



hook & winch

FROM THE DESK OF EXECUTIVE DIRECTOR BART GIESLER

Help Wanted

As an Association, ITWA has some of the same issues that you have. We need more help. While you can offer prospective employees compensation packages, ITWA does not offer compensation. ITWA has an open Vice President position as Josh Bell has resigned from the Board and is no longer working for a towing company (ITWA wants to thank Josh for his years of service to ITWA.) ITWA also elects one (1) Chapter Director every fall that we will need to fill during upcoming Chapter meetings.

While ITWA does not pay its Officers or Chapter Directors, we do offer the opportunity to make an impact on the towing industry and profession. ITWA takes the collective input from the Board members to decide the direction of the Association. This direction is given for issues that arise at the Statehouse – if and when to hold a Tow Show – what training opportunities should we pursue – what types of speakers and presenters – Move Over activities including INTIME – conversations with BMV and other state agencies – conversations with the State Police – and participation with whatever organization to improve the towing industry in Indiana.

During the Tow Show, I had several conversations with Board members who have put in their time building their company and working more than their fair share of accidents that occurred during weekends and bad weather. While doing all of this, they also made “working” for ITWA a priority to keep the Association going. We need to make sure that we keep going. And in order to do this, we need your help.

Over the years, our firm has hired many interns to learn about the legislative process. Our best interns have one thing in common – they were referred by a friend. Since they didn’t want to let the friend down, they are the ones who excelled. As a result, several of these interns are now colleagues of mine at the Statehouse working for different companies. Just like you don’t want to be let down, who would you refer to us so that they can work for ITWA?

As you think about that person, who do you trust the most to get the job done right? I bet in 99 out of 100 chances, that person is you. If the one percent (1%) chance is not you, is it your office/shop manager? Your top driver? Please encourage them to participate. As previously mentioned, the job doesn’t pay, but there are rewards. In addition to offering input to the direction of the Board, you will develop/strengthen your relations with towers across the state and get a better understanding of how towing is different across the State based on geography, population, and the companies involved.

Continued on Page 3



2022 OFFICERS

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Associate Members

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AAA Hoosier Motor Club.....	317-612-2581
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Haas Alert	815-994-7244
Hedinger's Tow Equipment.....	317-322-7885
Horizon Planning Group	317-439-7833
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Kapnick Insurance	734-929-6590
Kincaid Insurance	812-649-5739
Koester's JSK Corp.....	260-748-4583
Lynch Chicago	708-233-1112
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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
TowTrax	469-774-0340
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

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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.

From the Desk of the Executive Director – continued from page 1

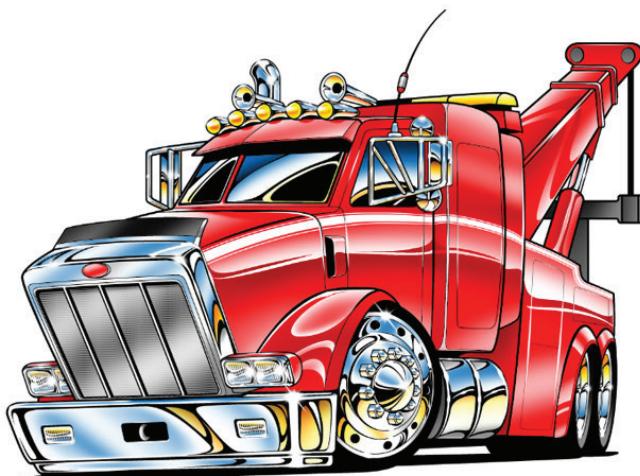
As an employer, we all need to recognize those who step up and go above and beyond to successfully complete whatever task is given them. The 2022 Tow Show would not have been possible without President Sue Moreland's efforts. Besides contacting all the vendors, sponsors, entertainment, presenters, activity, providers, tents, and trophies, she was the first one on-site to make sure the tent was up and the last to leave to make sure everything was taken down. She also arranged for her family (Devin – Ann – Jacob) and co-worker (Donald and his wife Lisa) to work the entire show. They did everything from setting up and tearing down the lights/booths, selling raffle tickets, working the Registration Booth, parking trucks, and judging the beauty contest, to being on call 24/7. I am sure I left out lots of things.

