



hook & winch

FROM THE DESK OF EXECUTIVE DIRECTOR BART GIESLER

Here we go again...

A couple of months back, I received an old ITWA newsletter from April 2012 from Tom Bertagnolli where he wrote his monthly article for the *Hook & Winch*. His article focused on the high cost of diesel fuel (it was \$3.85 per the article compared to today's \$6.03 average). If you remember the high prices from 2012 (or the 2008 prices of \$4.60 per gallon), the good news is that you made it through. I am confident that we will make it through these high prices as well. I don't have any great advice other than the basics – tire pressure – maintenance – plan ahead.

I was contacted by Rep. Jim Pressel who chairs the House Roads and Transportation Committee. As a result of the various bills dealing with towing industry over the past couple of years, he is going to pull the various stakeholders (towing, insurance, banking, car dealers, BMV and others) together in August to see if there can be a comprehensive clean up legislation. If you have ideas, please let me or any of the ITWA directors and officers know your suggestions. As you consider ideas, think about what the biggest headaches are for you. What processes are cumbersome and don't add value? What can be streamlined? We need to remember that there are other groups at the table and we need to make sure that there are consumer protections. I don't know where the ad hoc group will end up, but do know that ITWA will be at the table. If we are professional and respectful of the process, this can be a positive opportunity for us. Part of the process is knowing your legislators. The legislature re-drew the maps in 2021 and this is the first general election with the new maps, so your legislators may have changed. There have also been several retirements, so please take the time to identify and meet with your legislators.

With the upcoming Tow Show, I want to once again remind everyone to sign up in advance for the Show. President Moreland has done an incredible job of getting vendors and sponsors to participate. The Tow Show committee also needs to plan the show – which includes figuring out how many meals are needed – how many people will be attending classes – and the list goes on and on. I also want to remind you to invite your local police and fire departments to attend the electric vehicle class (as well as the show). As an industry, we need to work hand in hand with the first responders. They need to know this information just as much as we do. If we ALL are on the same page, the safer it will be for everyone. The same is true for other towing companies. Please invite them, even if they are not part of ITWA. If they attend the class, they will see that ITWA responds to the needs of its members and they are more likely to join.

Please don't forget to send in your raffle tickets to ITWA or let us know if you will bring them to the show!

ITWA Scholarship applications are due July 31 – application is available online.



2022 OFFICERS

Chairman of the Board:

Tom Bertagnoli

Double T Towing Recovery Corp.
1950 N. Indiana
Griffith, IN 46319
Phone 219-972-2100
Fax 219-972-2045
Email: tombertagnoli@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	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
Kapnick Insurance	517-263-4600 x1150
Kincaid Insurance	812-649-5739
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.....	219-440-2869
Shepherd Insurance.....	317-462-9204
The DeHayes Group.....	260-443-8331
U Pull and Pay	317-925-2277
Vander Haag's, Inc	317-597-7141
Wichert Insurance.....	740-654-0532
World Wide 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.

FROM THE DESK OF PRESIDENT MORELAND

This has been another busy month preparing for the Tow Show! Things are really shaping up! I am so pleased with how this show has taken off in just the few short years since we decided to revive it. We have more vendors than ever this year and a nice blend with something for everyone!

This year we have focused on bringing you information on Hybrid/Electric Vehicles, and giving you the tools you will need to become familiar with, and comfortable handling them, should you come across one.

On Friday we have a four-hour class lined up with Dalan Zartman from Energy Security Agency. If you missed the class in Indianapolis, this is your chance to make up for it. We will also have on-site some portable charging solutions for you to ponder, a new Tesla for you to look at, and from EasTract North America we will have one of their Towtract machines at the show to demo for you. These products have been in use in Europe for over 10 years by parking companies, towing companies, and government agencies and have been identified by European automotive makers as the future for damage-free towing.

We also have restructured the Beauty Contest this year, adding a new category, and also awarding prizes for the 1st through 3rd place finishers. Photo Card Specialists will be on-site to take pictures of each truck as it enters the parking lot upon arrival. The Beauty Contest 1st through 3rd place finishers in each category will receive a photo plaque, and the pictures will come from Photo Card Specialists for the plaques. New this year, the 1st place winner in each category will also receive a trophy. We have a special trophy for the Best In Show Winner, and also the winner of the Light Show. It is beautiful and one you will definitely want to take home!

