

TOWING & RECOVERY

ASSOCIATION OF WASHINGTON

JULY 2015 - EXPO EDITION

The Dispatch



Towing & Recovery

INSIDE

&

JERR-DAN

- SPONSORS
- EVENTS
- PARADE REGISTRATION
- VENDORS
- PARADE GUIDELINES
- WORDS FROM TRAW DIRECTOR



PRESENTS

**2015 REGIONAL TOW EXPO & WORLD
RECORD TOW TRUCK PARADE**

OUR 2015 “GOLD” SPONSOR



Once again, we are honored to have Smart Start as our Gold level sponsor of the 2015 NW Tow Expo. Rob Reichart and Steve Luce continue to put our partnership at the forefront of business, showing us that they are dedicated to making our industry strong and profitable. Smart Start is on the leading edge of interlock technology and breath alcohol analysis equipment. The quality of Smart Start devices, their ease of operation, access to over 1,500 service centers and a 24/7 bilingual Customer Care Center makes Smart Start the vendor of choice for both clients and monitors. Nothing is 100%, However, their ignition interlock works and there are independent studies that back this up. Smart Start Inc. has prevented over 4 million illegal starts since 1992. Surely they have saved several lives by preventing so many DWI attempts! Thank You, Smart Start, for everything you do in our community, and for the support of the Towing and Recovery Association of Washington.



THE GRAPEVINE

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

325 tow trucks. If we can get 325 tow trucks, and line them up end to end, and have them drive in a line for 2 full miles, and if all 325 trucks go that 2 miles under their own power, and we follow the rules provided, then we will set a new World's record. Not a state record, or the biggest in North America, but the longest tow truck parade ever recorded on planet Earth! It will go into a book known as the "Guinness Book of World Records" that is celebrated across the nations by millions of people. Sounds like quite a feat, but in reality, if we truly believe in our motto "The Power of a Team", then it should actually be quite easy.

There are 439 registered tow truck companies in Washington State alone. They represent nearly 1600 tow trucks. This does not include non-RTTO trucks, private trucks, or other tow trucks that we see every day, that number is just RTTO trucks. If just the RTTO companies sent ONE truck to the parade, then we would smash the existing record by 115 trucks! JUST ONE TRUCK from each RTTO company! And that is not taking into consideration that we will have friends from Canada, Montana, Idaho, Oregon and even California bringing trucks to the parade. It seems simple, but actually, it takes quite a bit of planning and work to prepare and plan for this type of event.

So, we are confident that at the end of the day, we will set the record. But, as much pride and joy that owning the record would be for our industry in the pacific northwest and Canada, I have to admit that my benchmark for this year's NW Tow Expo is not the outcome of the parade, but the outcome of the entire show. As this event begins to take shape, I see the foundation of what will be remembered as the best and biggest show that TRAW or WTTA or any Washington towing group has ever hosted. At this writing, we have more vendors than before,

and such a great group of vendors, including some that are outside of the expected tow products that will be of interest to spouse's and guests who attend our show.

The participation of our sponsors is exceptional beyond belief. Nelson Truck and Equipment is our Grand Parade sponsor and we can't thank them enough for what they do for our industry every day of the year. The entire staff of Nelson Truck and Equipment work to help the industry grow and prosper and the contributions go well beyond the checkbook and sponsorships. Smart Start, Tow Administrator and AAA all have major roles in this year's show, and a number of companies have stepped up to help promote and sponsor this event. In return, the industry should do their part by showing up, stopping by their booths, and if you are in need of what they offer, support them by making a purchase. It's the circle of life, in business terms.

We hope to see all our members and some new faces at the 2015 NW Tow Expo, and remember, this is YOUR show, and we are highlighting YOUR industry and celebrating YOU! 11 months of planning, hard work, meetings and hundreds of hours on the phone so that your choice of a profession is put on display and honored and celebrated not only by our own folks, but the entire Wenatchee valley and it's residents. Come join us...

