



hook & winch

FROM THE DESK OF EXECUTIVE DIRECTOR BART GIESLER

In the last newsletter, I touched on the Federal Trade Commission (FTC) proposed rule dealing with junk fees and the Federal Motor Carrier Safety Administration (FMCSA) support for trucker protections against predatory towing fees that was recently submitted. I know this issue may cause issues for the industry in the future.

The FTC received over 12,000 comments on the proposed rule that would “prohibit unfair or deceptive practices relating to fees for goods or service, specifically, misrepresenting the total costs of goods and services by omitting mandatory fees from advertised prices and misrepresenting the nature and purpose of fees.” The reality is – if it wasn’t for the one comment by the FMCSA, I don’t think anyone would have thought to include the towing industry. I know if I would have read the proposed rule in advance, I never would have thought to include the towing industry as a target for the rule. The proposed rule was designed to capture fees dealing with:

- hotel charges (resort fee, booking fee),
- live event ticket fees (fees on top of the advertised ticket price),
- restaurant/grocery delivery fees (service, hospitality temporary inflation fees),
- transportation (airlines charging for certain seats/baggage and car rentals convenience fees),
- telecommunications fees (network enhancement or technological service),
- rental housing fees (common area, pest control),
- education fees (student activity),
- financial service fees (atm, account service fees), and
- correction services fees (electronic messaging fees).

I think we all have been charged these fees (I recently bought tickets online for the Indiana State University NIT basketball game and was charged a large fee) and probably complained about the amount of these unfair or deceptive fees because they were not advertised.

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Advertisers needed for 2024 Newsletter:

If you're interested in reaching all of our members during 2024 by advertising in our newsletter, just call Bart Giesler at 765-288-6041.

I have minimal experience with the federal rulemaking process and will work with TRAA as this moves through the process. As the examples given above show, there will be other groups opposing this rule going forward. Until the rule is finalized, assuming it is finalized and implemented, I don't have any specific advice other than to say, somebody may try to use the rule to get out of paying.

In addition to the proposed federal rule on deceptive/junk fees, the American Transportation Research Institute (ATRI) recently released a report that “examines the causes and counter measures of predatory heavy-duty towing, with the goal of improving the relationship between the towing and trucking industries.” The report found that the most common form of predatory towing was “excessive rates” that 82.7% of the motor carriers reported. The next reported item was “unwarranted extra service charge reported by 81.8% of the respondents. This report was cited by the FMCSA in their comments to the FTC on the proposed rule. Daily storage rates, release delays/access issues, misrepresenting nonconsensual tows as consensual tows and damage were also cited in the report.

The ATRI report analyzed towing rates and charges and established thresholds:

Service Charge	Median Rate	Excessive Rate
Heavy Duty Wrecker	\$582 /hour	\$873 / hour
Heavy Duty Rotator	\$1,137 / hour	\$1,705 / hour
Rollback	\$270 / hour	\$405 /hour
Heavy Duty Towing	\$291 / hour	\$436 / hour
Extra labor	\$105 / hour	\$157 /hour
Supervisor Labor	\$195 / hour	\$292 / hour
Storage	\$120 / day	\$240 / day
Admin fees (percentage of subtotal bill)	5.1% of subtotal	10.2% of subtotal
Miscellaneous expenses (percent of Pre-tax bill)	12.6% of pre-tax totals	25.2% of pre-tax total

If you discuss the report with competitors, please be careful. Please note, while I have attached the rates and charges that were part of the study, the Federal Trade Commission has this on their website:

Price fixing is an agreement (written, verbal, or inferred from conduct) among competitors to raise, lower, maintain, or stabilize prices or price levels. Generally, the antitrust laws require that each company establish prices and other competitive terms on its own, without agreeing with a competitor. When purchasers make choices about what products and services to buy, they expect that the price has been determined on the basis of supply and demand, not by an agreement among competitors. When competitors agree to restrict competition, the result is often higher prices. Price fixing also includes agreements among competing purchasers or competing employers about the prices or wages they will pay. Price fixing is a major concern of government antitrust enforcement. Individuals and companies that knowingly enter price-fixing agreements are routinely investigated by the FBI and other federal law enforcement agencies and can be criminally prosecuted. Potential penalties include lengthy terms of imprisonment (up to ten years) and large fines (up to \$1 million for individuals, \$100 million for companies, or twice the gain or loss from the offense). Where appropriate, the FTC may also bring a civil enforcement action.

