

TOWING & RECOVERY

ASSOCIATION OF WASHINGTON

Presents the 2016 EXPO Edition of "The Dispatch"



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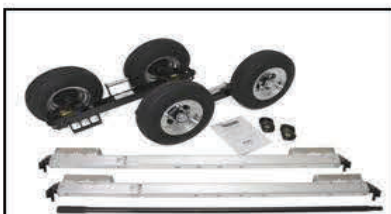


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President's Letter



Dear T.R.A.W. Members:

Please accept my apologies for not being with you in Ferndale this year. A long time event, 30 years in the making, required that I be in Minnesota with my wife. I know you are in good hands with our Vice-President Debbie Reid. Thank you Debbie. I also want to say thank you to our EXPO planning committee including Past Presidents Jackie Currie and Dan Johnson, VP Debbie Reid, and Theresa Gault. They have worked tirelessly for months to make this event a great success!

I cannot believe that a year has already passed from the dates of our 2015 EXPO in Wenatchee! As they say, "time flies when you are having fun" I agree that working with our members and watching our association move forward in the past 12 months has been fun as well as personally rewarding.

Now, don't misunderstand me, along with the good times the past 12 months, there have been challenging moments. The decision by Mike and Joanne Walcker to retire at the end of 2015 was unexpected. Stu Halsan's notice to the TRAW in June also required our immediate attention. With that said, I want to thank Mike and Joanne and Stu for their many years of service to the Washington Tow Truck Association, the Towing and Recovery Association of Washington and our entire industry.

The staff challenges have been met by the Board of Directors with honesty, transparency, and hard work. I am so proud of our leadership team, including the members of the Board, that have served so selflessly on special committees the past 12 months. We are excited to be working with our Association Director, Peter Lukevich, and the new legislative lobbyist team of Mark Gjurasic and Chet Baldwin. I am convinced, now more than ever, that the future of the Association is strong and poised to do great things.

An association like the TRAW is only as strong as its membership. In our case we have seen our total membership grow this past year and we are looking forward to finishing 2016 with more members than we enjoyed in 2015. Thank you for renewing your membership and for introducing our Association to new members across the State. Please do not hesitate to contact Peter at the TRAW office and ask him to follow up with a prospective new member.

I just need to take a moment and share with you how excited I am to see our legislative agenda taking shape for the 2017 legislative session. We will be introducing legislation that will try to solve the statewide impounded RV disposal problem, attempt to modernize RCW 46.55 to permit electronic record keeping, and provide us with the ability to pass along credit card "convenience fees" to our customers. Of course we will remain vigilant in Olympia to make sure we are not blindsided by more regulations and fees that attempt to restrict our "for profit businesses".

While you are enjoying the 2016 EXPO in Ferndale, I am thrilled to share with you the location of our 2017 and the 2018 EXPO. The announcement of the location will be made at our banquet Saturday evening by our Association Director. The new format of our EXPO is exciting and the location selection is the direct result of the input that many of our members provided. Moving to this new location will permit the EXPO to easily adapt to needs of our vendors and members.

Please enjoy yourself at the Silver Reef! Make sure and visit our vendors and learn about their new products and services. I want to give a special thank you to our EXPO sponsors including Miller Industries, Propel Insurance, Smart Start, Inc., Santander Bank, World Class Insurance Services, Fleet Sales West, Nation Safe Drivers Motor Club, Western Tire and Chain, and AAA Motor Club of Washington. Their continued support of the TRAW is important. Say thank you personally to our sponsors and our vendors when you get a moment.

Have a great time - Ron Jake

“Life is short..... Eat Dessert First”

If you've attended the EXPO in the past, you know that Kelly Starbuck (Starbuck's Towing, Bellevue) hosts the annual Dessert Dash.

In the past, we have purchased each dessert from Hagen's in Bellingham. The desserts are made to order and decorated with special care and a thank you to everyone who attends the EXPO and has aided in the endeavors of TRAW.