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

TRAW

"The Power of a Team"

~ bressi

IN THE SPOTLIGHT



Roy and Ben Nelson

When you think of those people who have made a significant difference to an industry, you only need to look as far as Nelson Truck and Equipment, and Roy Nelson. Roy, and son Ben, put everything they have into the truck industry. They have partnered with Jerr-Dan to become our Grand Parade Sponsors at the 2015 NW Tow Expo, but that's just the tip of the iceberg. The teams that Roy and Ben have employed are daily contributors to towing in the Pacific Northwest, whether it is Brian Borland teaching a school, Jim Taylor lending his expertise to a parts issue, or Marshall Vail and Rick Syron answering questions on trucks and equipment. We, the people of the towing industry, have always been able to count on a Nelson Truck and Equipment representative to be there for us. If you see Roy, Ben or any of the Nelson Truck and Equipment team at the 2015 NW Tow Expo, take a minute to thank them for their continued support of the towing industry and our membership.



Jim Tayler, Marshall Vail and
Brian Borland

OUR THANKS
TO:
NELSON TRUCK &
EQUIPMENT



Rick Syron

THANK YOU

A very special Thank You to the following People, business, Agencies for all their work to help pull this event together.

Bettie Simmons— Co- Chair
Debbie Reid-Co-Chair

Linda Herald—Wenatchee Convention Center and staff
Chief Tom Robbins—Wenatchee Police Department
Doug Jones—Wenatchee Police Department
Ron Warren—West Coast Hotel and staff
Allison Williams—City of Wenatchee
Bruce Phillips—Link Transit
John Wisemore—Chelan County Sheriff
Dave Helvey—Chelan County Sheriff
Lauren Loeb sack—Chelan County
Eric Piersoen—Chelan County
Jason Reinfeld—Chelan County
Gary Owen—City of Wenatchee
Linda Haglund—Wenatchee Downtown Association
Josh Patrick—Chelan County
Ken Blodgett—Blodgett Construction
Mark DeChenne—Malaga Market

Committee's

Amy Hendrickson—Childrens Event
Theresa Gault –Dessert Auction
Terry Weaver & John Starbuck—Set up and Tear Down
Bettie Simmons/Debbie Reid/Janet Maxwell—Registration Booth
Debbie Reid—Seminars
Joanne Walcker/Theresa Gault/Debbie Willette—Auctions
Kurt Gillard—Parade
Marshal Vail/Jarro d Storer—Show & Shine
Mike & Joanne Walcker—Vendors
Ken Meyers/Debbie Willette—Shirts
Kurt & Donna Gillard—Friday Night Pig Roast
Al Runte' - Master of Ceremonies
Dan Johnson—Auctioneer

GUINNESS BOOK OF WORLD RECORD

“Largest Parade Of Tow Trucks”

GUIDELINES

These guidelines are very important to our completing this Attempt. Please take some time and read. If you have any questions please submit to Joanne@towingandrecovery.net and we will address that question so that everybody is working together. These Guidelines must be followed or we will be disqualified, without any right of appeal.

For the purpose of this record, a tow truck is defined as a vehicle used to transport motor vehicles to another location, or to recover vehicles which are no longer on a driveable surface.

Requirements for Tow Trucks and Drivers in Parade

1. All drivers must have a valid drivers license.
2. You must provide the following information for each truck:
 - A) Year, Make & Model
 - B) License #
 - C) VIN
 - D) Driver's name and Phone #
3. Trucks must be numbered and in order during the parade. **This number will be given to you at the staging area**
4. All Trucks must stay within 2 car lengths for the 1st—2 miles of the parade.
5. All trucks must complete the 1st –2 mile of the parade to qualify.

You will find a registration form in this magazine that you may bring with you at check in or send in with your registration if you know all the information needed. We will be taking lots of photos, video and we also have made arrangements for some video to be taken with drones. We will be taking orders after the event for a DVD of the parade.

*****ABSOLUTELY NOTHING IS TO BE THROWN FROM ANY TOW VEHICLE. OUR INSURANCE WILL NOT COVER US IF WE THROW CANDY OR ANY ITEM FROM OUR PARADE VEHICLE.**

PARADE SCHEDULE

Saturday, August 15th.