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The report also reported on states that experience the most predatory towing relative to mileage travelled within the state by motor carriers.

State	Share of incidents	Share of mileage	Difference in % pts
Indiana	4.61%	1.9%	2.63
New Jersey	4.48%	2.41%	2.07
California	6.98%	1.15%	1.49
Washington	1.98%	0.61%	1.37
Arizona	3.03%	1.74%	1.29
Massachusetts	2.37%	1.11%	1.26
Texas	6.19%	5.19%	1.00
Michigan	1.58%	0.83%	0.75
New York	3.56%	2.82%	0.74

Unfortunately, Indiana was listed as the number one state for predatory towing as part of the report. During session, the Indiana Motor Truck Association and the chairman of the House Transportation committee said they wanted to dig into the report some more and they would want to talk to ITWA about the report. As we have more conversations, ITWA will keep you informed. In the meantime, please read the report and let me know your thoughts.

I found an interesting article from *FleetOwner* giving tips to trucking companies to protect their fleet from excessive charges. The first was to look to see if the invoice is excessive (per the chart). The second items was to look at police logs and reports; actual versus billed mileage between crash scenes and tow yards, state/local regulations, previous rates charged by the same company, rates charged by other towing and recovery companies in the area and GPS from the crashed vehicle. The article went on to encourage to “build relationships with local tow companies to ‘facilitate informed motor carrier choice and promote reliable T&R companies.’”

Please remember – Indiana passed HB 1183 in 2019 that created a new statute dealing with unfair claims practices.

FROM THE DESK OF PRESIDENT MORELAND

Busy Times! Vendor packets have gone out for the Tow Show, and we already have received a great response! We have put together a great lineup this year, featuring some favorites from last year, as well as some new features you will enjoy. We have secured a room block at the Hampton Inn again this year for the same rate we had last year. (See link in this newsletter) Plan now to get your rooms reserved before they are all gone! There will also be camping (RV sites) available at the fairgrounds again this year. We have been asked to bring back the car show, and have entertainment both nights. Look for the show schedule coming up in the next newsletter.

As always, we are looking for suggestions, input, and volunteers! Please feel free to reach out anytime!

Sue

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DOT CHAT WITH BRENT HOOVER



Hello and welcome back! If you are new to the column I would like to take a minute and bring you up to speed on who I am. My name is Brent Hoover. I am a Master Trooper with the Indiana State Police. October marked my 20th year with the ISP. I am assigned to the Commercial Vehicle Enforcement Division or CVED for short. My primary daily duty is to enforce 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 and Master 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.

The topic that I would like to discuss this month is the need for a Bill of Lading. Are you required to have something to show the commodity that you are transporting?

Here is the state law that discusses the Bill of Lading topic.

IC 8-2.1-24-23 “Bill of lading”
defined; documentation to be presented upon request

- Sec. 23. (a) As used in this section, “bill of lading” means a document evidencing the receipt of goods for shipment that is issued by a person who is engaged in the business of transporting or forwarding goods.
- (b) A motor carrier or a person who operates a motor vehicle for a motor carrier shall present, at the request of the state police department or an authorized representative of the department, the following:
- (1) Documentation that identifies the shipper or the motor carrier.
 - (2) A bill of lading or similar document that:
 - (A) identifies the origin and destination of the shipment;
 - (B) describes the goods being transported;
 - (C) states the name and address of the consignor and the consignee; and
 - (D) states the date when the goods were shipped.

I hope that this helps you a little bit. As always if you have any questions please feel free to reach out to me at bhoover@isp.in.gov

OLD SCHOOL VERSUS NEW SCHOOL

During this past legislative session, we had an intern, Julia Stumler, and I hope it turned out to be a great experience for her. The good news is that she is the same age as my kids – so we were able to relate as well as you can when there is more than 35 years between the two of us in age. While I hopefully taught her about the legislative process – both the Schoolhouse Rock version (aired March 1976) and the more realistic version of how sausage is made. I know that I learned a lot from our conversations and how the younger generation views the world.