I also need to thank Crystal Rose for all of her work with the hotel: setting the menu, making food count adjustments, and the constant communication with the hotel team to make sure everything was in place on time. Thanks to Treasurer Walt Hamilton who was always in the booth, Secretary Karrie Driscol and her kids for helping set up/tear down tables and chairs. I also want to thank Mark Furnish and Bill McClanahan for helping out in a variety of ways. I would be remiss if I didn't mention the beautiful quilt that Diana Bell made for the auction (and Jeff Rife for his auctioneering skill). It was a team effort to make the show what it was!

Last month, I compared the Show to my tomato garden. I wanted to give an update on my first tomato (cherry tomatoes do not count). When I went to bed on Monday night, I was excited that it would be ripe the next day when I got home from work. I went to pick it off the vine to have it for dinner; however, before I had a chance to pick it, some animal decided to eat half of it. I thought all the time and effort was for naught. It wasn't what I thought it would be. I think this is how I viewed the show this year. The team put so much effort in, and did everything right; however, there were a few things outside of our control that cut our attendance. Attendance was down because of the help wanted issue. I had several who were planning to come, but just couldn't because there was no one else to get the job done at the business. Mother nature did not help out with heat and humidity.

With all of that said, was planting my garden and having the show worth all the time and effort? The answer is yes! I have more tomatoes than I can eat now. As far as the Show, we got some prospective members to stop by and learn about the Association and members who got the chance to talk with each other and the vendors. While it was all worth it, just like what I plant in my garden next year, there will probably be changes. Please let us know what you think went well – what went wrong – and more importantly – how it can be improved. It is easy to say what went wrong. The tough part is how to fix it.

Please take the time to thank everyone who helped out with the show. If you didn't attend the show for whatever reason, please let the vendors, sponsors and presenters know that you appreciate them participating this year. They are listed later in the newsletter.



FROM THE DESK OF PRESIDENT MORELAND

I would like to start off this month by saying “Thank You” to everyone that had anything to do with the Tow Show this year! Although our turnout was good, I think it could be better. The weather this year was almost more than I could take. The August heat and humidity were rough, and I am thankful to those who were able to stick it out with us.

After every show, I like to do a post-show analysis to discuss what worked for us, and what we could do better. I asked Bart to send out a questionnaire to the board, but would like to hear thoughts from all the members. Let me know what you would like to see in the future. If you did not attend this year’s show, please let us know why.

Bart and I will be getting together in September to do some “brainstorming” for the direction we plan to take next year. One of the things we have discussed over and over is how to get more folks involved, and how to attract the younger generation. I intend to make that one of my main focuses for next year.

We are currently in the planning stages for fall meetings, and possibly some training sessions in the near future. Again I ask you to let us know what you are interested in. If you are interested in becoming a member of the board, or know someone who is, please encourage them to get involved. We welcome new folks and new ideas!

Till Next Month Stay Safe,

Sue

CHAPTER MEETINGS

Chapter 7 (south) will have its chapter meeting on October 15th as part of the Hybrid/Electrical Vehicle Operations Class. More details to come.

Please contact your Chapter directors and give them input on chapter meetings. If you are willing to host a Chapter meeting, please let your director know.

EV BATTERY DISPOSAL

ITWA has been told that most recycling facilities will not accept EVs because of their battery and we have been asked what to do. Unfortunately, there is not a good answer. In our research, we have come across a company that will come to your facility, remove the battery, and have the battery shipped away; however, there is a cost to do so. As the EV market evolves, we expect there will be more companies getting into the space.

