



# *hook & winch*

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

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I wanted to give everyone an update on my garden. I am still waiting on tomatoes and I think I should be getting close. All the work that I have put into the garden, and 3 months of work, and I am still waiting to decide if it was worth it, as I have a few tomatoes starting to turn and the animals haven't found them (yet). I also planted zucchini and squash and I have these coming out my ears and they definitely were worth it. The cucumbers and peppers have produced a little – still waiting on the final outcome to decide if these were worth all the effort or if I should I just gone to the farmer's market and bought it from someone else who grew them locally.

Just like the garden, Sue and Crystal have put in lots of work to make it a great show and we won't know whether it was worth it until after the show. They have called sponsors, vendors, presenters, entertainment and more to make it great for everyone. We need your help in promoting the show. Encourage other towers to participate and let your police and fire departments know about the EV class. Stop by the vendors' booths and thank them for coming and thank the sponsors for their help. To be a successful show, we need to make sure that the show is a success for the vendors and sponsors as well.

The Governor has called the Legislature back for a special session. They are planning on making changes to the abortion law as a result of the recent Supreme Court ruling. The primary reason the Governor called them back was to address the state's \$6.1 billion surplus. The Governor wants to give taxpayers \$225 refund. The Senate has proposed temporarily eliminating the sales tax on utilities and reducing the gas tax. They also plan to pay down additional debt. The House has yet to officially release its plan, but it is expected to be similar to the Governor's proposal. ITWA does not expect any legislation that will directly impact the towing business, other than the temporary tax cuts or taxpayer refunds.

There are 17 legislators who will not be back next session because of retirement or because they lost in the primary. As a result of re-districting, you may have new legislators as well. Please take time to meet your legislators and discuss what you do. If you don't tell them, they will never know about the difficulties that you face to make sure the roads are cleared of wrecked vehicles.

I look forward to seeing everyone at the Show. Please let me know if there is anything that you would like ITWA to be working on.

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. The application is available online.



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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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Time for the 2022 Indiana Tow Show! I want to thank everyone who has worked so hard to put this show together. It is a huge undertaking, and impossible to do without everyone's help! I feel confident that this is going to be our best show yet! We have a record number of vendors and sponsors for this show, and I cannot thank everyone who has contributed their time and efforts to pull this off!

We still have a few open spots for the Hybrid/Electric class on Friday afternoon. This is an excellent class, and I highly recommend. We will have a Tesla on site for you to explore, a vendor from Tow Trac North America to demonstrate their newest way to handle electric vehicles, and we also have a couple of manufacturers of electric charging solutions for you to explore while at the show.

This newsletter will be full of information on the show, so be sure to check it out, and plan your time. There are so many things to do and see, don't let time get away from you. We have an excellent line-up of educational opportunities for you, and I would definitely recommend you try to catch all of the speakers on Saturday. They are bringing you a wealth of information that you can use right away in your everyday business practices.

We still need people to bring items for the silent auction, and be prepared to bid on the beautiful quilt that Diana has put together from all of the donated T-Shirts!

Plan to get your pictures taken at the Photo Booth, sponsored by Marty and the folks at Indiana Lien, or get your pictures drawn on Saturday by our very own caricature artist! There are activities to keep the kids busy, and ice cream on Saturday afternoon for everyone.

We will have our usual cookouts and entertainment on Friday and Saturday nights. On Saturday we have our beauty contest, two different water challenges, a DOT challenge put together by Trooper Hoover, and a special drunk goggles course provided by Wichert Insurance. For the ladies we have our Ladies Luncheon with special guests, State Representative Terri Austin and Shelli Hawkins. Try your luck at our 50/50 raffles on Friday and Saturday evenings, or perhaps you will win the Raffle for the special edition tribute to towers pistol.

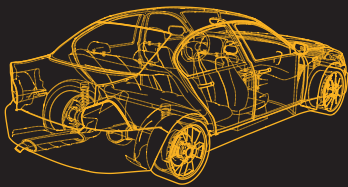
Hope to see you all at the show!

Sue



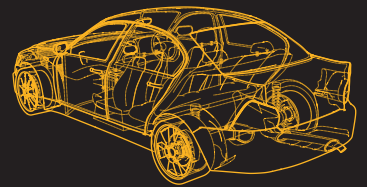
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## *ITWA LADIES AUXILIARY*

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Hello Everyone. As you read this, it is just days before the Tow Show. We have so much planned. This is going to be a wonderful event. I hope everyone comes out to join in the activities.

We have a nice line-up of vendors who will be showcasing their services and products. When you visit with them, please let them know how much you appreciate their participation in our show.