Saturday is filled with activities and speakers to keep you busy all day long. New this year at 3pm we will have free ice cream in the parking lot to give you that little extra boost to keep you going until the cook-out starts.

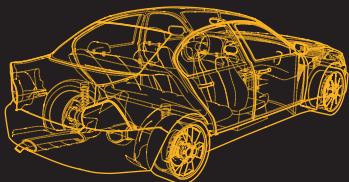
Please be sure to look over this newsletter, get your rooms reserved and registrations sent in. If you are interested in the Electric/Hybrid Class, be sure to check that off on your registration. And ladies, don't forget about our Ladies Power of the Purse Luncheon. The Luncheon gives you a chance to come inside from the heat and enjoy a nice meal, fellowship, and fun with the other ladies in our group!

Sue

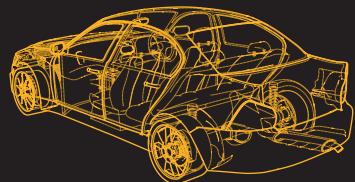


WE BUY JUNK CARS!

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**

ITWA LADIES AUXILIARY

The Indiana Tow Show will be here before we know it!

This show is family-oriented with many activities to keep the entire family busy all weekend. We have added some new activities to this year's show along with bringing back some of the popular events from last year.

Here are just a few of our new activities for this year: Professional Photo Booth, Drunk Goggles Challenge, DOT Pre-Trip Inspection Challenge, Trike Bike Course, Ice Cream Social, Hybrid/Electric Vehicle Awareness Class.

Here are a few of the popular events back from last year: Ladies Power of the Purse Luncheon, Friday Night Opening Ceremony and Candlelight Vigil, Friday Night Cookout and Concert by Greg Rhoads, Saturday Night Cookout and Concert by Cook and Bell, Water/Lift Rotator Challenges, Tow Truck Beauty Contest, Light Up the Night Light Show, Quilt Auction, 50/50 Raffle Drawing, Silent Auction.

The generosity of our sponsors contributes to the success of this show. Thank you to all who have sponsored an activity. There are still a few sponsorship opportunities available. So please let us know if you would like to sponsor something.

Also we will need volunteers to work an hour or two at the show. Last year many of you volunteered in one way or another. We so much appreciate our volunteers. We could not have a show without you. Let us know how you would like to help this year.

If you have not already booked your room at the Fairfield, do so soon. The rooms are going fast.

Also turn in your registration forms as soon as possible. We need these numbers as we work with Fair Oaks to finalize details for the show.

This is going to be a great and exciting show that you will not want to miss!

Please feel free to contact either Sue or me with any questions or ideas.

Looking forward to seeing you at the show.

Until Then...Please Stay Safe.

Crystal

Hello, Summer!

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



Kapnick
Towing + Transport

CUSTOM COVERAGE FOR THE
TOWING & RECOVERY INDUSTRY



Kapnick



TOW + TRANSPORT
INSURANCE EXPERT

MARK ARBAUGH
mark.arbaugh@kapnick.com
734.929.6590
KAPNICK.COM



Find us on
Facebook

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



CENTURY®



HOLMES®

Talbert®
SINCE 1938

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 talk about pre -trip inspections and what you should be looking for and checking. So, we see that 396.11 covers:

396.11 Driver vehicle inspection report(s).

- (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.

Are you taking the time to stop and thoroughly go through your truck before you head out on the road? Take a few minutes and remember back to your CDL test. When inspecting service brakes, don't forget to pump down your air brakes and check for the low air warning lights and buzzer, and to make sure that the valve pops out on its own. Do you know where your triangles and fire extinguisher are, and if your extinguisher is full? Take your time and check these items from time to time.

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

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](#)



500 CLUB MEMBERS



31 Diesel Truck & Wrecker Service, Inc.
31 Wrecker Service (Columbus)
AAA Hoosier Motor Club
American Bulldog Towing and Recovery Corp.
ASAP Towing/Korson
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
Curtis Garage & Wrecker Service, Inc.
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.
Haas Alert
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
Kapnick Insurance
Kincaid Insurance
Koester's JSK Corp.
Mike's Auto Wrecking
Murray Leasing LLC
Newcomer Service, Inc.
Northwest Towing and Recovery - Anderson
Paddock Wrecker Service
Parker Service / Hinsey Wrecker
Pauls Auto Repair & Towing
Plunkett Salvage
Precision Towing
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.

