



# THE UPDATE

An Official Publication of

**TOWING & RECOVERY**  
ASSOCIATION OF WASHINGTON

June 2014 - EDITION



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*"The Power of a Team"*



**TOWING & RECOVERY**  
ASSOCIATION OF WASHINGTON

[www.towingandrecovery.org](http://www.towingandrecovery.org)

*August 22nd & 23rd*

*Silver Reef Hotel, Spa & Casino*

Ferndale, WA

*fucbs*  
There aren't enough DAYS in the weekend!

# Welcome to the Team!

As always, we have new folks to welcome to TRAW. Growth has been steady and in addition to the companies you see below, we have several other companies who have committed to membership, but have not YET sent in the paperwork. You will see those new members in the next edition of “**The Dispatch**”.

**Dan-Mar Towing Corporation**, located in Pasco, is our newest D3 member. Danny Martinez and his wife have 2 tow trucks and can be reached at [danmartowing@charter.net](mailto:danmartowing@charter.net). Their phone number is 509-545-6448.

New to TRAW, but certainly not new to the industry is Eric James. Eric has his own company, **All Towing Transport & Recovery** located in Kirkland. You can email Eric at [alltowingandrecovery@outlook.com](mailto:alltowingandrecovery@outlook.com) or call him at 425-820-4TOW and welcome him to our family. **All**

**Sammy Samuelson** is a regular at our D1 Tacoma meetings offering our members great **Amsoil** products. Sammy has joined as a vendor/associate member and we are very pleased that he has formally come on board. Sammy can be reached at 360-281-7283 or email him at [samsoil@hotmail.com](mailto:samsoil@hotmail.com) if you have any questions on his fine line of products or would like to make an order.

**Propel Insurance company** has signed up as an associate member and they are located in Tacoma. We don't have a contact person as of this writing, but they can be contacted at 253-759-2200. We are working on getting more information on Propel and will have an update in the next magazine.

**Valley Freightliner** has joined as an associate member and they offer a great line of large trucks and services for Freightliner owners. They are located in Pacific, just south of Auburn, and can be reached at 800-523-8014 or 253-677-9191. Ask for Mike Edmonds or Stacy and welcome them to the team.

Please take time to introduce yourself to these new members from every corner of Washington State. With every new member, we send the message that we will stand strong to keep our industry free from over-regulation and illegal attempts to take what we legally earn. We are quickly becoming the overwhelming voice of our industry and a force behind positive change for all tow owner and operators in our state.

Thanks to all of our long-standing members and welcome to our new folks.

There is *Power in a Team!*





# THE GRAPEVINE

## ***FROM THE DESK OF MIKE WALCKER, ASSOCIATION DIRECTOR***

Joanne, my wife, and Jackie Currie, our current TRAW President always wonder where I come up with ideas for the articles that we have been putting into “The Dispatch” and “The Update” for the last 5 years. It does get harder and harder to find unique ideas and messages to talk about, but never fail, our members always come through and give me great story lines and ideas. This article is no different.

I had spent nearly a week trying to think of something good to talk about and even though there have been plenty of good things going on with the association, I still had nothing that really stood out, that was until our regular round of district meetings came around and I got to watch our members at work. To back-track a little, I had gotten a phone call from a new company who were just getting their RTTO license and were looking for some information. They found us on-line and as it turned out, there was going to be a district meeting in their area in a few nights, so I invited them to join us and meet some of the people in his tow area. He was a little hesitant, and actually had been told that towing people were quite competitive, and the “new” guys are not normally welcomed by fellow towers. I disagreed and pressed the invitation.

The first meeting of the week was on the east side of the state. We had a guest speaker, a full room of towers, and, to my surprise, a new company that had been invited by one of our members. Everyone in the room was friendly and welcoming to these folks, and by the end of the evening, they were signing up as members. On to the west side! It would have been hard to beat the first meeting, but somehow, they did it. Every member company in that district was represented, which was a great start to the evening. I met the new folks, as they came early, and had a chance to visit before our regular members started rolling in. Each and every member took time to greet and talk to our guests. One company, after learning where they were located, offered a lead to new business in that area. One member, after winning a raffle prize that he already had, gave it to our guests to help them get started. Information was shared, we watched a training video, and had a great night. As you might guess, another new company happily joining our team, which brings me to my main point.

