



hook & winch

FROM THE DESK OF EXECUTIVE DIRECTOR BART GIESLER

Now what do I do?

My youngest will be graduating in May and he will be playing his last baseball game when the high school season ends. My oldest started playing in 2004 and I have been going to baseball games in the spring (I hate cold baseball) and summers ever since. The good news is that I have never been kicked out (I still have a couple more games to go) and I have made lifelong friends as a result. The question is – what will I do with my new found time next year for spring and summer? My wife is the one asking the question more than me. I will have to adapt to the change, and hopefully my gardening skills improve with the extra time. If you have any gardening advice, please let me know.

Speaking of adapting to change – ITWA is hosting the EV class on May 7. As more cars on the road become hybrids and electrical vehicles and with hydrogen coming after that, we all must adapt to change. It is coming whether we want it to or not. If you have a repair shop and cars don't need oil changes, how will this impact your business? If cars won't run out of gas – but out of charge - how will you charge someone roadside? Adding gas takes only a minute or two, but how long will it take to charge up the car to get them down the road for a full charge? While you are waiting for the car to charge, where is the safest spot for the tow operator and customer? Is it worth the expense to have a mobile charger? I don't have the answers for you. In some cases it is worth having it, and in other cases it may not pay for itself or bring in additional revenue. Now is the time to start thinking about what is coming down the road, as it will be here before we know it.

After we get feedback on the EV Class, we will evaluate if there is a need for additional EV trainings. Besides EV, what type of training would you suggest? The training does not have to be for roadside operations. It can be learning more about federal compliance, Quickbooks, hiring strategies, retention strategies, marketing, website, and the options are unlimited. However, we need to hear from you. What do you need from ITWA to help you become more informed? What issues keep you up at night? These are the things that ITWA wants to offer. In order for us to do this, we need your input. Please reach out to ITWA directly, or your chapter directors or officers to start the conversation. Don't be afraid to ask.

The Trade Show will be here before we know it, as well. President Moreland has done a great job of reaching out to vendors and filling the days with activities. If you have any vendors who have not been to the show in the past, please talk to them about participating. More vendors bring in more towers and more towers bring in more vendors. We need to make sure that we all are helping to promote the show – and not just a few.

Thanks to all of our sponsors for the EV Class.



2022 OFFICERS

Chairman of the Board: **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
135 N. Pennsylvania, Ste. 1175
Indianapolis, IN 46204
Ph. 765-288-6041
Fax 317-638-7976
Email: bgiesler@wswi.com

Associate Members

AAA Chicago Motor Club	630-328-7294
AAA Club Alliance.....	513-476-7913
AAA Hoosier Motor Club.....	317-612-2581
Auto Data Direct Inc.	850-877-8804
Copart Auto Auctions	317-216-2186
Haas Alert	815-994-7244
Hedinger's Tow Equipment.....	317-322-7885
Horizon Planning Group	317-439-7833
Indiana Lien.....	317-297-2545
Kincaid Insurance	877-880-5506
Koester's JSK Corp.....	260-748-4583
Lynch Chicago	708-233-1112
Payne & Brown Insurance.....	740-965-4472
Plews Shadley Racher & Braun	317-637-0700
RoadSync	470-223-7570
ROCS Towing Recovery LLC	219-440-2868
Shepherd Insurance.....	317-462-9204
The DeHayes Group.....	260-424-5600
U Pull and Pay	317-925-2277
Vander Haag's, Inc.	317-597-7141
Wichert Insurance.....	740-654-0532
Worldwide Equipment.....	815-725-4400
Zip's Truck Equipment, Inc. (Paramount Financial).....	877-394-5808

Permission to reprint materials is granted to anyone wishing to do so for the non-commercial purpose of sharing information to the towing industry. The following must appear: Hook & Winch (month/year of publication), "official publication of the Indiana Towing & Wrecker Association." All other uses or reproductions either in its entirety or in part would be a violation of the copyright laws and are prohibited.

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.


AWDIRECT

1-800-222-6047

We have everything you need. Zips.com

- Towing Straps & Chains
- Hi-Vis Gear & Apparel Personalization
- Huge Selection of Lighting
- Side Pullers
- Winch Lines & Hardware
- Repair Parts
- Toolboxes & Storage

FREE SHIPPING*
ZIPS.COM
 ON \$199 ORDERS



*Free shipping is only valid on purchases of \$199 or more and ground shipments within the contiguous 48 states for products weighing less than 150 lbs.



When failure isn't an option!