- 6am.** Staging area opens (see attached map) Drivers arriving at staging area will be directed to their assigned parking site by a volunteer. Each truck **MUST** be registered and receive a number to participate in the “world’s record”
- 6am to 10am** Pancake breakfast, coffee, juice and water will be served in the park located just behind the Malaga market. Any trucks that are not registered can register in this area. Each driver will be given written instructions on parade requirements and rules regarding getting from the “world’s record” parade to the downtown parade. Both routes will be printed out.
- 10am** Parade will begin, trucks will enter the Malaga-Alcoa highway in numerical order and proceed northbound at 10mph past the first video-taping point. Trucks **MUST** be in numerical order and stay within 2 car lengths of each other and remain under their own power for the 2 mile “world’s record” parade course. At the 2nd video-taping point, when you see the checkered flag, the 1st parade is over and you may proceed, at the posted speed limit, to the 2nd parade start point at Kittitas Street in downtown Wenatchee (refer to your map). At this point, only tow trucks will be allowed to continue. This is the **FUN** parade, so blow your horns, squirt water, waive (we cannot throw candy due to insurance rules), but you can and should have a great time! This parade ends at 2nd street.
- 2pm** At the end of the FUN parade, class A and E trucks (small wreckers and flatbeds that are staying at the event will turn right onto 2nd street and continue down the hill to the Convention Center parking lot. Trucks that need to return to their respective work areas should continue straight on Wenatchee ave. which will take you out of town and you can go either West on SR 2, or cross the bridge and go East on SR 28. Large trucks (class C or bigger) that are staying will stay on Wenatchee Ave. for 3 blocks to 5th street where they will turn right, go under the RR tracks and turn left onto Pierre St. for 1 block to a large grass parking area. Trucks can park here, and drivers will be shuttled to the convention. Security will be present at this site, as well as camping for convention attendees.
- 6pm** The Saturday banquet begins and we will be welcoming guests to celebrate setting a **NEW WORLD’S RECORD!!!**

SMART START[®]

IGNITION INTERLOCK

Call 1-800-880-3394 today to become a Smart Start partner!

Join The Smart Start Tow Referral Program!

Join the Smart Start referral plan and receive \$20 for every individual who becomes a Smart Start client and installs a Smart Start ignition interlock device.

Smart Start will defer any designated amount of your referral reimbursement directly to the
TRAW

For more information contact Smart Start using the information below or visit their booth at the
TRAW EXPO!



Smart Start of Washington
2013 Pacific Highway E, Unit 7
Fife, WA 98424
info@smartstartinc.com
www.smartstartwa.com



Associate Member of the TRAW



1-800-880-3394 ★ SMARTSTARTWA.COM



YOU CAN REGISTER AND
PAY FOR THE EXPO AT OUR
WEBSITE
[www.towingandrecovery.net!](http://www.towingandrecovery.net)

WE HAVE LIMITED CAMPING AVAILABLE 2 BLOCKS FROM THE CONVENTION CENTER. IT WILL HAVE GENERATED POWER FOR YOU'RE A/C. IT'S ACROSS THE STREET FROM THE PARK ON THE RIVER AND NEXT DOOR TO THE BREWERY AND CIGAR BAR. IT WILL COST YOU \$20.00 PER NIGHT TO COVER EXPENSES AND YOU MUST REGISTER WITH THE TRAW OFFICE. You can also include in your online registration.



Ride the Wenatchee Riverfront Railway and Navigation

As part of our kids zone for the 2015 NW Tow Expo, boarding passes will be given out in each registration bag for rides on the famous Wenatchee Riverfront Railway & Navigation line. This 10 inch gauge railroad was founded by Niles Saunders, a Peshastin pear orchardist who built the line to run through his

orchard. Thousands of kids grew up with the memories of riding the Saunders Special. Before Niles passed away, he donated the train to the city of Wenatchee, who moved it to the PUD park in town. It is currently operated by volunteers and features 4 locomotives and a dozen cars to ride on. Available riding times will be printed on the boarding passes and additional passes will be available at the TRAW booth inside the Convention Center. All Aboard!!