Plan to attend our guest speaker presentations starting at 8:30 Saturday morning and get educated on some hot topics effecting the towing industry.

The “Power of the Purse Ladies Luncheon” will again take place at noon on Saturday. Tickets in advance are \$20.00. This is a fundraiser for the ITWA Scholarship Fund. Please donate a purse for this worthy cause.

We are having a Silent Auction again this year. Bring an item or two for the auction table. Let’s make this the biggest silent auction yet!

Please join your fellow towers on Friday night for the Opening Ceremony. Tom Parbs and Brian Riker will speak at the Candlelight Vigil as we remember the Fallen Towers.

This is going to be a jam-packed weekend that you won’t want to miss. Come and join your fellow towers for fun, fellowship, food, entertainment, education, and much more.

Looking forward to seeing you all at the show!

Till Then...Please Stay Safe and Healthy,

Crystal



“Power of the  
Purse”

Ladies  
Luncheon 2022

### *Have you considered accessing the local Abandoned Vehicle Account to pay for towing services?*

My name is Ryan Leagre and I am an attorney at Plews Shadley Racher & Braun LLP. I represent towing companies in various capacities, including helping them to recover the costs of responding to large accidents and navigating statutes and ordinances that regulate the industry.

This month's update focuses on the pros and cons of the Abandoned Vehicle Statute, which requires cities and counties to pay towing invoices when the owner of the vehicle does not claim the vehicle. The two relevant provisions are quoted below:

**I.C. § 9-22-1-25.** The costs for removal and storage of an abandoned vehicle or parts not claimed by the person who owns or holds a lien on a vehicle shall be paid from the abandoned vehicle account established under section 30 . . . . The charge payable by the person who owns or holds a lien on a vehicle for towing, storing, or removing an abandoned vehicle or parts may not exceed the limits established by ordinance adopted under section 30 . . . .

**I.C. § 9-22-1-30. (a)** The fiscal body shall, by ordinance, establish procedures to carry out this chapter, including the following: (1) The charges allowed for towing and storage of abandoned vehicles, which shall be filed with the bureau; (2) The means of disposition of vehicles. **(b)** The fiscal body shall establish an abandoned vehicle fund for the purposes of this chapter.

Read together, these statutes require a fiscal body (city or county) to (1) set up an abandoned vehicle fund, (2) establish procedures for this fund, including setting the allowable charges, and (3) pay the allowable charges from the towing invoice when the owner of the vehicle does not claim the vehicle. On its face, this fund could be a useful way to recover at least a portion of unpaid invoices in situations where the vehicle owner or their insurer has refused to pay the bill and the prospects of recovering damages in court look dim.

There are at least two drawbacks. First, as far as I can tell, most fiscal bodies (maybe as many as 99%) do not even have an abandoned vehicle account or the ordinances required by Section 30. In order to utilize this fund, you may need to go to the appropriate fiscal body to have the fund created. Second, accessing the fund could be a double-edged sword because Section 25 allows the fiscal body to set the caps for recoverable charges. The fiscal body could set caps that make it impossible for towing companies to recover on large accidents where costs can be in the tens of thousands.

**The Main Takeaway for *Your Business*:** You should consider whether it is worth pursuing your local fiscal body about the Abandoned Vehicle Account to recover some costs of abandoned vehicles. If enough members are interested, the ITWA may be able to help.

If you have any questions about this statute or other legal matters related to the towing industry, please shoot me an email ([rleagre@psrb.com](mailto:rleagre@psrb.com)) or give me a call (317-637-0700).

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## ***KEY EMPLOYEES: CHEAPER TO KEEP THAN TO REPLACE***

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Recruiting good people and keeping them is a struggle all employers face. If you want your operation to run smoothly, you need good people you can trust in important positions. For most businesses, that means there are a handful of key employees that would be very difficult, if not impossible, to replace. Sometimes those people are family, but often they are simply great employees who share your vision and want to see your business succeed. So, what can an employer do to help ensure that their best people stay with them, and what can they do to insulate the company against the losses that would occur if that person was to become too sick or hurt to work for an extended period of time?

First, it's important to understand the value of key people. The Society of Human Resource Management reported that the cost to replace a skilled employee is generally about 6-9 months of their salary. For your key people, it could be more than that if they are your connection to certain contracts, or they manage a technical part of your administrative duties. Retaining those key people costs far less to the business in terms of operational efficiency and opportunity cost than simply what they earn. Unfortunately, in order to keep the best people, companies can no longer rely on group benefits like health insurance, 401Ks, and vacation time. These are expected benefits that they can get anywhere they work, so employers are finding they have to get more creative to offer incentives that cause great people to stay where they are.