One of the things that she exposed me to was having AI write articles. I am still old school in my writing and haven't done it myself (I am sure some of you wish that I would use AI). The point of all this isn't how to have somebody do your work, but that things change and whether or not we like it, we must change with them. In some cases, change is a good thing. Below is an article that was written using ChatGPT about the dangers of the towing industry.

Living in the (Not So) Fast Lane



So, you've heard about tow trucking – the not-so-glamorous heroics on the road. It's a job that comes with a few more twists, turns, and heavy-duty hooks than your average motor-operated career. Let's dive into the wild world of tow trucking and see why it's not your run-of-the-mill 9-to-5.

Picture this: you're on the highway, trying to snag a stranded car while dodging traffic like a real-life Frogger champion. Unlike other motor operators, tow truck drivers get to play a risky game of cat and mouse with oncoming cars, all while towing someone else's beloved ride. It's a high-stakes dance that keeps the adrenaline pumping – just your typical day in tow town.

Now, emergencies are where the real party begins. Tow truck operators are like the first responders of the motor world. They're the ones who swoop in when cars decide to throw a tantrum on the side of the road. But here's the kicker – they're not armed with capes, just a trusty tow truck and nerves of steel. Imagine being the unsung hero who arrives on the scene first, dealing with stressed-out drivers and unpredictable chaos. It's not a job for the faint of heart, that's for sure.

Heavy lifting and fancy equipment are part of the tow trucker's arsenal. Winches, cables, and other tools – it's like a mechanic's playground. But, and it's a big but, mishandling these heavy-duty toys could turn a routine tow into a real-life action movie stunt. Think of it as weightlifting with consequences – the tow trucker's very

own workout routine.

Let's talk weather. Rain, snow, fog – just your everyday challenges for tow truck operators. While the rest of us are cozy indoors, tow truck drivers are out there, battling the elements to rescue stranded vehicles. Slippery roads, reduced visibility – it's like a game of towing roulette, where the stakes are your safety and a successful tow.

Now, let's delve into some notable statistics to underscore the gravity of the situation. Brace yourself – the towing industry sees almost 43 deaths per 100,000 workers. This figure provides a stark glimpse into the inherent risks associated with tow trucking. Moreover, one tow truck driver succumbs to the challenges of the profession every six days. This fact serves as a poignant reminder that, beneath the surface of this adventurous occupation, there exists a profound human toll.

Injuries are not mere inconveniences either. On an annual basis, an average of 1,280 tow truck drivers experience the harsh reality of the job in the form of injuries. This statistic serves as a stark reminder that the tow trucker's life is anything but a leisurely stroll in the park.

The gravity of the situation is further emphasized by the realization that, while tow truck drivers confront these dangers head-on, their injury and fatality rates surpass the national average. It's a stark reality that adds an additional layer of challenge to an already adrenaline-fueled profession.

In conclusion, tow trucking is no ordinary gig. It's a rollercoaster of challenges, risks, and a healthy dose of irony. So, next time you see a tow truck driver at work, give them a nod of appreciation – they're the unsung heroes of the road, living life in the (not so) fast lane.

Here are the AI prompts that Julia used to generate the article:

Prompt 1: is tow trucking a dangerous job?

Prompt 2: how do the dangers of tow trucking compare to other motor operators and roadside deaths?

Prompt 3: Great info! Craft me an article that is about 500 words that is about the dangers of working as a tow trucker and how it compares to other motor operated careers. Include the factors that contribute to the dangers. Include the above information as well as the following facts: - almost 43 deaths per 100,000 workers in the towing industry, -One driver killed every six days, - Average of 1,280 tow truck drivers injured , and - Operator injury and fatality rates are greater than the national average for tow truck drivers.

Prompt 4: great, make it a bit less formal and add some level of irony.

Prompt 5: That's better. Change the sixth paragraph to be less like a sales pitch.

Even with technology, prompts are needed along the way to get the finished product that you want. In addition to writing articles, multiple prompts are also needed to help the next generation in the towing business. Please make sure that you are giving the right prompts to the next generation and if you do, you will get what you want.

