



hook & winch

FROM THE DESK OF EXECUTIVE DIRECTOR SUE MILES

What a busy and productive spring it has been for ITWA!

President Bill McClanahan and I have spent much of the past few months traveling across the state meeting with members and industry professionals as we completed 6 of our 7 Spring Chapter Meetings. These meetings have provided a great opportunity to connect directly with towers across Indiana, discuss current industry concerns, share legislative updates, and continue strengthening the voice of our association. We appreciate everyone who attended and helped make these meetings successful.

This spring also included a very successful 2-Day Light & Medium Duty Driver Training event hosted by Paddack's Wrecker Service. We had a tremendous turnout and received excellent feedback from attendees. A special thank you goes out to the Paddack's team for opening their facility and helping provide a first-class training environment for Indiana towers. Opportunities like this are exactly why ITWA continues to place such a strong emphasis on education and professional development.

In addition to meetings and training, ITWA also participated in Hedinger's Owner Appreciation Day, where we set up a booth to recruit new members and promote the benefits of association membership. It was a great opportunity to meet new faces, talk about the importance of industry unity, and continue growing our organization.

As many of you know, several important legislative changes affecting Indiana towers will go into effect July 1st. These changes will impact towing operations across the state, and we encourage every member to take time to read through the legislative updates included in this newsletter. Staying informed and involved is more important than ever as laws and regulations continue to evolve.

Now our focus is shifting toward one of the biggest events of the year — the 2026 Indiana Tow Show, taking place July 31st–August 1st at Fair Oaks Farms. We have an exciting lineup planned for the weekend and look forward to sharing more details in the next newsletter. Members should also begin watching the ITWA website throughout June for Tow Show registration information, event updates, and Truck Beauty Contest sign-up details.

Continued on page 3



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Advertisers needed for 2026 Newsletters:

If you're interested in reaching all of our members during 2026 by advertising in our newsletter, just call Sue Miles at 765-288-6041.

Continued from page 1

This year's Truck Beauty Contest is shaping up to be one of our best yet, as we will be awarding cash prizes along with trophies to our winners. Cash awards will be given for 1st, 2nd, and 3rd place, so now is the time to start getting those trucks cleaned up, polished, and ready to compete at Fair Oaks Farms!

We are also excited to announce additional training opportunities that will be available during Tow Show weekend. On Friday morning, ITWA will host a 3-hour EV Training Class focused on electric vehicle awareness and safety for towing professionals. Following the class, lunch will be provided before attendees return for an afternoon TIMS (Traffic Incident Management System) class. These classes will provide valuable education opportunities for operators while also helping kick off an exciting weekend at the Tow Show.

I can also say right now that all the ladies will not want to miss this year's Ladies Luncheon. We have several new and exciting things planned that are sure to make this year's event extra special. Ladies can sign up for the luncheon online through the ITWA website, and we are also currently seeking purse donations for the event. Donation forms are available on the website as well. Your support helps make this event a success each year.

This spring we also officially launched our Membership Drive, which will continue through the Tow Show. Membership growth remains one of the most important goals for ITWA as we continue working to strengthen our legislative presence, expand training opportunities, and protect the interests of Indiana towing professionals. Be sure to look for more information about the Membership Drive elsewhere in this newsletter.

We would also like to recognize several members for their outstanding support of ITWA and our mission. Congratulations to Froedge's Towing, our first-ever \$1,000 Bronze Member, and Miller's Garage of Middlebury, our first-ever \$2,500 Gold Member. Their commitment to supporting the future of ITWA and the towing industry in Indiana is greatly appreciated.

In addition, we would like to extend a very special thank you to Jeff Ripley of Paddock's Wrecker Service for his incredible \$7,500 donation to support the ITWA Lobbyist Fund. Jeff's leadership and generosity send a strong message about the importance of protecting our industry and ensuring towers continue to have a voice at the Statehouse. Be sure to read more about Jeff's challenge to other members elsewhere in this newsletter.

These contributions and membership efforts come at a critical time as lobbying and legislative representation costs continue to rise. Maintaining strong and effective representation at the Statehouse is essential to protecting our businesses, our drivers, and the future of the towing industry in Indiana. Without a united voice, we risk allowing outside interests to shape laws and regulations that directly impact our operations.