Our best asset in this association is YOU! Our members, not our programs, discounts, or any other thing we offer can be as powerful as a handshake, a smile and a welcoming greeting to a non-member company. Yes, there could be some past issues between companies, but at some point, we need to put things to rest and get on with the business of making **OUR INDUSTRY** strong, and the only way we can do that is by standing together. It can't be said enough....there are plenty of people in the world that are going to be against us, like the media, government, and those who think that the working class should support those who don't want to be responsible in life....we really don't need to be fighting each other in our own industry. I'm not saying that we need to hold hands and sing “we are the world”, but there is a place and time to focus on what we have in common and that is **OUR INDUSTRY** and what we do every day and night for most of our adult lives. I can't say thank you enough to those who display the TRAW team attitude every day, you know who you are and you are making our association better, stronger, and bigger.

*Be safe and enjoy what you have.....*

*Mike*

**TRAW** *“The Power of a Team”*

~ bressi

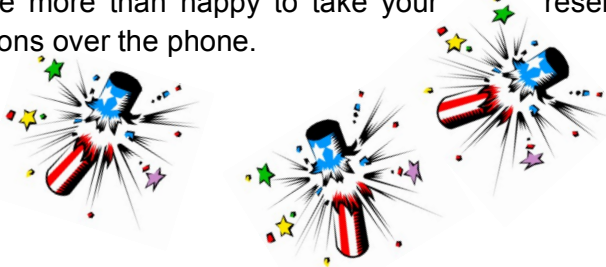


It's **Expo Time** Folks, and if you haven't heard all reservations for rooms meals and Light Duty Tow School are being done through the Towing and Recovery Association Office this year. So to insure that you get the Hotel Room that you desire do not wait.

***We have a couple of ways that you can register.***

**#1** – You can go online to our website [www.towingandrecovery.net](http://www.towingandrecovery.net) and select the Tow Expo page on the right side of the main page and you can print a Registration Form or you can click the **2014 Register and Pay Button**. There you will navigate through your room and meal choices and pay online on a secure site. Your registration comes right to the TRAW office, it will be processed and if we have any questions you will be contacted. After its processed you will be sent a receipt directly from the office.

**#2** – If you are internet challenged pick up the phone and call the TRAW office. Jo- anne will be more than happy to take your reservations over the phone.



## ***2013 BOARD OF DIRECTORS***

### **President**

Jackie Currie, Columbia Towing - 206-722-2535

### **Vice President**

Ron Jake, Bethel Towing - 360-876-8292

### **Treasurer/**

Mike Bartolotti , Lincoln Towing - 206-364-2000

### **Member At Large**

Bettie Simmons, AA Auto Salvage - 509-582-5080

### **Past President**

Dan Johnson, Johnson's Towing - 360-733-4232

### **District 1 Chair**

Wendy Dexter, Automotive Transport - 253-584-1205

### **District 2 Chair**

John Starbuck, Starbuck's Towing - 425-392-6000

### **District 3 Chair**

Ken Schmidt, Ken's Auto Rescue - 509-582-9414

### **District 4 Chair**

Debbie Meyer, Evergreen Towing - 509-489-8697

### **District 5 Chair**

Ron Grant, Grant's Towing - 360-748-4118

### **District 6 Chair**

Kurt Gillard, George WA Towing - 509-785-5984

### **District 7 Chair**

Rolfe Johnson, Jim's Northgate Towing - 206-364-1500

### **District 8 Chair**

Ray Marin, Chico Towing - 360-479-7500

## ***COMMITTEE CHAIRS***

### **Government & Legal Affairs**

Paul Bressi – Nisqually Towing - 360-491-1755

Bettie Simmons - AA Salvage, Inc - 509-455-4590

Randy Houston - Randy's Towing - 509-422-3170

### **Education**

Bill Sullivan – Liberty Towing - 253-565-1300

Rich Steele – Dick's Towing - 206-360-2000

### **Business Related Services**

TRAW Office - 509-782-7170

Mike & Joanne Walcker



### **Budget**

Mike Bartolotti - 206-364-2000

### **NW Tow Expo**

Dan Johnson – Johnson's Towing - 360-733-4232

Jackie Currie – Columbia Towing - 800.303.2535

# ATTENTION 2014 TOW EXPO VENDORS

It's Time to Register for your Vendor Space and Get your advertising in for the 2014 Tow Expo Magazine. Cut-off Date for advertising is July 1, 2014. Please send your ad and what size you desire to [joanne@towingandrecovery.net](mailto:joanne@towingandrecovery.net)

<b>Business Card size B/W</b>	<b>\$50.00</b>
<b>½ page B/W</b>	<b>\$100.00</b>
<b>Full page B/W</b>	<b>\$200.00</b>
<b>Full Color Back Page</b>	<b>\$500.00</b>

**New** this year is one stop registration that would be for your hotel room at the Reef and your booth space. You can visit our website at [www.towingandrecovery.net](http://www.towingandrecovery.net) or call the TRAW Office at **1-877-TRAW (8729)** or **509-782-7170**. There are Vendor Registration forms to print out on our websites.