WHAT'S HAPPENING AT THE EXPO

SEMINARS

- **Customer Service** : presented by AAA—Andy Victorino
- **Staying Alive in the Towing Industry**: A practical guide to safety, sanity and success: presented by Stacey Tucker
- **Lubrication Fundamentals methods** Presented by Schaeffer Oils. Allen McFadin CLS,OMA-1 and Mark Booth
- **Finances and upcoming credit card changes**
Presented by Justin Green with Santander Bank.

Seminars will be run on Friday only. Seminars are subject to change make sure you check your schedule of events.

THURSDAY NIGHT OPENING CEREMONIES
Interactive vendor booths and demonstrations

FRIDAY NIGHT PIG ROAST
with music and beer garden

Interactive vendor booths and demonstrations

Saturday World Record Parade Attempt
Interactive Vendor booths and demonstrations
Banquet and Live Auction

KIDZ ZONE

WHAT'S HAPPENING FOR THE KIDS

- Picture frames
- Painted rocks
- TP tube art
- Pipe cleaner finger puppets
- Simple sewing button bookmarks
- Paper beads and jewelry
- Button and bead bouquets
- Egg carton creations
- State quilt blocks for future quilt auction item

- Bean Bag Toss
- Basketball for younger youth
- Bubble Snakes
- Flight School Make your paper airplane and fly it course
- Sidewalk chalk
- Coloring pages
- Paper plate pets streamers

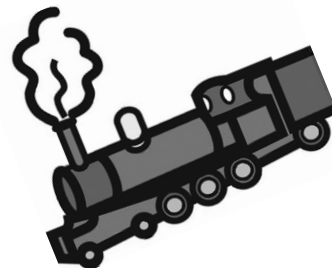
EXTRA SPECIAL THANK
YOU'S TO

AMY HENDRICKSON—KIDS
BOOTH COMMITTEE CHAIR

WITH Krissy & Madison Jaeger
And
Emilie Burke

Helpers include, but not limited
to Jennifer Marin and girls

If you would like to volunteer
some time to make this event
for our young family members
memorable, please email Amy
@ ahendrickson@gcpower.net
or call 509-758-3631



ALL ABOARD—THERE WILL BE
SCHEDULED TRAIN RIDES IN
THE PARK. LOOK FOR YOUR
TICKETS AND TIMES IN YOUR
REGISTRATION BAGS.

Speaking of the law.... “Knowledge is power”

After several years of trying, we were finally able to pass an “Hours of Operation” bill, which some folks referred to as a “lunch hour” bill. Senate Bill 5207 was introduced on January 15th along with companion House Bill 1195. The prime sponsors of the bill were Senators Marko Liias and Curtis King and it quickly moved through committees as our lobbyist, Stu Halsan directed members like an orchestra conductor each step of the way in making phone calls, sending emails and having members show up in Olympia on important hearing days. In the end, our bill was voted on the floor of the House on April 15th and passed with a vote of 98 yeas, 0 nays, and 0 absent. The bill went to the Governor, and on April 24th was signed into law. This new law will take effect July 24th, 2015 and allow a company to leave their place of business for one hour between the hours of 11am and 1pm. You must post a phone number that a customer can call if they come to redeem a car while you are gone, and you must return in 30 minutes. A full copy of the new language is listed below, and there is currently some talk going on with the WSP over some additions to the language, but as of this writing, those talks are still in progress and nothing has been agreed upon. Thanks to our TEAM for helping get this legislation passed into law, this is just another victory for TRAW and our legislative program.

RCW 46.55.060...