This year we decided to switch it up a bit. We traveled North to Lynden and the 100 year old Lynden Dutch Bakery. They make the most delightfully, delicious desserts around. Check out their Facebook page at <https://www.facebook.com/LyndenDutchBakery>



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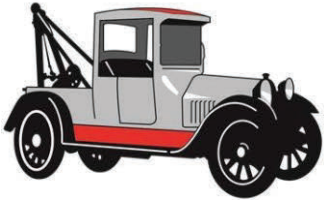
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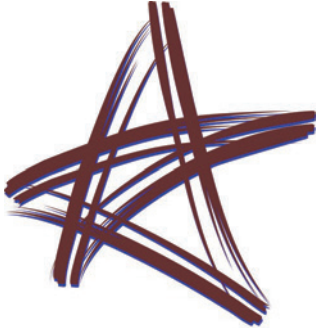
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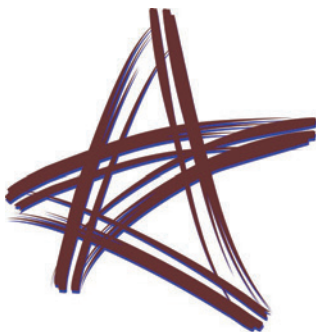
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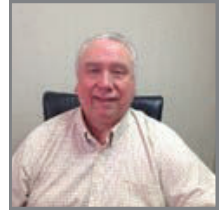
Trailer Sales, LLC

Greasweep, LLC



“Road Side Assistance”

From the Desk of Peter Lukevich, Association Director



Dear Members:

EXPO 2016 has arrived! Thank you for joining us in Ferndale to celebrate “One Hundred Years of Towing”. As we reflect on our industry, discover new products and services, and reconnect with friends and colleagues let us take a moment to remind ourselves of the tremendously important role we play in the State of Washington as Registered Tow Truck Operators! Without the assistance we provide to law enforcement and private property owners as well as our other customers the issues that we face on our highways and interstates would be much more frustrating and less safe. You truly do make a difference in many lives and the safety on our State’s roadways.

Speaking of safety, I hope you have had a chance to view our “See a Tow – Take it Slow” social media billboard campaign. If you have not yet had a chance to see the virtual billboards we are displaying just click on the TRAW Facebook page and take a peek. In addition, the Board of Directors has launched a statewide public service announcement project during the 2nd quarter of 2016. The PSA the Association created has been distributed to 84 radio and television stations statewide! We hope that raising the public’s awareness of tow trucks on the roadside and to SLOW DOWN when they come upon a working tow truck that we will help save lives. Please encourage your local radio and televisions to air the PSA if you have not yet heard it played in your community.

It goes without saying that putting on an EXPO like the one we are enjoying in Ferndale takes a Team. The motto of our Association, “The Power of a Team” has been very visible during the last few months in the run up to the EXPO. Thank you the EXPO Planning Committee members Past Presidents Jackie Currie and Dan Johnson and VP Debbie Reid, and Theresa Gault for their hard work and tireless effort to make this event a great success. Thank you to Mike Bartolotti and Rolfe Johnson for jumping in where needed and helping out. If you see any of these folks around the EXPO, please say thank you. I am truly blessed to be able to learn and to be able to lean on these hardworking members of the Association.

January 4th (my first day of work) seems like a blur! Time has flown by since I began working for you, the members of the Association. I hope that you are finding the TRAW office to be responsive to your needs and concerns. It is my sincere hope that your questions, tire purchases, and general membership questions are responded to in a timely and effective manner. Thank you for your patience as I learn more about Towing and Recovery Association of Washington and the work you do in our communities across the State. Every day is interesting and you have all been very helpful to me providing your guidance and suggestions.

As we enter the fall season I am excited to begin working with our new lobbyist team and help shape our legislative strategy for 2017. Mark Gjurasic and Chet Baldwin will be great additions to the TRAW Team and I expect that we will make a difference for you in Olympia. Please take a moment to say thank you to Stu Halsan for his many years of service to our Association and also say hello and Welcome Aboard to Mark and Chet. I will also be working hard to increase our membership in the Association during the 4th quarter. You should receive a mailing right after the Labor Day holiday asking you to help me signup new members. Thank you in advance for your help.

Finally, the EXPO is all about reuniting with friends and colleagues and meeting and chatting with our Vendors and Sponsors. Please make sure and stop by each of the vendor booths and take a look, kick some tires, and learn about the products and services that the exhibitors are offering to you at our EXPO. The vendors, in some cases, have come from long distances to introduce us to their products. Look around and let the exhibitors know that you appreciate them taking the time to join us in Ferndale.

Please take a moment to say hello and introduce yourself if we have not met. I will be the guy with the name tag that says **Peter Lukevich**. I would love to meet you if we have not met and would love to say hello if our paths have already crossed.