## SPONSORSHIP OPPORTUNITIES:

### Friends of the EXPO - \$500.00 Level

This level will allow the sponsor to pick an event to host one of the following events with signage and recognition on a first come basis:

#### Friday Night Outdoor Dinner – **SOLD**

Beauty Contest

I Told My Boss Where to Go

Fast Paced Driving Competition

Saturday Night “After the Banquet” Chili Cook-Off and Cigar Bar

Dessert Auction

Saturday Afternoon Lunch

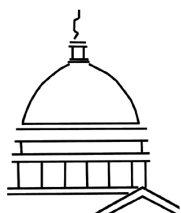
Beverage Cart

#### **“NEW”** Traffic Incident Management Demonstration

All of the above events will include recognition in the Expo edition of the “Dispatch” magazine as the sponsor of that event.

All of the above sponsorship opportunities will be shown on our web site





# **Update from THE CAPITOL** **APPROVED BY: STU HALSAN** **TRAW LOBBYIST**

TRAW - *“The Power of a Team”*  
~Bressi

## **LAW OFFICE OF STUART A. HALSAN**

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GOVERNMENTAL AFFAIRS CONSULTING  
AdvocatesOlympia.com  
stuhalsan@localaccess.com

Post Office Box 1049  
Centralia, WA 98531

Office: 360-736-0774  
Mobile: 360-561-1835

## **LEGISLATIVE REPORT**

**May, 2014**

The Legislature adjourned *Sine Die* a month and a half ago and really all they are doing now is running for re-election. Lobbyists are getting lots of phone calls, e-mails and mail.. all asking for money. Other things are going on though that affect us.

Based on the study language proviso that we put in the supplemental transportation budget a work group has been set up to discuss the possible ways to regulate non-RTTO's. The DOL has established the membership of this group and it includes several of our members. First meetings will begin in June and continue through the summer making its recommendation to the legislature before the next session.

At this point there are three things the Board needs to address:

The WSP is considering a few changes in the WAC rules governing towing which they seem to feel are “clarifying”. The association needs to find out what the problems are that the Patrol feels they need to address, review the draft sent out by Sgt. Buma and submit comments. The comments have to be sent to Sgt. Buma by May 23<sup>rd</sup> and after they internally consider them they will come out with a proposed rule. After that they will be required to hold a hearing, but at that point any major changes would require them to start over so these comments are important.

With that submission of comments, if the association wants to, you could submit the proposed WAC change dealing with “Office Hours” that I drafted to try to solve the lunch hour problem without having to wait for the next legislative session. If not, that's fine.

Stuart A. Halsan  
Attorney at Law

# Five essentials to be “in the know” about L&I business requirements for Workers’ Compensation

By Roseann Collins

## *Employer Services, Labor & Industries Workers’ Compensation Program*

Whether you own and operate one truck or a fleet of trucks, your businesses could benefit from knowing these five essential requirements to comply with Workers’ Compensation insurance laws. Savvy owners can avoid potentially costly situations down the road by being “in the know”.

### 1. Reporting on-call hours:

It’s common occurrence in the tow truck industry for a driver to be on call for many hours before actually going out and helping a customer. Did you know some of these hours must be reported to L&I as worked hours? Below is a chart of common on-call scenarios and which ones require that hours be reported to L&I for Workers’ Compensation coverage:

<b>On-call hours for tow-truck drivers don’t have to be reported for workers’ comp premium purposes if the following scenario applies</b>
The employee takes a company tow truck home after hours and is on-call.
While on call the employee does no work for the employer other than to respond to calls if they come in.
The employee does not respond to e-mails, does not clean the tow truck, or perform other work-related activities while on-call.
The employee receives no compensation for on-call time.
The employee is required to stay within x minutes travel time from the dispatch zone: a zone that includes his/her home, but the employee is free to move about within the zone.
The employee is restricted from alcohol, drugs and other substances that could impair the ability to respond to a call.
The employer maintains time records for all time worked and for all time on call.
The employee has signed an agreement including the above provisions and the employer maintains this record.
<b>On-call hours for tow-truck drivers must be reported for workers’ comp premium purposes if the following scenario applies</b>
The employee records when calls come in, the time it takes to respond to calls, and the time for handling related paperwork. All this time is reportable for workers’ compensation purposes.
If the employee is on-call at the employer’s location or another location of the employer’s choice other than the employee’s home, time would be reportable
If the employee responds to e-mails, cleans the tow truck, or performs other work-related activities while on-call, time would be reportable

*\*Determinations are fact-specific. If there is any deviation from the facts above, a different determination may result.*

### 2. Accurate and complete record keeping:

Employers must keep accurate and complete records of all hours worked or are subject to fines. [Workers’ Compensation Record Keeping and Reporting Guides](#) explains what records you need to keep. Keep all records for 3 years and 3 months. If you do not keep good records, an auditor may assess 480 hours a quarter in your highest rated classification. So, always keep good records.



### 3. Dividing hours between risk classifications:

Often tow and recovery businesses want to know if they can divide hours reported between the clerical risk classification and other business classifications. Unfortunately, the answer is “no”, not at this time. Once the employee steps out of a clerical role, you need to report all their hours in the risk classification that describes the work they’re doing and any exposure to hazards of that job. The clerical classification 4904-00 is an exception classification and is strictly limited to clerical office employees.

### 4. Multiple enterprise risk classifications:

If you operate multiple enterprises, L&I can assign more than one basic classification when a single classification doesn’t describe all of your business operations (see [WAC 296-17-31017](#) and look for updates coming July 1, 2014.)

Multiple enterprises are defined when businesses operate with:

- Two or more distinct businesses that would each stand-alone and are run independently of the other. If one closes, the other will not.
- Separate physical locations for each business.
- Accurate and separate payroll records for each business.
- Two or more risk classifications are assigned together.

If any of these conditions do not apply, L&I will assign your firm the classification(s) that identifies:

- Your principal business (this is the business that has the greatest number of hours), and
- Any secondary business operations that are higher rated than your principal business.

For example: If you have a tow yard and a service station, we can assign the tow truck class and the service station classification to your account. You must keep accurate records for both businesses and they must both stand-alone. If you do not meet the multiple enterprises rule, you will report in the principal business classification and the highest rated secondary business operation that is greater than your principal business classification.

### 5. Crack down on fraud:

Workers’ Comp fraud is one of the most common complaints coming from the towing and recovery industry, as many operators do not report accurate hours to L&I. Dishonest owners then charge less than honest operators.

This business practice is illegal.

L&I needs your help in identifying these lawbreakers. Take a photo of unlicensed trucks, or just note the license number and report them to [www.Fraud.Lni.wa.gov](http://www.Fraud.Lni.wa.gov) or call 1-888-811-5974. Help L&I decrease fraud and establish fairness in the industry.

[Report Employer  
Premium Fraud](#)

or

Call:

**1-888-811-5974**

If you have questions about correct reporting, please call your account manager 360-902-4817 or Employer Service Outreach at 360-902-4599. If you have general questions regarding L&I you would like to have answered in upcoming newsletters please email them to [ESOutreach@Lni.wa.gov](mailto:ESOutreach@Lni.wa.gov).

**2014 Northwest Tow Expo**  
Auction/Raffle Donation Form

**Silent or Live or Door Prizes**

The silent and live auctions at the Saturday evening reception and banquet, as well as door prizes, at the Towing and Recovery Association of Washington

**2014 Northwest Tow EXPO**, benefit membership so that the association can continue to represent those interests in governmental 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:** \_\_\_\_\_

**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.

- 1 The auction committee knows the most difficult thing about procuring an auction item is either asking
  - 2 someone if they would be willing to donate or going out and purchasing the item yourself.
  - 3 We have a couple suggestions to make donating easier:
- 4 If you're doing the shopping just purchase something you would like yourself.
  - 5 or if it would be easier for you to let someone else do the leg work.....

Joanne has a team who will **"Shop till they Drop"** to find just the right donation on your behalf.

All you need to do is contact the TRAW office (509-782-7170)

to let Joanne know how much you were planning to spend and she will take care of the rest.