(6) On any day when the registered tow truck operator holds the towing services open for business, the business office shall remain open with personnel present who are able to release impounded vehicles in accordance with this chapter and the rules adopted under it. The normal business hours of a towing service shall be from 8:00 a.m. to 5:00 p.m. on weekdays, excluding Saturdays, Sundays, and holidays. **The business office may be closed for no more than one hour between the hours of 11:00 a.m. and 1:00 p.m. if a notice is clearly visible at the door with a telephone number at which personnel can be reached to return within no more than one-half of an hour to release an impounded vehicle. If the caller does in fact redeem the vehicle when the personnel returns to release the vehicle, the accrual of charges for storage ceases at the time of the call.**



WESTERN TIRE CHAIN

Joe L. Rheume
Owner

Toll Free USA **1-888-838-2999**

Fax **1-888-838-2999**

Canada **1-425-339-1362**

www.westerntirechain.com
e-mail: westerntirechain@frontier.com
P.O. Box 3274 • Everett, WA 98213



David (DJ) Lee
President

P 425.258.4013

F 425.259.5973

1.800.537-6987

3116 Hill Ave.

Everett, WA 98201

dlee@drivelinesnw.com

ICM

INTEGRATED
CLAIMS
MANAGEMENT, INC.

Quality Service Since 1986.

Experts in WA State Workers' Compensation

WA State Workers' Compensation Claims Management
WA State Loss Control Assistance
Exclusive Online Training Library
Personalized Training and Live Consults via Webex



www.icmoly.com

8830 Talon Lane NE, Lacey, WA 98516
Phone—360-786-1378 Fax—360-956-3563



Hiram Burke

Independent Sales Contractor
hburke@fleetsaleswest.com

Fleet Sales West, LLC

Experienced. Quality Assured. Innovative.

2175 N Pacific Hwy
Woodburn, OR 97071
800-724-8766

Mobile: 206-877-2875
Main: 503-982-5095
Fax: 503-981-2291

www.FleetSalesWest.com

Miller

INDUSTRIES

The World Leader in Towing & Recovery Equipment

MillerInd.com | 800-292-0330

Paul Mahnken - pmahnken@millerind.com - 303-887-8689

CENTURY



CHEVRON





Towing and Recovery



HRPCL1000 ~ \$440



HRPJM304 ~ \$146.



ITD1253 ~ \$1050



ITD2478 ~ \$1250



TM36 ~ \$550

TM48 ~ \$625



BAP38-200C ~ \$148

BigEasy™ GLO / Easy Wedge Kit



HRP32955 ~ \$48



HRPTM-21WTB ~ \$325

www.nelsontrucktowparts.com

SALES ~ SERVICE ~ PARTS

Kent, WA ~ Portland, OR

800-877-0338 ~ 503-548-9300



Towing and Recovery



your jerr-dan dealer!



www.nelsontruck.com

JERR-DAN

RoadOne West, Inc

Lincoln

DICK'S

KEN'S

Towing and Recovery
Serving the greater Puget Sound

Employment Opportunities are Available Now!
Customer Service, Dispatch and Drivers
Health, Dental, Vision, 401K, Company Paid Life Insurance,
Paid Time Off, Paid Holidays and more!

Call for Details and Information!

TowSigns.com
IMPOUND SIGN SPECIALISTS
Serving the Towing Industry Since 1985

1-800-800-9470
www.TowSigns.com

"We specialize and focus on Impound Signage for the Towing Community. Customer Service is not about taking care of a Customer one time, but doing so over & over... As a family owned and operated company for over 40 years... this is our philosophy... Let us take care of you!"

We specialize and focus on Impound signs for the Towing Community. Customer service is not about taking care of a customer one time, but doing it over & over....As a family owned and run company for over 40 years, this is our philosophy....Let us take care of you!

Dues Structure

Based on WSP rate for a one hour
tow for Class A truck.

1 TRUCK	\$ 178
2 TRUCK	\$ 356
3 TRUCK	\$ 534
4 TRUCK	\$ 712
5 TRUCK	\$ 890
6 TRUCK	\$ 1,068
7 TRUCK	\$ 1,246
8 TRUCK	\$ 1,424
9 TRUCK	\$ 1,602
10 TRUCK	\$ 1,780

****CAP AT 10 TRUCK****

ALL CORRESPONDENCE
WILL BE SENT
ELECTRONICALLY UNLESS
OTHERWISE INDICATED:

Please indicate that you do not have
email in email box and that you only
receive postal mail.