Thank you to all of our members, sponsors, volunteers, and supporters who continue to help move ITWA forward. Together, we are building a stronger future for the towing industry in Indiana.

United By The Hook,

Sue

Sue Miles
Executive Director
Indiana Towing & Wrecker Association

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Thank You For Supporting ITWA!
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LETTER FROM JEFF RIPLEY

As I reflect on some of the recent misfortunes that have happened in life, it makes me wonder if people truly stop to think about the future while reflecting on the past that helped bring us to where we are today.

Here's a couple pictures of the past that helped create my future... along with a few pictures of the future itself. The future of our industry needs as much support as we can possibly provide.

I recently learned just how important the Indiana Towing & Wrecker Association is and how much support ITWA needs to continue paving the road to success for future generations of towers across our state.

The challenges facing our industry are real. From legislation and regulations to increasing outside pressures, we need a strong organization standing up for all of us. The future of towing in Indiana depends on unity, involvement, and support from those who care about this industry.

That is why I made a personal \$7,500 pledge to support ITWA and its continued legislative efforts on behalf of towing companies across Indiana.

I challenge everyone to invest in our future.

Whether through membership, donations to the lobbyist fund, participation at events, or simply supporting ITWA initiatives, every effort matters. We need to bond together as an industry and support the association that works hard to protect all of us.

If we stand united today, we can help ensure a stronger tomorrow for the next generation.

United By The Hook.
Stronger Together.

Jeff Ripley
Paddack's Wrecker Service

MEMBER SPOTLIGHT

Our members are the backbone of this association. From large recovery operations to small family-run businesses, ITWA represents professionals who work long hours in challenging conditions to keep Indiana's roads clear and safe.

***If you would like your company featured in an upcoming newsletter,
contact us!***

FROM THE DESK OF PRESIDENT BILL McCLANAHAN

Hello everyone. Spring is here and we are thankful for that.

Light and Medium Training coming up in Indianapolis May 9-10th. Register your drivers, because training helps them stay safe.

ITWA would like to see our organization grow. Please invite your towing competitors to attend our Trade Show at Fair Oak Farms July 31st and August 1. There is even a Ladies Luncheon (Denium, Diamonds, and Pearls) at 11:30 am on Saturday, for your significant others. Plenty of activities at the Trade Show for the children. Hope to see you there.

That being said please consider volunteering to help at Trade Show, an hour or two of your time would be greatly appreciated. We are always appreciate sponsorship at the Trade Show.

I want to thank everyone who attended your local Chapter meeting in April. Special thank you to Sue for all her attention to detail.

All information is available online at: towingindiana.com

God bless and stay safe.

Bill



ITWA WOMEN'S AUXILIARY

I hope this finds everyone doing well and enjoying the spring season!

As you all probably know by now, the 2026 ITWA Tow Show is scheduled for July 31 and August 1. It is being brought back to the Fair Oaks Farm where we had our most successful shows in the recent past. We are looking forward to another great show!

As the Women's Auxiliary mission is to promote fellowship among our members and to help provide financial support for ITWA through various fundraisers we will be hosting the Ladies Luncheon and Purse Raffle. This is always a popular event at the show. We will be reaching out to vendors and tow companies to donate purses for this fundraiser. Start thinking about what you might want to donate. This is a great time for the "women of towing" to get together for fellowship & fun!

Although we are now working on the tow show, we are always looking for ideas for future fundraisers and opportunities for fellowship. Please let me know if you have any suggestions.

Until next time...please stay safe & healthy.

Crystal





ITWA Ladies Luncheon – Denim, Diamonds & Pearls

💎 🏠 Ladies, It's Time to Shine! 🏠 💎

Join us for the **ITWA Ladies Luncheon – Denim, Diamonds & Pearls** during the 2026 Indiana Tow Show!

🌟 Dress up your favorite denim with a little sparkle and join us for an afternoon of fun, friendship, great food, and fabulous prizes.