2024 LEGISLATIVE REVIEW

The 2024 Session ended in early March and was quiet for the towing industry. We worked with other groups trying to enhance penalties for vulnerable road users and while the bill didn't pass, we were able to point out the dangers to the towing industry. Here are a few bills that passed this session that may be of interest:

SB 65 SALVAGE MOTOR VEHICLES (TOMES J) Allows an automotive salvage recycler or an agent of an automotive salvage recycler to apply for a certificate of authority for a motor vehicle on behalf of the seller with all required information collected at the point of sale. Sets forth reporting requirements for automotive salvage recyclers. Requires notice to be provided to the law enforcement agency with jurisdiction over an automotive salvage recycler's established place of business if, when applying for a certificate of authority, the automotive salvage recycler or an agent of the automotive salvage recycler learns: (1) the motor vehicle was reported stolen; or (2) the owner of the motor vehicle does not match the individual who provided the automotive salvage recycler with the motor vehicle.

HB 1093 EMPLOYMENT OF MINORS (CULP K) Provides certain exemptions from the employment of minors law. Repeals a provision concerning conditions for the employment of a minor as a performer. Provides exemptions from certain hour and time restrictions for the employment of a minor who is at least 14 years of age and less than 16 years of age. Removes language providing that a minor who is at least 14 years of age and less than 16 years of age may only work until 7 p.m. on a day that precedes a school day from June 1 through Labor Day. Repeals provisions concerning hour and time restrictions for the employment of a minor who is at least 16 years of age and less than 18 years of age. Specifies that the prohibition on a minor from working in a hazardous occupation does not apply to a minor who is at least 16 years of age and less than 18 years of age who is employed in agriculture. Repeals a provision concerning restrictions on an employer who employs a minor to work after 10 p.m. and before 6 a.m.

SB 146 YOUTH EMPLOYMENT (ROGERS L) Allows a person who is at least 18 years of age to ring up a sale of alcoholic beverages in the course of the person's employment. Allows a waiter, waitress, or server who is at least 18 years of age to serve alcoholic beverages in a dining room of a restaurant or hotel under certain conditions. Provides certain exemptions from the employment of minors law. Provides, for purposes of the reporting requirement applicable to an employer that employs a specified number of minors, that: (1) a minor's date of hire is the first date on which the minor performs work for the employer; and (2) an employer must report any new or changed information not later than the fifteenth and last business days of each month. Provides that a civil penalty for a violation of certain provisions regarding the employment of minors may not be assessed for a violation of 10 minutes or less.

SB 222 AUTOMOBILE DEALERS (MESSMER M) Amends the remedy procedure to repair a motor vehicle that is subject to a stop sale directive to include new motor vehicles. Requires a purchaser, customer, or transferee of a rebuilt or salvage vehicle to sign a written acknowledgment of receipt of the disclosure for a rebuilt or salvage vehicle. Requires the dealer services division of the secretary of state (secretary) to prescribe the form of the written disclosure for a rebuilt or salvage vehicle. Establishes a required training course that an applicant for a used motor vehicle dealer license must complete in order to obtain a used motor vehicle dealer license. Requires dealers to be able to provide to the secretary dealer records in an electronic format. Provides that a dealer has 10 business days to produce electronic dealer records after an investigating or auditing employee of the secretary requests the records. Requires any item that is not a part of the advertised sale price of a motor vehicle to be a separate line item in the contract for sale or lease. Provides that: (1) the owner, lessor, or operator of a commercial motor vehicle; or (2) a person who leases or rents a commercial motor vehicle to another person; is not civilly liable for a tort claim based on the failure to install optional equipment on a commercial motor vehicle unless certain circumstances exist.

SB 225EXCHANGE OF INSURANCE INFORMATION AFTER ACCIDENT (GASKILL M) Provides that a law enforcement officer present at the scene of an accident shall ensure that each operator complies with the duties required of an operator of a motor vehicle after an accident regardless of the apparent extent of the total property damage resulting from the accident.

