Lien  
Haas Alert

**Ladies Luncheon**

Zip's  
Pardo's  
Cheever's Towing

**We still have some sponsorships available, please contact Sue for more information.**



## 2022 EXHIBITOR/SPONSORSHIP PAYMENT FORM

Please check items you would like to help sponsor and complete form and email back to: [sue@northwesttowing.com](mailto: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 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	(1 Available)
_____ Saturday Night Cook Out/Entertainment	\$750.00	(2 Available)
_____ Friday/Saturday Night Security	\$300.00	(4 Available)
<del>_____ Saturday Light up the Night Light Show</del>	<del>\$250.00</del>	<del>Sold out</del>
_____ Beauty Contest Winners/Awards Class Sponsor	\$500.00	(4 Available)
<del>_____ Candlelight Vigil/ Fallen Hero Sponsor</del>	<del>\$250.00</del>	<del>Sold Out</del>
<del>_____ Ladies Luncheon – The Power of the Purse Sponsor</del>	<del>\$250.00</del>	<del>Sold Out</del>
_____ Kid's Activities Sponsor	\$300.00	(5 Available)
_____ Selfie Station – Photo Booth	\$300.00	(2 Available)
_____ Comfort/ Hospitality Tent	\$500.00	(2 Available)
_____ Tow Show General Supporter	\$500.00	( Available)

Total All Sponsorships: \$ \_\_\_\_\_

Name of Company: \_\_\_\_\_

Name of Contact: \_\_\_\_\_

Contact Phone Number: \_\_\_\_\_ Contact Fax Number: \_\_\_\_\_

Contact Email: \_\_\_\_\_

Please scan and email this form to [Sue@Northwesttowing.com](mailto:Sue@Northwesttowing.com) no later than June 30<sup>th</sup>, 2022