Here is website to book your room:

Book Your Group Rate | Marriott International

Special rate - \$154

Hotel Block expires July 10

More information available on website under Tow Show tab.

MAT JACK When failure isn't an option! **JUMBO LIFT**

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

REF #: 04-20-01

ZIPS **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.

GMG
GREEN MOUNTAIN GRILLS
WOOD FIRED & PELLET GRILLS

SPILL TACKLE
Tough Spills get TACKLED!
all.Grip
VEHICLE RECOVERY SYSTEMS

PARDO'S Towing
765-966-2669

NRC

Schaeffer's
SPECIALIZED LUBRICANTS
OFFICIAL RETAILER

SBA
PRODUCTS CO.

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

Speakers and Special Guests:

ESA

Jason Wiggins – Horizon Planning

Ryan Leagre – Plews Shadley Racher & Braun LLP

Brent Hoover - ISP

Brian Riker – Compliance Solutions

Larry Oxenham - American Society of Asset Protection

Whiterail Recruits

Terri Austin – Indiana State Representative

Tom Parbs – Haas Alert

Shelli Hawkins – Honk

Vendors:

T&A Hook-In Supply	Photo Card Specialists
Thacker Craftastic	Energy Security Agency
Auto Data Direct	Worldwide Equipment Sales
Schaeffer Oil	Shepherd Insurance
Federal Signal	Wichert Insurance
RoadSync	Horizon Planning Group
Tow Buddy	Pardo's
AAA Hoosier Motor Club	Haas Alert
ClipSavers	Custer Products
Foulk Creations	Austin Insurance
Hedinger Equipment	PTROI
Indiana Lien	Kapnick Insurance
Whiterail Recruits	EAS Tract North America
Wes Wilburn / American Towing & Recovery Institute	

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



SuperFleet

ITFWA

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



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 RAFFLE

August 6th, 2022

Where:

ITWA Trade Show at:
Fair Oaks Farms
856 N 600 E
Fair Oaks, IN 47943

How to Buy:

Contact an ITWA
member for tickets

Cost:

\$10 Per Ticket

*Tickets must be returned
to ITWA by July 29, 2022*



Tribute to the Wrecker Operator - Special Edition Ruger Vaquero 45LG

Wrecker Operator Marlin 1895 (Estimated Value \$2,100)

(Gun is made by Centennial Classic Arms and is one of a limited edition of 900 produced)



\$300



\$200

More images and details available at www.towingindiana.com.



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

2:30 PM – 6:30 PM – WICHERT INSURANCE DRUNK GOGGLES COURSE OPEN

3:00 PM – 4:00 PM - ITWA BOARD OF DIRECTORS 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

When you retire, who will take over your business? Are you planning to sell to a family member or key team member? Can they afford to buy you out? Can you afford to retire without getting the full value of your business?

Join me and learn how I help business owners retire when and how they want to, get the full value of their business, and avoid creating a massive debt for the next generation.

9:15 AM – 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.

10:00 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

10:45 AM – 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.

1:45 PM Whiterail Recruits

Whiterail Recruits has implemented a new rapid hiring platform that has revolutionized the hiring process for tow truck companies across the country and would like to help your show attendees do the same.

2:15 PM – 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.

3:15 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.

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 PM – 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.

Shellie 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. Shellie 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 1ST, 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 15TH

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

SATURDAY AFTERNOON ACTIVITIES:

12:00 PM – 5:00 PM Photo Booth open

**12:00 PM – 4:00 PM - Drunk Goggles Challenge –
Wichert Insurance**

1:00 PM – 5:00 PM - Caricature Artist



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

– Enter by age group –

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

1:00 PM -5:00 PM - Bubble Station –

**3:00 PM Ice Cream Social– 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



HYBRID/ELECTRIC VEHICLE (HEV) AWARENESS COURSE

This four (4) hour course that will be offered on Friday, August 5 from 12:00 pm – 4:00 pm is designed to provide students with a complete understanding of HEV Vehicles and the potential hazards related to them. Students will receive highly interactive instructional periods to safely identify and engage with HEV's in all potential hazard conditions.