HB 1162 BUREAU OF MOTOR VEHICLES (PRESSEL J) Provides that a commercial driver's license and a commercial learner's permit may be issued as a mobile credential Adds a wearable device that blocks, in whole or in part, the field of vision of the person wearing the device to the definition of a "telecommunications device". Clarifies that only handheld telecommunications devices may be used in conjunction with hands free or voice operated technology while operating a motor vehicle. Prohibits the bureau from requiring a person to appear in person for the renewal of a registration for a collector vehicle, a historic vehicle license plate, or an authentic license plate from the model year of a collector vehicle. Allows an individual who is at least 18 years of age and holds a valid commercial driver's license to be issued a hazardous materials endorsement. Changes the number of commercial vehicles that must be owned for the state department of revenue to issue a license plate for each commercial vehicle from 25 to five. Amends provisions requiring the bureau to provide notice to allow the bureau to provide notice electronically when the individual has indicated a preference for receiving electronic notices from the bureau. Provides that a driver's license or identification card expires upon the bureau receiving notice of the death of the holder. Allows an individual to electronically apply for the individual's driver's license or learner's permit to be converted into an identification card. Provides that the owner, lessor, or operator of a commercial motor vehicle or a person who leases or rents a commercial motor vehicle to another person is not civilly liable for a tort claim based on the failure to install optional equipment on a commercial motor vehicle unless certain circumstances exist. Deletes provisions allowing the bureau to suspend or revoke the registration of an individual convicted of certain crimes. Other provisions.





Electronic Titling Solution
March 2024 Update

E-Titling Progress

Phase 1

As BMV and Deloitte work to finalize the Phase 1 E-Titling SOW, we have already begun defining the finer details of work we'll be doing to enhance our systems. Defining this work early in the process will allow Deloitte's technical team to hit the ground running and start building.

Phase 2

BMV will soon begin drafting the Request for Proposal (RFP) for Phase 2 of the E-Title project. Information gathered during the discovery process will be used to inform the RFP and provide detailed requirements for prospective respondents. During this process, we may reach out to various stakeholders for input. This will be another great opportunity for you to help us build the best product possible, so please share all ideas with us!

Electronic Odometer Updates

During last month's stakeholder meeting we mentioned AAMVA was working on guidance to assist motor vehicle agencies with the transition to accepting electronic odometer statements. Shortly after the meeting, AAMVA published this information in the form of their "Guidance for the Acceptance of Signatures on Physical Odometer Disclosure Statements" (included as an email attachment alongside this update). BMV is currently reviewing this document and evaluating our current policies. If BMV introduces changes to our processes, we will share with this group and distribute via our standard communication channels.

E-Lien Updates

As of 3/27/2024, the BMV has issued 1,126 ELT ID numbers to 878 lending institutions who are participating through one of the program's approved Service Providers.


Service Provider	Indiana E-Lien Status
DDI Technology	Approved
Dealertrack	Approved
PDP Group, Inc	Approved
VINtek	Approved
SecureTA	Approved
Indiana Department of Revenue	Project Underway
Indiana Department of Child Services	Project Underway

Don't Forget!

Lienholders who conduct at least 12 lien transactions annually were required to use the e-lien solution as of July 1, 2023. For more information, reach out to one of our approved service providers or visit our website:
<https://www.in.gov/bmv/titles/electronic-lien-and-titling-overview/>



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First Call Towing
Froedge's Inc.
Furnish's Towing & Recovery
Green Services Inc.
H&K Wrecker Service LLC
Hanna's Wrecker Service LLC
Hedinger's Towing Equipment
Hudson Towing & Recovery, Inc.
I-70 Wrecker Service & Repair
Indy Towing Service Inc.
Jeff's Auto Repair & Towing
Joe's Garage - Whitlow's Towing
Joe's Towing, Inc.
Joey's Enterprise Service LLC
Kapnick Insurance Group

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INDIANA TOWING AND WRECKER ASSOCIATION TOW SHOW EXHIBITOR INFORMATION LETTER

2024 TOW SHOW

Date: August 16TH - 17TH 2024

Location: Boone County Fairgrounds, Lebanon Indiana

Address: 1955 Indianapolis Ave, Lebanon Indiana

Registration Deadline: May 31st, 2024

The Indiana Towing & Wrecker Association invites you to participate in our 2024 Tow Show, to be held August 16th and 17th at the Boone County Fairgrounds, in Lebanon Indiana. The Boone County Fairgrounds, is conveniently located halfway between Indianapolis and Lafayette on Interstate 65, and is 20 minutes from downtown Indianapolis and near the International Airport.

The Tow Show is the primary meeting event for tow operators/business owners, and drivers in Indiana. The Tow Show is an event planned for the entire family, and offers something for everyone. Last year's show was a huge success, and we expect our show to be bigger and better this year!