We have found a company – Cirba Solutions – who handles all types of battery disposal, from ordinary lead batteries to EV batteries. For more information about them, please go to their website:

[Battery Recycling Service for EV/ HEV, Telecommunications & All Types of Consumer Batteries \(cirbasolutions.com\)](http://cirbasolutions.com)

EV TRAINING – RENSSLELAER FIRE DEPARTMENT

ITWA participated on a recent INTIME virtual meeting, and the Northwest District Emergency Coordinator for INDOT mentioned an upcoming training on EV. The training will be held at the Rensselaer Fire Department on October 29, 2022 at 8 am central time. This is a half-day training session with the instructor participating virtually, and there will be vehicles on site. It is a half-day program and lunch is provided. To register, please contact khaun@cityofrenselaer.com.

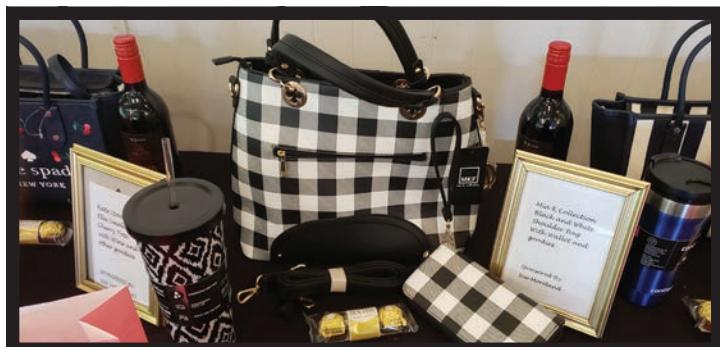
2022 TOW SHOW PHOTOS



2022 TOW SHOW PHOTOS



2022 TOW SHOW PHOTOS



\$2000.00 dollars made for the Sonny Henline towers memorial fund. Worth all the hours put in. Thank you!



2022 TOW SHOW PHOTOS



This is the quilt that was auctioned off at the Tow Show that was purchased by Joey's Enterprise and Ken's Westside. They have donated the quilt to the National Towing Museum in Chattanooga.

ITWA 2022 Tow Show Sponsors

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Bert's Towing – Zip's AW Direct

Bronze

American Bulldog Towing – AAA Hoosier Motor Club – Pardo's
Cheever's Towing – TDS Heavy Duty Towing
Farney's Service Center – T & MTire

Purses for Ladies Luncheon

Double T Towing - Toyota of Muncie – Kia of Muncie
Crystal Cheever – Ann McBride – Diana Bell – Karrie Driscoll Tina
McClanahan – Sue Moreland

The Luncheon raised \$1460 for the Scholarship Fund

Entertainment / Activity Donors

Sue Moreland – Cook & Belle – Greg Rhodes
A1F For Fun of Muncie – Trike Bike Races
Aubrey Schenck – Photo Booth

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 minute and revisit hours of service and when it is required to log a trip. We have all heard the terms long-haul and short-haul, but what are the basic differences?

First, let's look at the definition of a Short-Haul driver.

Short-Haul Exception

A driver is exempt from the requirements of §395.8 and §395.11 if: the driver operates within a 150 air-mile radius of the normal work reporting location, and the driver does not exceed a maximum duty period of 14 hours. Drivers using the short-haul exception in §395.1(e)(1) must report and return to the normal work reporting location within 14 consecutive hours and stay within a 150 air-mile radius of the work reporting location.

So, if you exceed this distance or stay out overnight, you must fill out a logbook page for the day.

If you have exceeded the Short-Haul more than 8 times in a rolling 30-day period in a vehicle newer than a model year 2000, then you must use an ELD in place of a paper log.

I hope that this makes a little more sense.

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

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ITWA LADIES AUXILIARY

Thank you to all who contributed to the success of another great ITWA Tow Show. Thank you to President Moreland for her leadership and hard work. Thank you to all our volunteers, from setting up on Thursday to tearing down Saturday night. Thank you to those who worked in the registration booth throughout the weekend. We could not have had a show without our volunteers.