📅 **Saturday, August 1, 2026**

🕒 **11:30 AM**

📍 **Fair Oaks Farm Conference Center – Fair Oaks, Indiana**

Highlights Include:

- 💎 Designer Bag Raffles
- 💎 Door Prizes & Giveaways
- 💎 Best Dressed Contest
- 💎 Fun Games & Fellowship
- 💎 Lunch with Friends Old and New
- 💎 Supporting ITWA Women's Auxiliary Programs

Whether you're a tow company owner, spouse, family member, employee, or friend of the industry, we invite you to spend part of your Tow Show weekend with us for one of the most popular events of the year.

🌟 **Bring your denim, your diamonds, your pearls—and your friends!**

Registration information available on ITWA Website



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LET US DO THE PAPERWORK SO YOU CAN FOCUS ON THE TOWING

HB 1184 Takes Effect July 1: What Indiana Towing Operators Need to Know

As many of you know, the Indiana General Assembly passed HB 1184, legislation that directly impacts towing and recovery operators throughout the state. The law takes effect July 1, 2026, and every towing company should review its procedures to ensure compliance.

While HB 1184 contains several provisions affecting the towing industry, the most significant change for most operators is the requirement to accept credit and debit card payments.

Credit and Debit Cards Must Be Accepted

Beginning July 1, towing companies and storage facilities must accept payment by credit card and debit card.

For companies that already accept card payments, little may need to change. However, businesses that have traditionally operated on a cash-only basis will need to implement a compliant payment processing system before the law takes effect.

The goal of this provision is to provide consumers with additional payment options while ensuring they can recover their vehicles without unnecessary delays.

What You Should Do:

- Verify your business accepts major credit and debit cards.
- Ensure field personnel and office staff understand the new requirements.
- Update company policies and customer-facing notices as needed.

Card Processing Fees Limited to 3%

HB 1184 allows towing companies to recover card processing costs; however, any surcharge added to a customer's bill may not exceed 3% of the transaction amount.

Examples include:

Invoice Amount	Maximum Fee Allowed
\$100	\$3.00
\$250	\$7.50
\$500	\$15.00
\$1,000	\$30.00

Companies should review their current merchant processing agreements and surcharge practices to ensure compliance before July 1.

Emergency Towing Access Clarified

The legislation also clarifies that towing operators responding to emergency situations may utilize the roadway shoulder as necessary to access disabled vehicles.

This clarification helps support efficient incident response and provides additional legal certainty when operators are working in difficult traffic conditions.

Technology Solutions Can Help

For companies looking to improve payment collection and compliance, platforms such as RoadSync offer several advantages:

- Accept credit and debit card payments from the office or the field
- Send secure payment links by text message or email
- Collect payment before vehicle release
- Maintain detailed payment records
- Reduce payment disputes and chargebacks
- Integrate with Towbook for streamlined invoicing and payment tracking

As electronic payment requirements continue to evolve, tools like RoadSync can help simplify compliance while improving customer service and cash flow.

Final Thoughts

HB 1184 represents one of the most significant changes affecting Indiana towing operations in recent years. The July 1 implementation date is approaching quickly, and now is the time to review payment procedures, verify surcharge practices, inspect private property accounts, and educate employees on the new requirements.

The Indiana Towing & Wrecker Association encourages all members to familiarize themselves with the law and make any necessary operational adjustments before July 1.

By preparing now, towing companies can remain compliant, reduce customer disputes, and continue providing the professional service that Indiana motorists depend upon every day.

ITWA Tip: Review your current payment procedures with drivers and office staff. Consistent documentation is one of the most effective tools available for preventing costly chargeback disputes
Indiana Towing & Wrecker Association

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APRIL COMPLIANCE UPDATE

By Brian J. Riker



Brian J. Riker is the President and Chief Compliance Specialist at Fleet Compliance Solutions, a nationwide motor carrier safety and compliance consulting firm that specializes in non-traditional fleets such as towing and auto transport companies. With more than 30 years' experience as a tower and auto transport company owner, Brian blends real world experience with professional knowledge of the regulations and best practices to help towers stay safe, stay compliant and thrive in business.

With the recent storms to hit a large portion of the US, and the surge in requests for out of area towers to assist with the cleanup and salvage operations, now is a great time to discuss operating authority. Your type of operation and the state(s) which you operate in will determine what operating authority is required. The basic types of authority are as follow:

US DOT (Federal) This is your basic registration as a motor carrier with the Federal Motor Carrier Safety Administration and is required if you conduct any type of commercial transportation across state lines, international borders or even solely within some states as a condition of obtaining commercial vehicle registration plates. The US DOT registration number alone does not give you authority to haul anything, it is merely the first step in become an interstate motor carrier.