Enjoy the 2016 NW Tow EXPO - Peter

EXPO EVENTS

FRIDAY

- 12:00pm EXPO opens
- 06:00pm Opening Ceremonies
Includes Flag Salute both US & Canadian or Anthems
- 06:30pm Lummi Salmon Dinner
- 07:00pm I Told My Boss Where to Go – Contest Begins
- 09:00pm Vendor Appreciation / Horsd'oeuvres & Drink
Light Show with Tow Trucks

SATURDAY (Day)

- 8:00 am EXPO Opens
- 7:30am Continental Breakfast - Coffee & Pastries (TRAW Booth)
- **LAST MINUTE – Beauty Contest Registration - (No Exceptions) – No Registrations after 9am**
- 8:30 am Drivers meeting for driving competition- behind vendor area
- 10:00 am SHARP / Beauty Contest – **TOWELS DOWN**
- 10:00 am Driving Competition begins - Dan Johnson/Paul M - Miller
- 10:30 / 11:00 am **DEMO - Dave Kruse / *How To Survive the Insurance Storm***
- 11:00am/3:00pm KID'S TENT
- 11:30 / 1:00 pm LUNCH
- 12:10 / 12:40 Vendor Promotion “Elevator Speech” (Bleachers)
*****DEMO SET UP TIME (Bleachers for Viewing)**
- 1:00 / 1:30 DEMO Miller Industries – Paul Mahnken / Dan Johnson
- 1:45 / 2:15 DEMO (TBA)
- 2:30 / 3:00 DEMO Schaeffer's Specialized Lubricants - Mark Booth
- 3:15 / 3:45 DEMO Nelson Truck & Equipment - Brian Borland
- 4:00 pm Last chance for punch cards, promotions and products – Vendor Area

SATURDAY (Evening)

- 5:00 Banquet Doors Open / Social – New Banquet Room
Silent Auction Opens for Viewing
- 5:20 Guests are Seated – Welcome / Program Begins
- 5:25 Flag Salute - Dan Johnson / American Larry Styba / Canadian
- 5:30 Kelly Starbuck - Dessert Dash Announcement
- 5:35 Invocation - Peter Lukevich
- 5:40 CLOSE TABLE 1 SILENT AUCTION
- 5:45 DRAW 1ST PUNCH CARD AWARD - \$100 Cash (Must Be Present to Win)
- 6:00 Banquet Begins

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TOWING & RECOVERY

ASSOCIATION OF WASHINGTON

2016 Northwest Tow EXPO

Auction/Raffle Donation EXPO

Silent or Live or Door Prizes

With your donations and participation in the silent and live auctions, the *Towing and Recovery Association of Washington* will continue to be an industry leader with its commitment to education and professional representation in matters pertaining to government and legal affairs.

Item: _____
(Please only one item per sheet, copy this sheet if needed. Please print)

Description: _____

Donated By: _____

Address: _____

City: _____ **State:** _____ **Zip:** _____

Contact Name: _____

Email: _____ **Retail Value:** _____

Delivery Information:

Mailed/Shipped: _____

To be picked up: _____

Will bring: _____

Other: _____



If you have no idea what would be a GREAT auction item, please don't let that stop you.

The auction committee understands the hardest part of procuring an auction item is either asking someone if they might be willing to donate or actually going out and finding an item to purchase.

If you're doing the shopping and you just don't know what to purchase, just buy something you would like to have.

If you don't have time to shop and you would like to make a donation, one of the auction committee would be happy to do the shopping for you.... (offer is good until July 31, 2016)

If you plan to bring your auction item with you, please let us know so we are able to have the description sheet prepared in advance. If you do bring an item and we have not been notified in advance, please make sure it is dropped off at the TRAW registration booth by 6pm Friday evening so we are able to log it in.

If you need help or have questions, please do not hesitate to contact one of the following:

Theresa Gault theresagault@yahoo.com 509-670-8669

Debbie Reid reidda@outlook.com 509-220-2677

Jackie Currie jackie@columbiatowing.com 206-963-9904

Dan Johnson dan@johnsonstowing.org 360-733-5458

Peter Lukevich administrator@towingandrecovery.net 206-492-5032



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Stu Halsan, Lobbyist
WTTA & T.R.A.W.
Retires
1992 - 2016

Join us at the Awards Banquet Saturday night as we honor Stu Halsan.

Stu joined the Team in 1992 and has represented both the Washington Tow Truck Association and the Towing and Recovery Association of Washington ever since.

If you have never met Stu, this is your chance. If you know Stu or have worked with him in Olympia, this could be your only opportunity to shake his hand and wish him the very best.

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Say Hello to our New Lobbyist Team!