Manufacturer of the Best Air Lifting Bags

High, Medium & Low Pressure Lifting Cushions

Jumbo Recovery Systems

Underwater Lift Bags

Landing Bags...

Visit our website
www.matjack.com



See what MatJack can do for you!

Toll free 800-827-3755 Phone 317-359-3078 Fax 317-359-3079
 Email matjack@sprynet.com



PROVIDING QUALITY TOWING EQUIPMENT

(708) 233-1112

We Maintain a Large New and Used Inventory

*Huge Parts Department with Same Day Shipping

*Quality Repair Facility *Brand New State-of-the-Art Body Shop

4300 West 123rd Street, Alsip, IL 60803

www.lynchchicago.com

Find us on Facebook



CENTURY



HOLMES



FROM THE DESK OF PRESIDENT MORELAND

Busy times here at ITWA. We are just about a week out from our EV/Hybrid Vehicle Class. Our venue holds approximately 85 people, and we are going to have a full class! Special thanks to all of our wonderful sponsors that made this event possible, and also a big thanks to Bart for all his work on coordinating all the details of this event!

I would like to also welcome two new members to our ITWA family, Rocs Towing & Recovery LLC from Griffin, Indiana, and Tow Rite Inc. from Indianapolis, Indiana.

While Bart has been busy working on the EV Class, we have also been working on plans for the 2022 Tow Show. This year's show is going to be a great one, so please plan to attend! We have some excellent speakers lined up this year. It's time to get your rooms reserved at Fair Oaks, when calling ask for the ITWA group rate which is good for Thursday, Friday and Saturday nights.

I am proud to announce that State Representative Terri Austin will once again be attending our ladies luncheon, and we also have another special guest this year, Shelli Hawkins.

Shelli will be speaking to the ladies about the importance of communication. Shelli 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.

We also have some fun things lined up for the kids this year. We will be having "adult" tricycle races. We will have events scheduled by age groups. All the kids will get a ribbon, and the overall winner will get a trophy. We have a glitter tattoo artist scheduled, a bubble station, and a caricature artist will be on hand to do custom drawings.

New this year, we have a professional photo booth. Photos will be printed on site, and there are three sponsorship opportunities where your company name or logo can be printed on the photo frames.

All the above items, plus the usual beauty contest, wrecker challenges, dot challenge, food and entertainment both nights are planned. It will be a busy, fun-filled weekend for the whole family!

As always, we are asking for help with sponsorships again this year. Take a look at the sponsorship opportunities and see if there is something you would like to help with!

Till next time,

Sue



Special Association **Discount** for the Indiana Towing & Wrecker Association

SuperFleet Mastercard® Association Fueling Program

A fuel card program designed with associations in mind.

- Save 5¢ per gallon at Speedway locations*
- Over 3,400 fueling locations in the U.S.
- Over 175,000 locations nationwide that accept Mastercard cards**
- Custom card controls and increased security
- Online reporting and account management



SuperFleet®

ITWA

EARN AN
ADDITIONAL
**25¢ PER
GALLON!†**



**Speedy
Rewards**

Earn Speedy Rewards
on eligible purchases
at Speedway.

Call Holden Moll now at 1-760-918-5933 or email
holden.moll@fleetcor.com to start earning your
association savings today!

Be sure to reference the Indiana Towing & Wrecker
Association for your special
25¢ discount.

*Limited time offer valid for new Speedway SuperFleet Mastercard applications received from 3/7/2022 through 12/31/2022. New approved accounts will earn 25 cents per gallon rebate on Speedway fuel purchases in the first three months after account setup. Rebates are cents per gallon based on the number of gallons purchased at Speedway locations per calendar month. The maximum promotional rebate in any one-month period, regardless of billing terms, is \$500. Rebates are subject to forfeiture if account is not in good standing.

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

***Please see Client Agreement – at www.fleetcor.com/terms/superfleet-mc – for rate, fee and other cost and payment information. Fuel purchases at locations other than Speedway locations are subject to an out-of-network transaction fee. The SuperFleet Mastercard® is issued by Regions Bank, pursuant to a license by Mastercard International Incorporated. Mastercard is a registered trademark, and the circles design is a trademark of Mastercard International Incorporated.

© 2022 FLEETCOR, P.O. Box 1239, Covington, LA, 70434.

ITWA LADIES AUXILIARY

I hope this finds everyone looking forward to the upcoming Tow Show. Some of the most popular events from last year will be back again. We also have some new events planned for the show.