MC Number (Federal) This is your registration number and authority to conduct Interstate movement of goods or passengers as a for-hire motor carrier. This authority will eventually be merged with the US DOT number and is currently administered by the FMCSA but is still a separate authority as of today. MC authority is required any time you move persons or property for-hire in Interstate commerce unless you are exclusively moving exempt commodities. Generally, a disabled motor vehicle being transported from the initial point of disablement (on public right-of-ways) is exempt, secondary movement of the same vehicle is not.

UCR (Federal & State) The Unified Carrier Registration Program replaced the SSRS and supersedes the requirements of individual States to register and monitor motor carrier minimum levels of financial responsibility. Most States participate in this program, and if you engage in regulated Interstate commerce you must register and pay the UCR fees annually, even if your state does not directly participate. In that event you are required to register with a neighboring state.

PUC/PRC (State) Several states have an instate authority process that is typically regulated by their Public Utility Commission or Department of Motor Vehicles. In New Mexico this is regulated by the PRC and is called a Warrant. Usually a motor carrier of property must register with, and obtain permission from the state(s) they intend to operate in before performing any Intrastate (wholly within one state) for-hire transportation of regulated commodities. Towing companies are usually not exempt from state registration, additionally some states may have two types of registrations that apply to towing companies. One is for non-consent tows and the other is for general motor carrier work (moving cargo, construction equipment, auction transportation, salvage, etc).

Now how does this apply to storm relief? Even though you may believe you are providing emergency assistance or relief you are not emergency responders unless you are contracted directly with a Federal or State agency and are providing life safety support. Moving flooded or storm damaged vehicles to the salvage auction is not emergency relief, it is for-profit motor carrier work. It is not even towing, unless you are working at the direction of an emergency management agency to clear the public right-of-way or prevent further danger to the public. This means you will need to comply with all applicable Federal and State transportation regulations including operating authority. Now, some of the regulations may be suspended or lessened temporarily by executive order of the Federal or State government, please check before dispatching your equipment into the affected areas.

There are two main ways you can obtain operating authority in a hurry should you wish to help with storm damaged vehicle transportation. You can either apply for your own authority or lease your trucks and drivers to a company that already has the appropriate operating authority. If you chose to lease to a company with authority they will have full legal responsibility and control over your employees and trucks while operating under their authority. You will still be responsible for insurance, workers comp and payroll but they will be responsible for the actions of your drivers and equipment. You will need to carry a lease agreement in each truck and display their name/numbers on the vehicle.

In summary, just because you are engaged in towing disabled motor vehicles does not mean you are exempt from motor carrier regulation, especially if you are not working in an emergency capacity. Further, you may also be subject to other registration requirements such as weight distance taxes, apportioned registrations, tow operator licenses and local jurisdiction business licenses. Please keep all this in mind before you rush into to a storm ravaged area. The extra income is great but may be offset by the additional regulatory burden of operating outside of your normal area. Most importantly, stay safe!

2026 TOW SHOW UPDATE

July 31- August 1st • Fair Oaks Farm

Save the date!

Planning is actively underway for the 2026 ITWA Tow Show.

- Strong vendor participation
- Quality networking opportunities
- Educational sessions
- Equipment Displays
- A professional and welcoming atmosphere

Additional details, announcements, and confirmed information will be shared soon.

If you are interested in volunteering or sponsoring, we encourage you to reach out to get involved. **Contact Sue Miles, director@towingindiana.com**



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- Towing & Recovery Association of Kentucky (T.R.A.K.)



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DOT UPDATE FROM ISP MASTER TROOPER 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. This October will mark my 22nd year with the ISP. I am assigned to the Commercial Vehicle Enforcement Division or CVED for short. My primary daily duties is to enforce the State and Federal Regulations for CMV's in the State of Indiana. I am certified to complete Part A and B Inspections as well as General Hazmat 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 on 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.

Today I would like to write to you about Periodic or Annual Inspections. The specific question that came in to me requested clarification on how ISP and CVED officers interpreted and enforced the following section.