Mark Gjurasic

Dear Members:

Mark Gjurasic and Chester "Chet" Baldwin are looking forward to meeting you at the EXPO. Please take a moment and say hello. They will be joining us on Friday and Saturday and will be out and about getting to know you and learning more about our industry and our Association.

Although we are saying hello to the new lobbyists, they come to us with incredible credentials as well as an awareness of the industry and some of our pressing issues. For example, Mark worked with our predecessor organization as the lobbyist for the Washington Tow Truck Association. Mark has been working tirelessly in Olympia for over 30 years. His work covers a broad range of matters including work on transportation and tax legislation. We are gaining the knowledge and expertise of the lobbyist that help write and pass RCW 46.52 (now RCW 46.55) and helped prevent our industry from being saddled with a "low bid contract" when responding to WSP impound calls.




Chester "Chet" Baldwin

Chet is an attorney. He has not only worked for many years as a lobbyist but has also represented tow truck companies in district and municipal courts at impound hearings and successfully defended RTTO operators against charges of violating State hulk hauling laws. Using his skills as an attorney, Chet is able to draft legislation, analyze proposed legislation and research legislative intent concerning both pending and current legislation. Chet enjoys fostering the "grass roots" lobbying effort and working with Associations, like the TRAW, to identify positive opportunities for his clients.

Together Mark and Chet form a very dynamic duo. Both of these men have committed themselves to aggressively advancing our issues and looking for efficient and effective legislative solutions that will benefit the TRAW for years to come. They are looking forward to hosting a Legislative Preview meeting in October and to roll the Board's Legislative Agenda for 2017.




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Back to School EDUCATION.... 2016



2016 TRAW School Schedule

Heavy Duty
Light Duty

September 16th & 17th
October 14th & 15th

Dick's Towing - Marysville
Dick's Towing - Marysville

\$60.00 for members at the One-Day schools and **\$110.00 for non-members**.

Two day schools will remain the same: **225.00 for members**, **\$375.00 for non-members**.



Thank you to each of the instructors and volunteers who give of their time to promote a safe towing community through the **TRAW** education program.

TRAW sincerely thanks each company that allows their employee the time away from work to participate in our education program.

Our goals are to provide law enforcement and the motoring public with efficient, effective towing and recovery service and most of all to make sure everyone goes home safely.

Remember that good towing operators are not born, they are trained.

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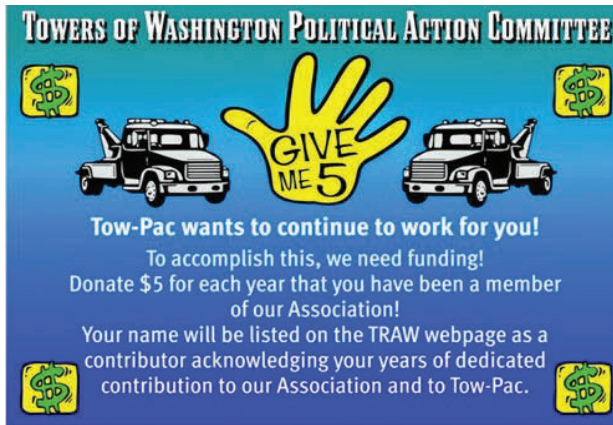
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Phone (_____) _____ Fax (_____) _____

Email: _____

*State election laws require us to ask the following:

Occupation: _____ Employer: _____

PAYMENT OPTIONS:

Because of the Privacy Laws, we are not able to hold your credit card number and bill it for a specific amount on a monthly basis like in the past.

We are developing a payment page for the website that will allow you to chose a donation amount, securely hold your credit card information and bill your card each month.

TowPac requires it's own bank account which is easy; it's the other requirements to make sure your donation is secure that is taking a bit longer than we anticipated however, it is in the works and all membership will be notified when the new system is complete.

With this in mind, please remember that the 2017 Legislative Session is a long session. Our ability to donate to a Representative or Senator's campaign has worked will over the years to build friendships in Olympia. Because our industry is changing so rapidly that it is necessary to constantly monitor the movement in Olympia. Knowing in advance if there is a potential problem brewing allows the association to deal with most situations in a positive, productive manner rather than being forced into a negative, defensive position.

Please do not let the security situation and short term delay in meeting the website requirements stop you from donating to TowPac. For a short time, we would appreciate it if you would mail your check to:

T.R.A.W.
13751 Lake City Way NE, #222 , Seattle, WA 98125

Thank you for your understanding and for supporting TowPac.



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Paul Krupa

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