The Worldwide guys will again this year give you the opportunity to try your skills at the very popular “Rotator Challenges.”

Brent Hoover, who each month gives us some great DOT tips in his article “DOT CHAT,” will bring something new to the show with his “DOT Inspection Challenge.”

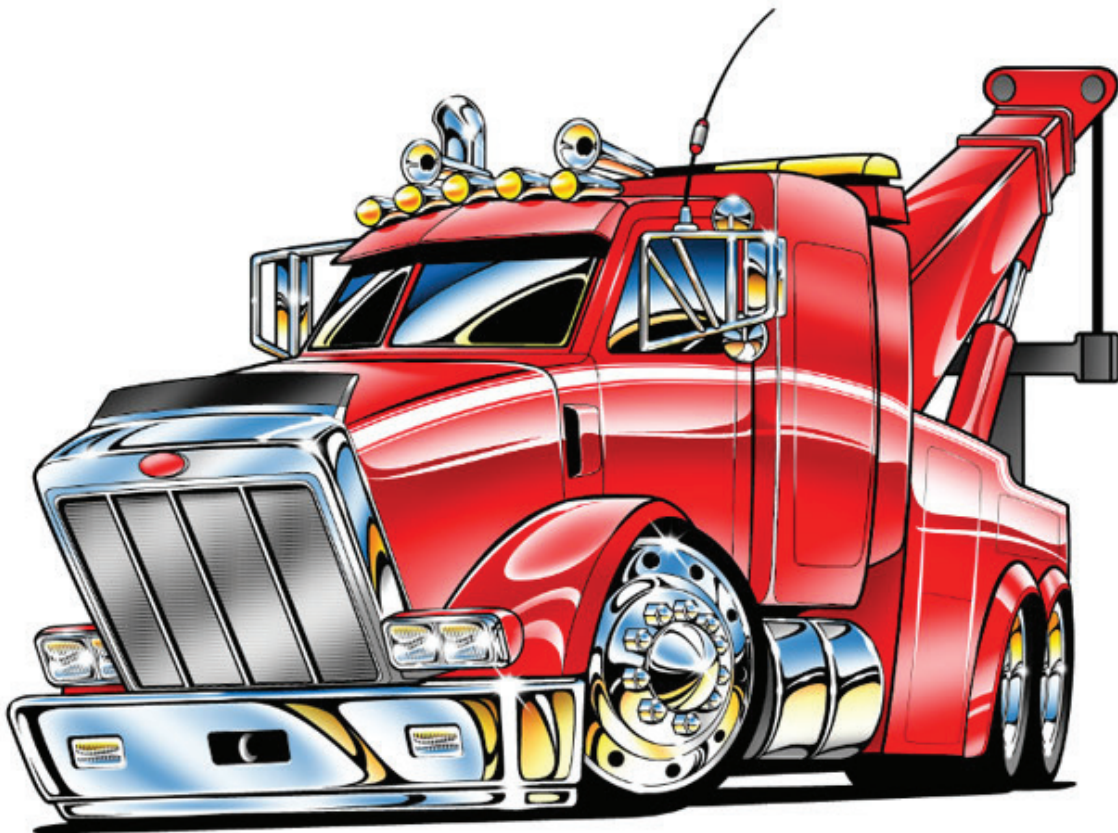
Another new feature this year is the “Photo Booth.” It will be available both Friday and Saturday, with a knowledgeable attendant to assist you as needed.

Another new event that you will want to try is the “Drunk Goggle Course” provided by Wichert Insurance. Watch for more exciting news about the Tow Show in next month’s newsletter.

On a personal note, I would like to thank those of you who called, texted, posted messages on face book, sent cards and gifts, and attended the memorial service for my Mother. Your sympathy and kindness is deeply and sincerely appreciated.

Blessings to all,

Crystal





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

Acknowledgement/ 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

Acknowledgement/ 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 Available)	\$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 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: _____

Contact Email: _____.

Please scan and email this form to Sue@Northwesttowing.com

Shepherd Towing Insurance Team



WHAT OUR CLIENTS SAY:

"Great people to work with along with reliable and efficient! Always there for me and my business 24/7, just like we run!"



KAREY CRONE | Owner
I-70 Wrecker Service & Garage
Camby, Indiana

MEMBERS OF:

- Towing & Recovery Association of America (T.R.A.A.)
- Hook & Winch (I.T.W.A.)
- Professional Towing & Recovery Operators of Illinois (P.T.R.O.I.)
- Towing & Recovery Association of Kentucky (T.R.A.K.)