Annual DOT inspection documentation requirements for commercial motor vehicles under 49 CFR §396.17.

- Retaining the inspection report (per §396.21) in the vehicle,
- Or displaying a sticker or decal on the vehicle containing the required certification details.

From the FMCSR's we can see that it permits either the inspection report in the vehicle or a decal on the truck with the information. At ISP and CVED we teach our officers to look and accept either the inspection report or the decal as "Possession" of an Annual Inspection.

Here is some other good information to look at when discussing annual inspections!

Question 2: May the due date for the next inspection satisfy the requirements for the inspection date on the sticker or decal?

Guidance: No. The rule requires that the date of the inspection be included on the report and sticker or decal. This date may consist of a month and a year.

Question 4: Does the sticker have to be located in a specific location on the vehicle?

Guidance: No. The rule does not specify where the sticker, decal or other form of documentation must be located. It is the responsibility of the driver to produce the documentation when requested. Therefore, the driver must know the location of the sticker and ensure that all information on it is legible and current. The driver must also be able to produce the inspection report if that form of documentation is used.

As always if you have any questions, please feel free to reach out to me.

Brent N. Hoover, Master Trooper

Email: bhoover@isp.in.gov



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PROTECTING YOUR BUSINESS FROM CREDIT CARD CHARGEBACKS

How Better Documentation and Modern Payment Tools Can Help

Credit card payments have become a normal part of doing business in the towing and recovery industry. While accepting cards makes it easier for customers to pay, it also exposes towing companies to a growing problem—**credit card chargebacks**.

A chargeback occurs when a customer disputes a charge with their credit card company after services have already been provided. In many cases, towing companies have completed the work, released the vehicle, and deposited the payment, only to learn weeks later that the transaction is being challenged.

The good news is that there are steps every towing company can take to reduce chargebacks and improve their chances of winning disputes when they occur.

Common Reasons for Chargebacks

Some of the most common reasons customers dispute towing charges include:

- Claiming they did not authorize the transaction
- Saying they did not receive the service
- Disputing the amount charged
- Failing to recognize the company name on their credit card statement
- Attempting to avoid paying a legitimate bill after services were completed

Unfortunately, credit card companies often begin by siding with the cardholder, making proper documentation critical.

Best Practices to Prevent Chargebacks

Obtain Signed Authorizations

Whenever possible, obtain a signed authorization before beginning work. The authorization should clearly describe the services requested and include pricing information when available.

Collect Detailed Documentation

Maintain records that support every transaction, including:

- Signed service authorizations
- Tow tickets and invoices
- Vehicle release forms
- Photographs of the vehicle and service location
- Dispatch records
- Time stamps
- GPS tracking information
- Driver notes

The more documentation you can provide, the stronger your position during a dispute.

Verify Cardholder Identity

For in-person transactions, ask for identification when appropriate and verify that the name on the card matches the customer presenting it.

Clearly Describe Charges

Make sure invoices clearly explain the services provided, including:

- Hook-up fees
- Mileage
- Recovery charges
- Storage fees
- Administrative fees authorized by law

Customers are less likely to dispute charges they fully understand.

Process Payments Promptly

Avoid delayed transactions whenever possible. Prompt processing reduces confusion and minimizes the likelihood of disputes.

Keep Records Organized

Chargebacks can surface months after the original transaction. Maintaining organized digital records allows you to respond quickly when documentation is requested.

How RoadSync Can Help

Many towing companies are turning to [RoadSync](#) to simplify payment collection and strengthen transaction documentation.

RoadSync is a payment platform designed specifically for the towing, transportation, recovery, repair, and commercial vehicle industries. The platform provides secure payment solutions that help businesses collect payments faster while reducing administrative headaches.

Do-It-Yourself Lien Letters

Indiana tow operators can save time and money with a simple, web-based letter process.

- ▶ Create and send certified notification letters online
- ▶ Track certified letters with delivery confirmation

Plus! Access to NMVTIS national title search, owner & lienholder info in 30+ states and national theft check.



For more info visit [ADD123.com](#), call **866.923.3123** or email info@add123.com

RoadSync Features Include:

- Secure credit card processing
- Mobile payment collection
- Digital payment links sent by text or email
- Electronic receipts
- Transaction documentation
- Contactless payment options
- Customer authorization tracking
- Detailed payment records

Because transactions are electronically documented and time-stamped, companies often have stronger evidence available if a chargeback dispute occurs.