I would also like to thank the vendors and sponsors who so generously supported the show. You are very much appreciated. Thank you to our guest speakers for providing some useful information to our members.

A big thank you also goes out to the guys and gals at Worldwide Equipment for doing the Rotator Challenges again this year. We appreciate your support and hard work in putting this together. The 1st and 2nd place prizes for both Challenges were donated by T&M Tire Service. Thank you to Worldwide and thank you to T&M Tire.

A new challenge this year was the DOT Inspection Pre-trip Challenge. Thank you to Trooper Hoover for putting this together.

Another new highlight of the show was the Drunk Goggles Course. We want to thank Wichert Insurance for putting this on for us.

A big thank you also goes out to Brian Riker and Tom Parbs for speaking to us at the Candlelight Vigil, as we remembered the Fallen Towers.

It was nice to see so many trucks entered in the Beauty Contest. We appreciate the hard work put into judging the contest. Thank you to Devin and Donald. Also thank you to Photo Card Specialist for designing our trophies this year and taking pictures of each truck as it came in.

The Ladies Luncheon was a big hit again this year. "The Power of the Purse Luncheon" is a fundraiser with all the proceeds going to the ITWA Scholarship Fund. It is a great time of fellowship for the ladies and a chance to go home with a lovely purse. I was very pleased to have my good friend Shelli Hawkins as our guest speaker this year. Shelli has a passion for the towing industry and has a desire to help others. Shelli, thank you for joining us and for your encouraging words. Thank you to those who sponsored the luncheon and to those who donated purses. And last, but not least, thank you to all the ladies who attended. I am happy to say that we raised enough money to pay for this year's scholarships. Congratulations Ladies!

We have received a lot of positive feedback from vendors and exhibitors... interested in returning to our show. ITWA members what are your thoughts on a future show? We welcome any comments, questions, or suggestions regarding this year's show or any future shows.

Before I close, I want to send out a big thank you to all those who attended the show this year. We know it is hard to get away in our line of work, and with the labor shortage. We are so grateful to those of you who were able to make it happen. Thank you for your support of ITWA and the Indiana Tow Show!

Until Next Time Stay Safe,

Crystal



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SURVIVING A BEAR MARKET

Since the beginning of January, Americans have gotten to experience something we haven't seen in a long time: a bear market. A bear market is defined as two consecutive quarters with negative market returns, or put another way, 6 months of market losses. When markets are up for a prolonged period of time, it can feel like no matter what we do we can't lose. However, markets don't stay up forever, and downturns are not only normal, they're necessary for balance. The important thing is to know what to do and when to do it.

The first and most important thing to understand about a bear market is that unless you are taking money from your investment accounts, the downturn hasn't actually cost you any money. Yet. Let's say you bought 100 shares of a large manufacturing company for \$100 per share. This would cost you \$10,000. If the value of those shares goes up, let's say to \$125, you still only own 100 shares, but the value of your account goes up to \$12,500. This is the type of outcome we hope for when we invest, but what happens when the market goes down? What if your shares went down to \$75 instead? Now your account would be worth \$7,500. All 3 of these values, \$10,000; \$12,500; and \$7,500 are the amount you would get if you sold every share at the same time. You only lose money in the scenario if you sell at \$7,500. Otherwise you still own 100 shares and when the bear market ends and the share values potentially go back up, so will your account value.

The second thing to understand about these down markets is that stocks are typically cheaper per share than they are in bull markets, times when markets are consistently up. Let's take our example of \$10,000 into the manufacturing company. If you buy shares at \$100 each, you only get 100 shares. However, if you invest that same \$10,000 when they are \$75 each, you get 133 shares. This historical principle of investing when the market is down follows the "buy low, sell high" philosophy that most people are aware of, and is the backbone of commerce.

Buying things at a discount and selling at a premium is how virtually every retailer makes their money and is the core concept behind capitalism.