Contact our specialized Towing Insurance Team

317.448.0571 or 317.462.9204

shepherdins.com

Facebook: **ClarkPenceTowingSpecialist**



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 break and talk about brakes. As technology gets more and more advanced, I would like share with you a snip it from the CVSA Inspection Bulletin 2018-04 Air Disc Brake Inspection.

Direct-Mounted Air Disc Brake System

On a direct-mounted air disc brake system, at each wheel-end, check the brake for the following:

- Loose parts (such as chamber and caliper mounting bolts, pad retaining components, etc.), broken or cracked air hoses, air system leaks, and damaged components. Check that brake hoses and cables are properly secured but allow the caliper full movement during normal operation.
- The presence of brake pads, if visible. Also, check the condition of the rotor for visual signs of extreme pad wear, a missing brake pad or a pad that is inserted backward with the backing plate against the rotor (metal-to-metal contact).
- Ensure that brake pad hold-down springs and pad retaining bars are present and in the correct position.
- Oil or grease contamination of brake rotor and/or pad.
- Presence and condition of the rotor, if visible, ensuring there are no cracks that pass completely through either side rotor to the center vent, excessive rust or signs of metal-to-metal contact.



NOTE: Excessive rust on a rotor can be an indication of an inoperative air disc brake (have the driver apply and release the brake when this condition is present to see if there is any caliper movement upon application).


- Ensure the springs in the parking brake chambers are not caged in the released position.
- Ensure the brake chambers are not different sizes on the same axle.

To see the full inspection bulletin please see:

<https://www.cvsa.org/wp-content/uploads/Inspection-Bulletin-2018-04-Air-Disc-Brake-Inspection.pdf>

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

500 CLUB MEMBERS



31 Diesel Truck & Wrecker Service, Inc.
31 Wrecker Service (Columbus)
A Towing Service
AAA Hoosier Motor Club
American Bulldog Towing and Recovery Corp.
ASAP Towing/Korson
ATA Auto Repair and Collision LLC
Auto Data Direct Inc.
Avilla Motor Works
Bert's Towing, Inc.
Bill's Professional Towing
Carnaghi Towing & Repair, Inc.
Charlies 24 Hour Towing
Cheever's Towing & Recovery
Cook's Towing Services, Inc.
Copart Auto
D-1 Towing & Recovery
Dave's Wrecker Service, Inc.
Davis Towing and Recovery
Double T Towing Recovery Corp
Farney's Service Center
First Call Towing & Recovery
Froedge's, Inc.
Furnish Towing & Recovery
Green Services, Inc.
Hanna's Wrecker Service
I-70 Wrecker Service & Garage
Indiana Lien
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
JR's Service and Recovery
Kincaid Insurance
Koester's JSK Corp.
Mike's Auto Wrecking
Murray Leasing LLC
Newcomer Service, Inc.
Northwest Towing and Recovery - Anderson
Paddack Wrecker Service
Parker Service / Hinsey Wrecker
Pauls Auto Repair & Towing
Plunkett Salvage
Precision Towing
Ray & Wally's Area Garage
Republic Frame and Axle
Rick's Auten Rd. Phillips 66
Stan's Towing & Recovery Service
State Auto Body
Suburban Towing, Inc.
TDS Heavytowing & Recovery, Inc.
Thompson's Towing & Repair
Tom's 24 Hour Towing
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.
(Paramount Financial)
Zore's Inc.

START PLANNING AS SOON AS POSSIBLE

Over the past few months, I have reviewed the processes and strategies we use to help business owners sell their businesses and protect the fair market value of what is usually their largest asset. This month I'd like to review the importance of starting that process early. Even if you aren't ready to sell any time soon, it is important to have a plan in place.

For most business owners, their largest asset is the fair market value of their business and selling it is not as easy as liquidating shares in a 401k. Protecting and eventually collecting the value of a business is a multi-step process that works best when we start early. To illustrate, let's look at a hypothetical company.

Bill is a 63-year-old owner of a wrecker service in Indianapolis. His oldest son and daughter both work for the company and his plan has always been for them to take over the business when he retires. He also has a younger son that is not involved with the business. Bill has invested most of his money back into his company. He has \$350k in savings. His health is making the running of the business too difficult, and he would like to retire in two years. Bill will face a couple of problems in doing so.