This is your opportunity to network with our owners/operators and to showcase your products and services. Our members want to see your products and services showcased at our event. If you are an equipment or product exhibitor, our owner/operators want to see your equipment in person versus a brochure whenever possible.

Enclosed you will find a Tow Show Exhibitor Application and Registration Form, Sponsorship Opportunities and Exhibitor Information. Sponsorship, Exhibiting at the Tow Show, and donating to our prize raffle offers your company increased visibility and shows your support of the Indiana towing industry. Here's an overview of the vendor schedule for our 2024 show:

Exhibitor Set Up, Friday August 16th 8-2pm

Show Hours: Friday, August 16TH 3pm – 10:00 pm

Exhibits Open, Opening Ceremony, Candlelight Vigil, Entertainment, Light Show, 50/50 Raffle

Saturday, August 17th, 10 am- Close

Trade Show Exhibits Open, Beauty Contest, Driving Contest, Rotator Challenges, Entertainment, Silent Auction, 50/50 Raffle, Ladies Luncheon, Car Show, Dinner and Awards Ceremony, Live Auction

For Questions please contact Sue Moreland, President at 765-393-6012 or Sue@Northwesttowing.com



INDIANA TOWING AND WRECKER ASSOCIATION TOW SHOW EXHIBITOR REGISTRATION FORM

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Street Address: _____

City/Town: _____ State: _____ Zip Code: _____

Description of Product/Services: _____

Main Contact (person who will be on site):

First Name: _____ Last Name: _____

Phone: _____ Fax: _____

E-Mail Address: _____

How many people from your organization will be attending? _____

Names of others attending/working at show:

First Name: _____ Last Name: _____

First Name: _____ Last Name: _____

Please list additional names on separate sheet of paper if necessary.

Comments / Special Requests:

All other services related to the tow show booth are the responsibility of each exhibitor.

For additional show information, please contact:

Sue Moreland at 765-393-6012

Please scan and email this form to Sue@Northwesttowing.com no later than May 31st, 2024.
Additional Venue information will be sent upon receipt of registration forms.



INDIANA TOWING AND WRECKER ASSOCIATION

TOW SHOW EXHIBITOR

REGISTRATION FORM – EXHIBIT SPACE

Name: _____

Company: _____

Inside Booths - Located inside the Witham Pavilion

10x10 _____ \$275

10x20 _____ \$450

Outdoor Exhibit Space:

10x10 _____ \$425

20x20 _____ \$1200

60x80 _____ \$2000

10x20 _____ \$750

40x60 _____ \$1500

80x80 _____ \$2500

Vendors must provide own table skirting if needed, vendors may supply own tent, or tent space can be provided for booths up to 20x20 size.

Each booth space will include one 8 foot table and 2 chairs if requested. Additional Tables and chairs may be ordered for an additional fee. (\$10 per table, \$6 per chair) Electricity will be an additional \$50 for the weekend and you must provide your own 100 foot electric cord, and surge protector.

PARKING of vehicles and trailers in outdoor vending areas must fit in space purchased. All other parking will have a designated area away from exhibition sites.

CAMPING is available on a limited basis. There are electric and water hook-ups and a dump station on the grounds. Please contact us directly for availability. Cost will be \$65 per night, all inclusive.

_____ I would like my outdoor space to be under a tent and need tent to be provided

_____ I will provide my own tent.

_____ I will need electricity at my site. (\$50.00 additional)

Will you need additional tables? _____ Chairs? _____ Please indicate the number required.

If the booth spaces do not meet your needs, please contact us and let us know how we can work to meet your needs. Custom Sizes available.

Please scan and email this form to Sue@Northwesttowing.com no later than May 31st, 2024



INDIANA TOWING AND WRECKER ASSOCIATION

TOW SHOW

2024 SPONSORSHIP OPPORTUNITIES

Friday Night Street/ Welcome Party (6 Available) \$750.00

Sponsorship of food, festivities, and entertainment on Friday Night

Acknowledgement on all print and digital advertising

Saturday Night Awards Dinner (8 Available) \$750.00

Sponsorship of awards dinner and entertainment on Saturday

Acknowledgement on all print and digital advertising

Other Sponsorship Opportunities:

The following sponsors will be recognized in all print and digital advertising.