Integration with Towbook

Another advantage for many towing companies is that RoadSync integrates with [Towbook Management Software](#), helping streamline invoicing and payment collection while reducing duplicate data entry.

By connecting dispatch, invoicing, and payment processing, towing companies can maintain a clearer audit trail from the initial call through final payment.

If a Chargeback Happens

If you receive notice of a chargeback:

1. Respond immediately.
2. Gather all supporting documentation.
3. Submit photos, signed authorizations, invoices, GPS records, and receipts.
4. Provide a clear timeline of events.
5. Follow your processor's response deadlines carefully.

Failing to respond on time almost always results in losing the dispute automatically.

The Bottom Line

Chargebacks are becoming increasingly common throughout the towing industry, but they do not have to become a major source of lost revenue. By implementing strong documentation practices, obtaining proper customer authorizations, and utilizing modern payment solutions such as RoadSync, towing companies can significantly reduce their exposure and improve their chances of successfully defending legitimate transactions.

A few extra minutes spent documenting a tow today can save hundreds—or even thousands—of dollars tomorrow.

HB 1184: Important Changes to Private Property and Repossession Towing

While much of the attention surrounding HB 1184 has focused on credit card acceptance requirements, the legislation also includes several important changes affecting **private property towing and repossession (collateral recovery) operations** that take effect July 1, 2026.

Commercial Private Property Towing

One of the most significant changes involves tow-away zone signage requirements on commercial private property. Under HB 1184, property owners who establish a tow-away zone must post signs that are positioned **more than five feet and less than seven feet above ground level**. The law goes a step further by prohibiting a towing company from removing a vehicle from a tow-away zone if the required sign is not installed within that height range.

What This Means for Towers

Prior to accepting a private property tow assignment, operators should verify that required signage is properly installed and clearly visible. If signage does not meet the statutory height requirements, the tow may not be legally authorized under the new law.

ITWA recommends that members:

- Review all existing private property towing accounts.
- Inspect tow-away signs before July 1.
- Photograph signage for documentation purposes.
- Notify property owners of any non-compliant signs.
- Consider adding sign verification to routine property inspections and contract renewals.

Taking a few minutes to verify signage today may help prevent costly disputes, complaints, or legal challenges later.

New Requirements for Repossession Companies

HB 1184 also establishes new standards governing **collateral recovery agencies**, commonly referred to as repossession companies. The legislation creates requirements concerning the storage of repossessed collateral and clarifies how collateral must be handled after recovery.

The General Assembly's intent was to create greater consistency and accountability regarding the storage and release of repossessed vehicles and other collateral. Committee discussions surrounding the legislation focused on ensuring collateral remains properly secured and available for recovery by lienholders while establishing clear standards for storage facilities.

What Repossession Operators Should Review

Collateral recovery agencies should carefully review:

- Storage yard policies and procedures.
- Documentation and inventory practices.
- Vehicle security measures.
- Release procedures for lienholders and authorized parties.
- Any contractual requirements that may need updating before July 1.

Companies involved in repossession work should consult the final statutory language and legal counsel to ensure their storage and release procedures comply with the new requirements.

Bottom Line

HB 1184 is more than just a credit card bill. Beginning July 1, 2026:

- Commercial private property tow-away signs must be installed between **5 and 7 feet above ground level**.
- Towing companies may not tow from a designated tow-away zone if signage does not meet the statutory height requirement.
- New requirements governing the storage and handling of repossessed collateral take effect for collateral recovery agencies.
- Towing and recovery companies should review existing procedures now to avoid compliance issues later.

The Indiana Towing & Wrecker Association will continue monitoring implementation of HB 1184 and providing guidance to members as questions arise regarding these new requirements.



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ITWA Membership Recruiter Rewards Program

Help ITWA grow stronger! Recruit new members and earn valuable rewards while helping build the resources needed for a full-time legislative presence in Indiana.



MEMBERSHIP RECRUITER REWARDS PROGRAM

★ GROW OUR INDUSTRY. GROW OUR VOICE. GET REWARDED! ★

— UNITED BY THE HOOK —

Help **ITWA** grow stronger! Recruit new members and earn valuable rewards while building the resources we need for a full-time legislative presence in Indiana.