I'd like to pay by:

☐ Credit Card

☐ Visa

☐ MC

☐ AM EX Card

☐ Check (enclosed)

☐ Quarterly

(Due by 1/1, 4/1, 7/1, 10/1)

☐ Semi-annually

(Due by 1/1 and 7/1)

☐ Annually

(Due by 1/1)

Who Is The Towing and Recovery

The Towing and Recovery Association of Washington (**TRAW**) was organized in 2005 by towing, recovery and storage business owners to represent the interests of the tow truck industry. **TRAW** stands as the authority on the tow truck industry and represents those interests in governmental and legal affairs. **TRAW** promotes a profitable operating climate for tow operators by working with State Patrol, Department of Transportation, Department of Licensing, the Legislature, and organizations directly or indirectly related to the tow business. Please join us and together we will:

- Represent the legal and business interests of the towing, recovery and storage industry in the legislative and regulatory arena at the federal, state and local level
- Create partnerships that provide business-related services to support and assist owners or create partnerships
- Promote professionalism and ethics in the towing industry
- Provide education to both owners and employees
- Communicate within and outside the industry by providing information and networking opportunities

Company Name: _____ +++++ Date _____

DBA (list all if more than one): _____ RTTO # _____

Owners Name: _____ UBI # : _____

Contact Name: _____ Title: _____

Location Address: _____ City _____ State _____ Zip _____

Mailing Address: _____ City _____ State _____ Zip _____

Phone # _____ - _____ Fax # _____ - _____ Cell ## _____

Correspondence

Email: _____

Personal Email: _____

Number: _____ - _____ - _____ - _____

V#: _____

Signature on card: _____

Billing Address _____

Expiration Date: ____ / ____

Printed name on card: _____

Billing zip code: _____

XILYXIS® Towing Solutions

Everything you need

Everywhere you need it[®]



TowAdmin.com



TowHelp.com



TowDispatch.com

See what's new at the 2015 NW Tow Expo in Wenatchee!

XILYXIS is a registered trademark of the XILYXIS Corporation | Support@TowAdmin.com | 425.894.3269

August 13 - 15, 2015

Wenatchee Convention Center

121 North Wenatchee Avenue
Wenatchee, WA 98801

Company: _____ Owner/Manager: _____

Address: _____ City/State/Zip: _____

Phone: _____ Cell: _____ Fax: _____ E-mail: _____ @ _____

Please list all attendees and check the box for each event they are attending and for Saturday Night Meal Choice.
Add extra pages if needed.

Name of guest					Saturday Banquet Pick One Entree per guest			Kids Night Out	# of Trucks for Beauty Contest	# of Trucks for Parade
	Adult	Child	Friday Dinner	Saturday Lunch	Salmon	Chicken	Flat Iron Steak			

REGISTRATION OPTIONS (Please remember badges are required)

- Check Box/Boxes
- ☐ Tower Member
 - ☐ Associate Member
 - ☐ Out-of-State Member
 - ☐ Non-Member



TRAW will offer a "Kids Night Out" for kids from **2 to 12**.
(Note: **12** is the maximum age / NO Exceptions)

This service includes:

- On-site location just down the hall from the banquet room
- Organized activities
- Special dinner menu
- Approximately 6-10 pm on Saturday night during the banquet

Friday Dinner
Onsite Pig Roast

Saturday Lunch:
Deli Buffet

Saturday Banquet: Choice of
Chicken
Salmon
Flat Iron Steak

2015 NORTHWEST TOW EXPO REGISTRATION

REGISTRATION:

Registration – **INCLUDES SATURDAY LUNCH** \$27.50 # _____ @ _____ = _____

MEALS: Ticket must be presented at all meals!

Friday Night Dinner \$27.50 # _____ @ _____ = _____

(8 and under FREE!) # _____ @ FREE = _____

Saturday Night Dinner \$55.00 # _____ @ _____ = _____

“Kids Night Out” (12 & under- see 1st page) **FREE** # _____ Ages: _____

****To guarantee meals, registration must be received by 8- 02- 2015****

OTHER: Complete details of each event in program. You must complete a form for each event will be made available by email after registration or online at a later date.