One key component to key employee retention is creating an incentive that is enticing, but also delayed. If you want an employee to stay around for 10 years, a 10-year stay bonus can be an attractive option. The bonus must be large enough to offset any competitor's offer of higher wages, but affordable enough to fit into the business budget.

Another concern for the business is what would happen if your key person was to get sick or hurt and not be able to work again, maybe permanently. In this case, a series of key employee insurance policies can help offset the lost revenue the company will likely experience.

When built correctly, a combination of a permanent life insurance policy and a disability insurance policy can both create a tax efficient, fully deferred bonus for the employee and protect the company from losses incurred due to loss of a key person. This includes the owner of the business, as most businesses would suffer greatly from the loss of a partner, even if that person isn't the majority owner. These can often be offered for far less than the cost of replacing the employee.

Give me a call if you have someone on your team that you can't afford to lose. I'm always here to help.

Jason Wiggins, Financial Advisor Horizon Planning Group

317-439-7833

[Jason.wiggins@horizonplanninggroup.com](mailto:Jason.wiggins@horizonplanninggroup.com)

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ESA

Jason Wiggins – Horizon Planning

Ryan Leagre – Plews Shadley Racher & Braun LLP

Brent Hoover - ISP

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# ITWA RAFFLE

**August 6th, 2022**

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***How to Buy:***

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***Cost:***

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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**

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

**2:30 PM – 8:00 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**

**4:00 PM - 9:00 PM – CARICATURE ARTIST & GLITTER TATTOOS**

**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)**

### **10:30 AM – 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 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 AWDirect 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/\$35**

**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*

*\$35 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:

**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 - 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 night's 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 your 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.**



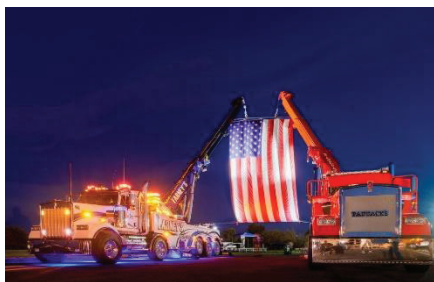
## 9:00 PM – LIGHT UP THE NIGHT- LIGHT SHOW

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 \$150 for non-members.

The Entry Fee for the Beauty Contest will be \$30 in advance UNTIL 7/15 and \$35 after that date and at the show. Trophies/plaques will be awarded for 1<sup>st</sup>-3<sup>rd</sup> 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 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. 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 9 pm 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. Pick up 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 \$ \_\_\_\_\_

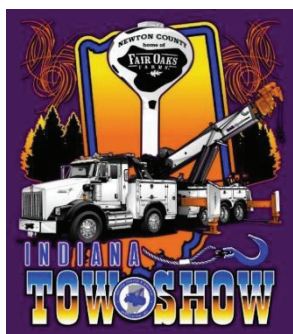
\_\_\_\_\_ # of Tickets needed – Saturday Night Cookout Tickets (1<sup>st</sup> 100 meals free) Total \$ \_\_\_\_\_

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



Red

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](mailto:Sue@Northwesttowing.com)



**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</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>\$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>

**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 1<sup>ST</sup>, 2<sup>ND</sup> 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.....)



**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  
TDS Heavy Towing

**Photo Booth**

Indiana Lien

**Saturday Night Street Party**

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

**Light Show**

Indiana Lien

**Beauty Contest**

VanderHaag's Inc.  
Indiana Lien  
Kapnick Insurance  
I-70 Wrecker Service  
Photo Card Specialists  
Double T Towing  
Bert's Towing

**Ladies Lncheon**

Zip's AWDirect  
Pardo's Towing & Recovery  
Cheever's Towing

**Security**

American Bulldog Towing

**Vigil**

AAA Hoosier MotorClub

**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](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 LEFT)
_____ Saturday Night Cook Out/Entertainment	\$750.00 (1 LEFT)
_____ Friday/Saturday Night Security	\$300.00 (3 LEFT)
_____ <del>Saturday Light up the Night Light Show</del>	<del>\$250.00 SOLD OUT</del>
_____ Beauty Contest Winners/Awards	\$500.00 (1 LEFT)
_____ <del>Candlelight Vigil/ Fallen Hero Sponsor</del>	<del>\$250.00 SOLD OUT</del>
_____ <del>Ladies Luncheon - The Power of the Purse Sponsor</del>	<del>\$250.00 SOLD OUT</del>
_____ Kid's Activities Sponsor	\$300.00 (4 LEFT)
_____ <del>Professional Photo Booth Sponsor</del>	<del>\$300.00 SOLD OUT</del>
_____ 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 \_\_\_\_\_