The last thing to know about bear markets is they typically tend to be much shorter than bull markets. It can be difficult to hang in there for months or years while your account values go down, especially if you're living off of your investments or will be in the near future, but staying invested through the tough times is how we take advantage of the gains when the markets turn around. No one knows when market conditions will change and missing out on just a few big market days can have enormous impacts on your overall performance. That's why, when markets are down, it's best to stay invested. If you can handle the volatility, you may want to consider additional investing.

The best way to handle a bear market is to be ready for them before they hit. Having some wealth in assets that don't go down with the market is a key part of this and adjusting your investments to fit your risk level over time can help reduce the likelihood of needing to take a withdrawal from your account when values are down. Investing is far more complex than the scenario I've painted here, so I encourage everyone to talk with their advisor about their current level of risk, non-correlated assets, and what the plan is for the next bear market. If you have any questions, please reach out to me. I'm always here to help.

Jason Wiggins, Financial Advisor, Horizon Planning Group
317-439-7833
Jason.wiggins@horizonplanninggroup.com

ITWA 2022 Tow Show Silent Auction Donors

Jeff Rife – ITWA Wood Truck Cutout

Robert Rapley – Schaeffer Special Lubricants

Cheever's Towing – Basketball/Soccer Gift Baskets

Sue Moreland – 3 HV Jackets

Pulp & Pine – Coaster Set

Tow Times – T Shirts / Toy Wreckers / Hat

Joey's Enterprise – MAC Tools/Gift certificates/Golf Passes

Diana Bell – Tow Lives Matter Jacket/T-shirt

Mark Furnish – Light Tower

Ann McBride – Door Hangers/Welcome sign

Lisa Griffin – Welcome sign/Home Sweet Home

Custer Products – Rechargeable Warning Lights

Worldwide - V strap / J Hook Clusters / Rollback Tie Down

Walt Hamilton – Multiple items

Live Auction

Diana Bell – ITWA Quilt

Jeff Rife – Wood engraving

Randy Conley - Wooden Tow Truck

<https://www.facebook.com/Randys-Custom-Rigs-105733011734200/>

Winners of ITWA Raffle

1st Place – Pistol – **Diana Bell**

2nd Place - \$300 – **Grant Snyder**

3rd Place - \$200 – **Richard Rose**

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- 2nd – Farney's Service Center - 1995 International
- 3rd – Cheever's Towing – 1986 Freightliner

Light Duty – Sponsored by Kapnick Insurance

- 1st Bill's Professional Towing – 2022 Dodge Ram
- 2nd – J&T Recovery – 2021 Dodge Ram
- 3rd – Vic's Towing -- 2021 Ram

Flatbed – Sponsored by Bert's Towing

- 1st – Cheever's Towing – 2021 Freightliner
- 2nd- Tom's 24 Hour Towing – 2022 Kenworth
- 3rd Bert's Towing – 2019 Kenworth

Heavy Duty – Sponsored by I-70 Wrecker Service

- 1st Farney's Service Center - 1995 Kenworth
- 2nd Tom's 24 Hour Towing - 2022 Kenworth
- 3rd – Joey's Enterprise – 2000 Freightliner

Rotator – Sponsored by Vander Haag's

- 1st – Hanna's Wrecker service -2022 Peterbilt
- 2nd – Farney's Service Center – 2019 Kenworth
- 3rd – Joey's Enterprise – 2005 Kenworth

Best of Show – Sponsored by Photo Card Specialists

Hanna's Wrecker Service

DOT Challenge

- 1st - Hunter Rose
- 2nd – Rick Rose

Waterlift Challenge – Sponsored by Worldwide Equipment

- 1st Hunter Rose
- 2nd Matthew Rose

ITWA 2022 Tow Show Vendors, Participants, and Speakers

Speakers and Special Guests:

Bobby Schneider - 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

Daniel Ostrov - Whiterail Recruits

Tom Parbs – Haas Alert

Shelli Hawkins – Honk

Vendors:

T&A Hook-In Supply

Haas Alert

Photo Card Specialists

ClipSavers

Energy Security Agency

Custer Products

Austin Insurance

Hedinger's Equipment

Auto Data Direct

PTROI

Worldwide Equipment Sales

Indiana Lien

Schaeffer Oil

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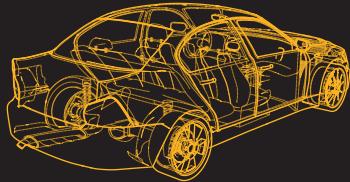
Recovery Institute

AAA Hoosier Motor Club

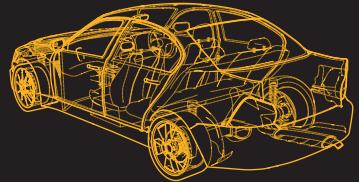
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Dave's Wrecker Service, Inc.
Davis Towing and Recovery
Double T Towing Recovery Corp
Farney's Service Center
First Call Towing & Recovery
Froedge's, Inc.
Furnish Towing & Recovery
Green Services, Inc.
Haas Alert
Hanna's Wrecker Service
I-70 Wrecker 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.
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ITWA BOARD MEETING MINUTES

August 5, 2022

Call to Order at 3:00 C.S.T. by Karrie Driscol at Fair Oaks, Indiana.

Present: Sue Moreland, Crystal Rose, Walt Hamilton, Karrie Olive, Bart Giesler, Tim and Karen Poe, Loyal Bell, Dale Nester, Brett Bertagnolli, Mark Furnish.

Attendance taken by Karrie Driscol.

Minutes from March 23 ITWA Board meeting were approved. Motion by Sue Moreland and 2nd by Walt Hamilton.

Treasurer Walt Hamilton distributed ITWA financials for the period January 1 – August 2, 20022. Net Revenue to date was \$36,828 – however – many of the shows expenses have not been paid. Assets of \$189,690.31 were included in various ITWA accounts. Karrie Driscoll made motion to approve financials and was 2nd by Loyal Bell. Motion carried.

The Tow Show update was presented by Sue Moreland.

The Legislative Report was given by Bart. State Rep. Jim Pressel -Laporte is working with Bart and other industry groups on a comprehensive towing bill. ITWA looks to make changes to clean up some language on vehicle storage, the mechanic lien, and governmental rates on newspaper publications for auctioning vehicles.

By-Law discussion was presented by President Moreland, we discussed the need to change the wording in the by laws to say that only 1 person from a company could be sitting on the executive board at a time. So far, the wording is very vague and there have been concerns raised that the current by laws do not protect from one company having too much say. After much discussion we determined that the committee needed to do some more work before we could present this for a vote. The vote was called by Walt Hamilton to send this back to the committee and seconded by Sue Moreland and the motion was carried.

The vacant VP position was discussed, and the Board collectively agreed to leave the position vacant until the fall elections. Move Over Promotion was presented by Sue Moreland. The executive committee seemed to agree on the fact that we should be backing this in Indiana even though we have taken a back seat the last couple of years.

Annual Meeting/Christmas Party - Double Tree, Lafayette, IN Dec. 03, 2022

Ladies Auxiliary was presented by Crystal Rose, she shared her gratitude for all the women and what they have been doing to support the ITWA through donations and raffles.

During open discussion, Brett shared with us that at the TRAA meeting he attended a major topic of discussion was the new law in Maryland that was passed under the noses of the Maryland towing association. It allows a person or company to pick up a vehicle from the impound lot with only a 20% deposit of the overall bill, and the towing company would be required to basically finance the rest over time.

The Proposed next meeting will be November 1, 2022, at 12:30-1:30 pm E.S.T. via a zoom call.

Motion to adjourn the meeting was made by Walt Hamilton and 2nd by Sue Moreland. Motion carried and the meeting was adjourned.

Prepared by Secretary Karrie Driscol



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