Beauty Contest \$25 (per entry) # _____ @ _____ = _____

Parade Entry \$10 (per entry) # _____ @ _____ = _____

***All trucks must be registered for the Parade by Noon on August 14th**

TOTAL REGISTRATION FEES \$ _____

PAYMENT METHOD:

“ Check enclosed payable to TRAW (ck# _____) “ VISA “ MASTERCARD “ AMEX

CARD NUMBER _____ Exp Date: _____

Print Cardholder Name: _____

Cardholder Signature: _____

Billing Address Zip Code: _____ V Code (3 digits on back of card _____
or 4 on front for AM/EX)

Charged registrations may be faxed.

Please be sure to include additional pages if applicable. FAX TO 509-782-7108

Contact the Wenatchee Coast Hotel 201 North Wenatchee Ave, Wenatchee, W PH: 509-662-1234 for room reservations. Be sure to ask for the **(Towing and Recovery Association of Washington)** Room Rate.

Contact TRAW Office for other Hotel options should Wenatchee Coast Hotel become booked.



2015 Regional Tow Expo &
Tow Truck Parade
Vendor Space Rental Agreement
Wenatchee Convention Center
121 N. Wenatchee Ave,
Wenatchee, WA
509-662-4411
August 13th thru 15th, 2015
Times to Be Determined

Company: _____

Address: _____ City: _____ State: _____ Zip: _____

Contact Name: _____ Phone: _____ Cell: _____ Fax: _____

Email Address: _____ Web Address: _____

1. Vendor booths or spaces are rented strictly to the vendor only or to his/her representative previously agreed to by Towing & Recovery Association of Washington. Assignment or subletting of any booth or any part of a booth, or use of any space by a non-vendor, is prohibited.
2. The Tow Expo is a closed trade show designed to provide a showcase for equipment, products and services customarily used by tow truck service companies. TRAW reserves the right to refuse rental of display space to any company whose display of goods or services is not likely to be, in the opinion of TRAW, compatible with the general character and objective of the show.
3. Should TRAW not be satisfied with the use being made of any rented space, they reserve the right to clear all or part of the site at the vendor's expense. Any payment made for the space will be forfeited.
4. If for any reason a vendor finds he/she is unable to honor the commitment for space; he/she should immediately notify TRAW. TRAW may without prejudice to any claim for full payment against the vendor, cancel the allocation. TRAW will make all reasonable efforts to re-rent the space, and may consider reducing part of the vendor's liability for payment should the space be re-rented.
5. Payment, in full, must be received on or before **August 2ND**. Any vendor space for which payment in full has not been received by the end of the day on August 2nd will only be allowed to setup after full payment is received and then only in the remaining space available.
6. All vendors must comply with all municipal, county, tribal and/or state ordinances while exhibiting at the Tow Expo. Any applicable permits and licenses must be obtained from the proper authority.
7. All working exhibits must be cleared by the Expo Chair persons as provisions must be made for protection of the public.
8. Moving pictures, loudspeakers, projectors, slide or sound presentations will be permitted if the volume is turned down to a conversational level and if not objectionable to neighboring vendors or visitors. Sound equipment may be used for demonstration only.
9. Vendors must confine exhibits and all sales activities within their rented space. NO exhibits will be permitted that interfere with other booths.
10. Vendors may distribute advertising material only from their booth space or other designated area that is approved by TRAW.
11. All vendor booths must be controlled by an authorized representative throughout the open hours.
12. All displays, giveaways, advertisements or items to be sold will be decent and acceptable for viewing by all persons attending from children to adults.
13. The arrangement of delivery and payment of goods will be the sole responsibility of vendor.
14. The Tow Expo trade show area will be open on Friday from NOON to 9:00 p.m. and Saturday from 10:00 a.m. to 4:00 p.m.
15. The trade show area will become available for display and exhibit setup on Friday at 8:00 a.m. Set-up must be completed by NOON.
16. To insure the professional climate and appearance of the entire show, vendors will not be permitted to remove any of their equipment from the exhibit area during hours of operation, with the exception of demonstrations.
17. The vendor agrees not to dismantle his/her exhibit or to do any packing prior to trade show closing at 4:00 p.m. on Saturday. All property and material must be removed by 10:00 a.m. on Sunday from any vendor booth. Any property or material remaining after this time will be disposed of by TRAW at the vendor's expense.
18. TRAW maintains legal liability coverage for third party bodily injury, personal injury and property damage claims arising out of actual or alleged negligence. **TRAW DOES NOT cover exhibitor's products, equipment or personal items.**
19. **It is the responsibility of all OUT of STATE VENDORS that are selling products to obtain a permit with State of Washington Department of Revenue at www.dor.wa.gov - http://dor.wa.gov/content/doingbusiness/business/types/doingbus_outofstbus.aspx**