This course includes:

- Vehicle Identification
- Available Resources
- HEV Electrical Systems
- Hazardous Condition Identification
- Hazardous Condition Management
- Environmental Considerations
- Standards and Compliance

The cost to attend is \$99 for members of ITWA or another state's towing association. Cost for non-members is \$150. To register for the class, please complete the Tow Show registration form. Please reach out to your local police and fire departments and encourage them to attend. We have a limited number of seats and cannot guarantee a seat if you do not register in advance.

A certificate of completion will be awarded to attendees after the completion of the class.

In addition to the Friday Operational Awareness Course, there is a one (1) hour presentation that highlights the real world hazards associated with hybrid and electric vehicles, and the challenges facing the tow and recovery industry. There is no charge for this presentation.

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 thru 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 or available at ITWA booth on Saturday at the show.

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 for 1st-3rd place in each category. Winners will be posted on our 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 1st and 2nd place.

Professional photo booth is free and will be open from 2:30-6:30 on Friday and Saturday 12-5pm. Pictures will be available immediately, and will be framed with the date and sponsors name on the picture.

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 (1st 100 meals are free) Total \$_____

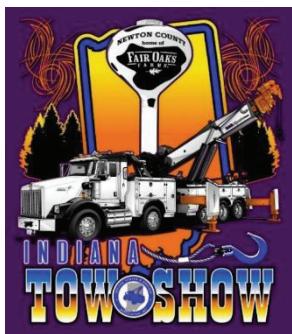
 # of Tickets needed – Saturday Night Cookout Tickets (1st 100 meals free) Total \$_____

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 members/\$150 non-member) Total \$_____

Souvenir Tow show T-Shirt:



Purple

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



Red



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. **

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

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

Signature: _____ Date: _____



2022 INDIANA TOW SHOW AT FAIR OAKS FARM TOW TRUCK BEAUTY CONTEST

WINNERS WILL BE FEATURED ON OUR WEBSITE!!

****PARTICIPANTS WHO PLACE 1ST, 2ND or 3RD 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 15TH

\$35 PER ENTRY IF ENTERED/PAID AFTER JULY 15TH

—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: (CATEGORIES 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.....)

**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
I-70 Wrecker Service

Saturday Night Street Party

Hedinger's Equipment
Indiana Lien
Shepherd Insurance
Haas Alert
Double T Towing

Light Show

Indiana Lien

Ladies Luncheon

Zip's AW Direct
Pardo's Towing & Recovery
Cheever's Towing

Beauty Contest

VanderHaag's Inc.
Indiana Lien
Kapnick Insurance
I-70 Wrecker Service

Photo Card Specialists
Double T Towing

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

INDIANA TOWING AND WRECKER ASSOCIATION

TOW SHOW 2022 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.

<input type="checkbox"/> Friday Night Street/Welcome Party	\$750.00 (1 LEFT)
<input type="checkbox"/> Saturday Night Cook Out/Entertainment	\$750.00 (1 LEFT)
<input type="checkbox"/> Friday/Saturday Night Security	\$300.00 (3 LEFT)
<input type="checkbox"/> Saturday Light up the Night Light Show	\$250.00 SOLD OUT
<input type="checkbox"/> Beauty Contest Winners/Awards	\$500.00 (1 LEFT)
<input type="checkbox"/> Candlelight Vigil/ Fallen Hero Sponsor	\$250.00 SOLD OUT
<input type="checkbox"/> Ladies Luncheon - The Power of the Purse Sponsor	\$250.00 SOLD OUT
<input type="checkbox"/> Kid's Activities Sponsor	\$300.00 (4 LEFT)
<input type="checkbox"/> Professional Photo Booth Sponsor	\$300.00 SOLD OUT
<input type="checkbox"/> Tow Show General Supporter	\$500.00 AVAILABLE
Total All Sponsorships:	\$ _____

Name of Company: _____

Name of Contact: _____

Contact Phone Number: _____ Contact Fax Number: _____

Contact Email: _____

Credit Card Information: Visa Mastercard

Card Number _____ Exp Date _____ CVC _____

Name On Card _____