HOW IT WORKS

- Recruit new paying members (companies or employees).
- New members list your name as their referrer during registration.
- Earn rewards based on the number of new members you recruit!

EARN BIG. GET REWARDED.

INCENTIVE STRUCTURE

<p>1 NEW MEMBER RECRUITED</p> <p>\$25 ITWA CREDIT <i>(Applicable to training, events, or merchandise)</i></p> <p>— OR — Entry into a Quarterly Prize Drawing</p>	<p>3 NEW MEMBERS RECRUITED</p> <p>FREE TRAINING REGISTRATION! <i>(Approx. \$495 Value)</i></p> <p>— OR — \$100 GIFT CARD</p>	<p>5 NEW MEMBERS RECRUITED</p> <p>FREE MEMBERSHIP DUES FOR THE FOLLOWING YEAR! + FORMAL RECOGNITION</p>	<p>TOP RECRUITER (ANNUAL)</p> <p>RECOGNITION AT THE TOW SHOW AWARDS BANQUET ★ ★ ★ COMPLIMENTARY BANQUET TICKETS PLUS A PREMIUM PRIZE (SPONSOR-SUPPORTED OR CASH EQUIVALENT)</p>
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ACCELERATED OPPORTUNITIES – EARN EVEN MORE!

<p>DOUBLE REWARDS PROMOTIONS <i>Limited-time periods throughout the year to maximize your earnings!</i></p>	<p>CHAPTER CHALLENGE <i>Compete with other chapters for prizes and bragging rights!</i></p>	<p>PUBLIC RECOGNITION <i>Top recruiters recognized weekly/monthly in our newsletter, on Facebook, and at events!</i></p>
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WHY IT MATTERS

- ✓ More members = Stronger voice
- ✓ More resources = Full-time legislative presence
- ✓ More growth = A stronger future for towing
- ✓ More opportunities = More for YOU!

TOGETHER, WE CAN TOW INDIANA FORWARD!
RECRUIT TODAY. GET REWARDED.

Stronger Together!



More Members. Stronger Association.
STRONGER INDUSTRY.



START RECRUITING TODAY!
VISIT TOWINGINDIANA.COM
FOR DETAILS OR CONTACT THE ITWA OFFICE.

Shine It Up and Show It Off!

ITWA Truck Beauty Contest Returns to the 2026 Indiana Tow Show

One of the most anticipated events of the year is back—and this year there is even more reason to bring your best-looking truck to the show!

The Indiana Towing & Wrecker Association is excited to announce that the 2026 Indiana Tow Show Truck Beauty Contest will feature **cash prizes for the top three finishers**, along with the traditional trophies and bragging rights that come with being recognized among Indiana's finest equipment.

Cash Prizes Awarded

- 1st Place – \$200 Cash + Trophy**
- 2nd Place – \$100 Cash + Trophy**
- 3rd Place – \$50 Cash + Trophy**

Whether you operate a light-duty rollback, heavy-duty wrecker, rotator, service truck, or recovery unit, this is your opportunity to showcase the pride you take in your equipment and represent your company in front of towing professionals from across the Midwest.

Every truck tells a story. The countless hours spent polishing chrome, detailing paint, upgrading lighting, maintaining equipment, and keeping your fleet looking professional deserve recognition. The Truck Beauty Contest celebrates the hard work, craftsmanship, and dedication that towing professionals put into their equipment every day.

So break out the polish, touch up the paint, shine the wheels, and get your iron ready for Fair Oaks!

The 2026 Indiana Tow Show will be held **July 31–August 1, 2026, at Fair Oaks Farm in Fair Oaks, Indiana**, and we are expecting an outstanding lineup of trucks from across the state and beyond.

Truck Beauty Contest registration is now available online. Participants can register through the ITWA website at www.towingindiana.com. Early registration is encouraged to help us plan for judging and display space.

More information on contest categories and judging criteria will be available on the website and through ITWA social media channels as the event approaches.

**Think your truck has what it takes?
Bring it to the show and compete for cash, trophies,
and the title of one of Indiana's best-looking tow trucks!**