First, Bill probably cannot retire on \$350k. Even at a very aggressive 4% withdrawal rate, he would be making less than \$15k/year. This is not only likely to severely impact quality of life in retirement, but at a 4% withdrawal rate his chances of running out of money before he dies are very high. Second, he may be creating an inequitable situation between siblings. Gifting a \$1 million business to two of his children, but nothing to the child that isn't involved in the business could create familial tension and a sense that they favor one less than the other two.

The obvious solution would be to sell the company to the two siblings. This gets Bill the money he needs for retirement, removes the danger of keeping Bill on salary (reviewed in last month's article), and prevents the appearance of preferential treatment. However, this plan only works if the son and daughter have the money to purchase the company. Often, this is not the case.

These are issues that are created because of a need to move quickly. If Bill had started to plan 10 years prior, he could create a few advantages. First, he could invest monthly in a sinking fund for 144 monthly payments as opposed to 24 months. This reduces the amount needed each month and allows interest to accrue over time. Second, he can structure the agreement to be funded by himself, his son, and his daughter in amounts they deem fair and appropriate. Third, he can back this plan with insurance that protects against the death or disability of himself, his son and daughter. Fourth, since this is a buy-out, the son who is not involved with the business will not be left out of a very large gift.

These plans do not need to be complicated.

Jason Wiggins
Financial Advisor with Horizon Planning Group
Jason.Wiggins@HorizonPlanningGroup.com
317-439-7833

Registered Representative and Financial Advisor of Park Avenue Securities LLC (PAS). Securities products and advisory services offered through PAS, member FINRA, SIPC. Financial Representative of The Guardian Life Insurance Company of America® (Guardian), New York, NY. PAS is a wholly owned subsidiary of Guardian. Horizon Planning Group Inc. is not an affiliate or subsidiary of PAS or Guardian. CA insurance license #4143006 2022-133986 Exp. 2/24

TOW SHOW REMINDERS

August 5 – 6

Fairfield Inn and Suites - \$154

To book – click here:

[Book your group rate for Indiana Towing & Wrecker Association](#)

The hotel block expires on July 10th. Book now to guarantee your room.

ITWA Quilt Fundraiser for Survivor Fund

If you haven't already sent in your T-shirt, please do so ASAP.

Please send your t-shirt and \$25 to:

Diana Bell

c/o Froedges Towing

700 Covington Street

Crawfordsville, IN 47933

Save the Dates

EV Training

May 7

Christmas Party/

Annual Meeting

December 3

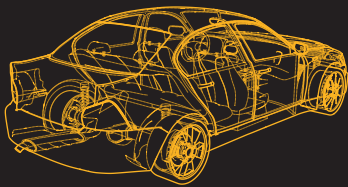
Double Tree by Hilton

– Lafayette



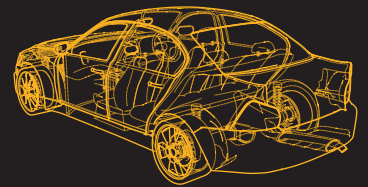
WE BUY JUNK CARS!

317.925.2277



U•PULL &•PAY

SELF-SERVE USED AUTO PARTS
www.upullandpay.com



Do-It-Yourself Lien Letters

Indiana tow operators can save time and money with a simple, web-based letter process.

- ▶ Create and send certified notification letters online
- ▶ Track certified letters with delivery confirmation

Plus! Access to NMVTIS national title search, owner & lienholder info in 30+ states and national theft check.

 **AutoDataDirect, Inc.**



For more info visit **ADD123.com**, call **866.923.3123** or email **info@add123.com**

EV Training Sponsors

Class Sponsors

Indiana Lien & Hedinger

Lunch Sponsors

Double T Towing – Auto Data Direct – Wichert Insurance

Breakfast Sponsors

AAA Hoosier – Kapnick Insurance – RoadSync

Refreshments Sponsors

Kapnick Insurance – I 70 Wrecker Service – D-1 Towing

Need to file a Mechanic's Lien?

Call the name you've come to TRUST!

*For over 10 years we have been helping clients
with mechanic's liens.*



INDIANA LIEN

MECHANIC'S LIEN PROCESSORS



- ◆ Experienced ◆ Knowledgeable
- ◆ Friendly ◆ Fast

PO Box 87
Cicero, IN 46034

Phone: 317.297.2545
Fax: 317.297.1280



CUSTOM COVERAGE FOR THE TOWING & RECOVERY INDUSTRY

JAY VANBUREN

VP, Commercial Insurance

☎ (517) 265-1876 🌐 kapnick.com

✉ Jay.VanBuren@kapnick.com

