



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.



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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



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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.”

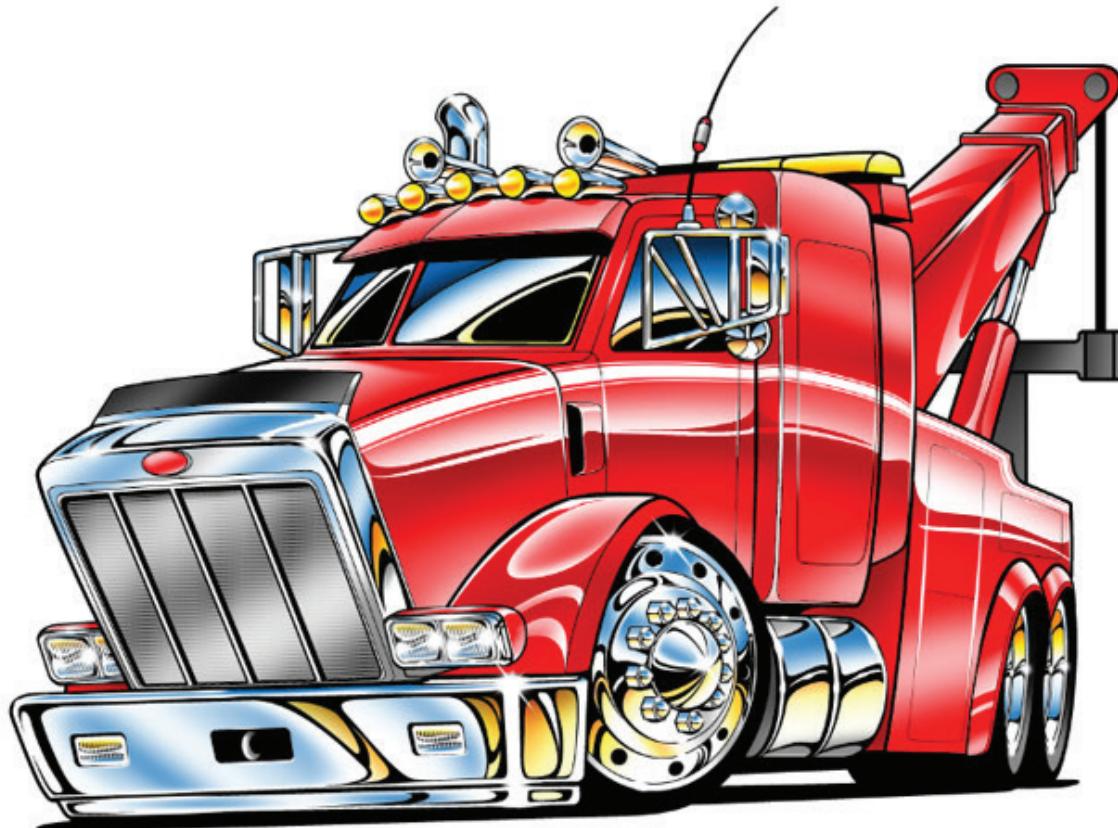
Another new feature this year is the “Photo Booth.” It will be available both Friday and Saturday, with a knowledgeable attendant to assist you as needed.

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

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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.

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Saturday Beauty Contest Winners/Awards (6 Available)	\$500.00
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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



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DOT CHAT WITH BRENT HOOVER



Hello and welcome back! If you are new to the column I would like to take a minute and bring you up to speed on who I am. My name is Brent Hoover. I am a Master Trooper with the Indiana State Police. October marked my 18th year with the ISP. I am assigned to the Commercial Vehicle Enforcement Division or CVED for short. My primary daily duty is to enforce the State and Federal Regulations for CMVs in the State of Indiana. I am certified to complete Part A and B Inspections, as well as General Haz-mat and Cargo Tank inspections. I am also a Part B Instructor for the National Training Center, which means I teach new inspectors how to inspect and document level 1 inspections. I have competed twice in the North American Inspectors Championships. I am the current administrator of the CVED Facebook page, where I post about tips and tricks to improve your pre-trip inspections and to avoid common roadside violations.

This month I would like to 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

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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
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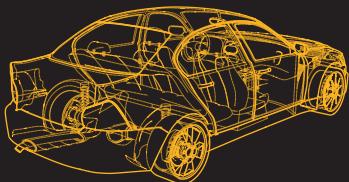
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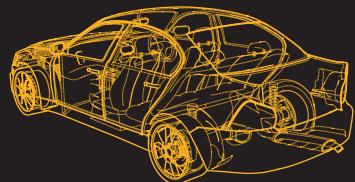


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