**This service is good until July 28<sup>th</sup>, 2014 so don't wait!**

If you plan to bring your auction item with you and you have not let the office know in advance **please remember** it must be delivered to the TRAW booth by **5pm Friday evening**.

Thank you Very Much,

# Back to School EDUCATION.... 2014



The first two schools of the 2014 calendar year have been completed and both were very successful training events.

The first school was a 2 day light duty class held at Nisqually Towing, just north of Olympia. Mike and Paul Bressi did an outstanding job, along with our talented education team of Rich Steele, Al Runte, Wendy Dexter, Brian Borland, James Weddington and Mike Bressi. 21 students braved on and off again rain showers to learn safety, towing technique, and legal issues and by all accounts, our mission was accomplished.

Here are a couple photos of the school.

Teamwork to **Get'er** done



Mike Bressi and Brian Borland



The next school was a one-day at **Clark's** in Issaquah with 17 students. There was good turn-out for the school that was sponsored and put together by Desiree Ruby and District 2. Thank you to our volunteers and students for all their efforts.

A special **Thank you** to each of the companies who so generously donate the use of their facilities for TRAW Tow Schools throughout the year.

**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.**

Name \_\_\_\_\_

Phone \_\_\_\_\_

Company \_\_\_\_\_

Email \_\_\_\_\_

Total \$ \_\_\_\_\_

Charge My Card

Will pay cash/check at EXPO

\*\*Items ordered before 7/25/14 will be discounted 10% and will be available for pickup at the TRAW booth at the EXPO beginning Friday 8/22.

**Plain T-Shirt - No Pocket**

Size	Imprint	Quantity	Price Each	Total
Medium			\$15	
Large			\$15	
XL			\$15	
2XL			\$18	
3XL			\$18	
4XL			\$18	



**NEW! 1/4 Zip Sweatshirts (No Hood)**

Size	Imprint	Quantity	Price Each	Total
Medium			\$28	
Large			\$28	
XL			\$30	
2XL			\$32	
3XL			\$35	



**T-Shirt w/Pocket**

Size	Imprint	Quantity	Price Each	Total
Large			\$17	
XL			\$17	
2XL			\$20	
3XL			\$20	



**CLOSEOUT! Tank Tops - Limited Qty's Available**

Size	Imprint	Quantity	Price Each	Total
Medium			\$10	
Large			\$10	
XL			\$10	
2XL			\$10	



**Hoodie**

Size	Imprint	Quantity	Price Each	Total
Medium			\$25	
Large			\$25	
XL			\$25	
2XL			\$30	
3XL			\$30	
4XL			\$32	



**Kids T-Shirt**

Size	Imprint	Quantity	Price Each	Total
Small			\$12	
Medium			\$12	
Large			\$12	



**IMPRINT OPTIONS:**

- 1 - 2014 Expo Full Back + Expo Logo Left Chest
- 2 - 2014 Expo Logo Full Back ONLY

- 3 - 2014 Expo Logo Left Chest ONLY
- 4 - 2014 Expo Full Back + TRAW Logo Left Chest

Order # \_\_\_\_\_

Fulfilled \_\_\_\_\_

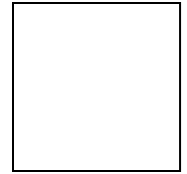
If you want to pre-order, please copy and complete this form in full.  
We **must** have your company name, phone number and email address.  
When you're complete please fax it to Joanne at the TRAW office.

509-782-7108



Northwest Regional  
**TOW EXPO**  
Presented by  
TOWING & RECOVERY  
ASSOCIATION OF WASHINGTON





**CONTRACTED STAFF**

**Mike Walcker**  
Association Director

**Joanne Walcker**  
Administration Assistant

**Legislative Issues**

Stu Halsan, Attorney

**ASSOCIATION OFFICE**

PO Box 281  
Cashmere, WA 98815  
Phone: 509.782.7170  
Fax: 509.782.7108

## We're On the Web!!!

Here are some of the things you will find at:

[www.towingandrecovery.org](http://www.towingandrecovery.org)

- Membership – alphabetically & by location
- Current Events
- Education Schools & link to registration forms
- Legislative Updates
- Tow Pac
- Retro
- District Meetings
- Link to RTTO Manual
- Supplier Partners & Link
- Link to Dispatch Publication



Try It... You just might be surprised how easy it is....