Friday/Saturday Security	\$300.00
Friday Light Up the Night Light Show Sponsor (1 Available)	\$250.00
Saturday Beauty Contest Winners/Awards (6 Available)	\$500.00
Candlelight Vigil Sponsor/ Fallen Hero Sponsor (2 Avail)	\$250.00
Ladies Luncheon Sponsor (4 Available)	\$250.00
Kid's Activity Center Sponsor (6 Available)	\$300.00
Driving Competition Sponsor (2 Available)	\$300.00
VW Selfie Station – Photo Booth	\$500.00
Comfort/ Hospitality Booth	\$500.00
Tow Show General Supporter (unlimited)	\$500.00



2024 EXHIBITOR/SPONSORSHIP PAYMENT FORM

Please check items you would like to help sponsor and complete form and email back to: sue@northwesttowing.com as soon as possible. Sponsorships and advertising must be paid in full and sent in with this order form and are on a first come first serve basis.

Credit cards are preferred form of payment, but checks can be sent to Indiana Towing and Wrecker Association, Attn: Sue Moreland, 3203 North 375 East, Anderson IN 46012.

_____ Friday Night Street/Welcome Party	\$750.00
_____ Saturday Night Awards Dinner	\$750.00
_____ Friday/Saturday Night Security	\$300.00
_____ Friday Light up the Night Light Show	\$250.00
_____ Beauty Contest Winners/Awards Class Sponsor	\$500.00
_____ Candlelight Vigil/ Fallen Hero Sponsor	\$250.00
_____ Ladies Luncheon – The Power of the Purse Sponsor	\$250.00
_____ Kid's Activities Sponsor	\$300.00
_____ VW Selfie Station – Photo Booth	\$500.00
_____ Comfort/ Hospitality Tent	\$500.00
_____ Tow Show General Supporter	\$500.00

Total All Sponsorships: \$ _____

Total for Booth Space/Extras selected: \$ _____

Total due for show: \$ _____

Name of Company: _____

Name of Contact: _____

Contact Phone Number: _____ Contact Fax Number: _____

Contact Email: _____

Please scan and email this form to Sue@Northwesttowing.com no later than May 31st, 2024



INDIANA TOWING AND WRECKER ASSOCIATION

TOW SHOW

2024 EXHIBITOR/SPONSORSHIP PAYMENT FORM

Credit Card Authorization Form

I hereby authorize Indiana Towing & Wrecker Association to charge my credit card in the

Amount of \$ _____

Type of Card: Visa _____ Master Card _____ American Express _____ Discover _____

Card Number _____ Exp Date _____ CVC _____

Name On Card _____

Credit Card Billing Address: _____

As the credit card holder, I authorize the above information.

Card Holder's Signature: _____

Date: _____

This payment will be applied to: Indiana Towing & Wrecker Tow Show. A receipt will be sent to you.

Please scan and email this form to Sue@Northwesttowing.com no later than May 31st, 2024



ITWA RAFFLE TABLE DONATION FORM

Raffle donations will be accepted from any company wishing to donate, whether they are exhibiting or not.

If you are unable to attend our show this year, but would like to participate, please consider donating an item for our silent auction table.

Donors will be listed, along with the item(s) donated in all printed and digital material, and thanked during the show announcements.

I would like to donate (item description)_____

___ I will be attending the show

___ I will not be attending the show

Company Name:_____

Contact:_____

Email:_____

Please scan and email this form to Sue@Northwesttowing.com no later than May 31st, 2024



ITWA has secured room blocks at the following hotels for this event:

When calling hotels, ask for the ITWA Room Block.

Hampton Inn, 410 n Mt. Zion Rd, Lebanon IN

\$154 plus tax 765-481.2920

Website to book direct is:

<https://www.hilton.com/en/book/reservation/deeplink/?ctyhocn=INDLBHX&groupCode=CHH91E&arrivaldate=2024-08-15&departuredate=2024-08-19&cid=OM,WW,HILTONLINK,EN,DirectLink&fromId=HILTONLINKDIRECT>

Limited Camping is also available at the Fairgrounds

\$65 per night, water and electric included..... Contact Sue if interested