Exhibit Space Information:

Indoor Space Booth space is approximately **10 x 10** and includes one table and two chairs but outdoor space for equipment and trucks does not include table or chairs. Equipment vendors that wish to also order a tent must do so in advance of the show and agree to pay for the **\$125 cost of the tent**. There is a **July 26th deadline for 50% deposit** to hold booth space.

Deposit is non-refundable

Vendor has choice of location on a first paid, first served basis.

Space Preference: Every effort will be made to accommodate your requests.

<u>Member Rate-</u>	<u>Member Rate-Equipment</u>
---------------------	------------------------------

_____ \$450.00 per space
(\$625.00 after July 26th)

_____ A, B or similar \$ 450.00 per
or unlimited for \$1,500.00 (7 max)
(\$625/\$1,900 after July 26th)

_____ C or similar \$ 550.00 per
(\$725.00 after July 26th)

_____ C + 1A or 1B or similar \$ 850.00
(\$1,025.00 after July 26th)

_____ C + 2A's or 2B's or similar \$1,250.00
(\$1,425.00 after July 26th)

_____ C or similar \$ 550.00 per
or unlimited for \$1,850.00 (5 max)
(\$2,025.00 after July 26th)

<u>Non-Member Rate</u>	<u>Non-Member Rate-Equipment</u>
------------------------	----------------------------------

_____ \$765.00 per space
(\$865 after July 26th)

_____ A, B or similar \$825.00 per
(\$965.00 after July 26th)

_____ C or similar \$965.00 per
(\$1,050.00 after July 26th)

<u>Summary of fees:</u>

Tent: [] x \$[] = \$ _____
of 10x10 spaces Rate Per Space Total

Class A/B Truck/Equipment Fee: [] x \$[] = \$ _____
of A/B spaces Rate Per Space Total

Class C Truck/Equipment Fee: [] x \$[] = \$ _____
of C spaces Rate Per Space Total

Punch Card Participation \$25.00 (per company) # _____ @ _____ = _____

EXHIBITOR SPACE TOTAL: \$ _____

TRAW *thanks you for your generous donation!*

Silent *or* **Live** *or* **Door Prizes**

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: Mailed/Shipped: _____
To be picked up: _____
Will bring: _____
Other: _____

If you have any questions please call Joanne Walcker @ 509.782.7170 – Toll free - 877.600.**TRAW** (8729)

(If you're bringing your donation, please deliver it to the designated drop off room so it can be logged)

Other: _____

Proceeds from the Saturday night silent and live auctions support the
Towing and Recovery Association of Washington membership
so that the association can continue to represent their dedication to
education and interests in governmental and legal affairs.

Please Fax To: 509-782-7108

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

WHAT TO DO IN WENATCHEE

FREE STUFF—Apple Capital Loop Trail—The Apple Capital Loop Trail is a scenic-waterfront 11-mile paved loop trail for pedestrians, cyclists, skaters, and others. This scenic trail can be entered or exited from Riverwalk Crossing Pedestrian Overpass, located in the heart of Downtown Wenatchee. There are plenty of free public parking lots at several locations on both sides of the river. The Apple Capital Loop Trail crosses the Columbia at the north and south ends of Wenatchee and is lighted until midnight on the West side. - See more at: <http://wenatchee.org/listings/tag/free/#sthash.OMdTrluJ.dpuf>



Pybus Public Market—Welcome to one of Wenatchee's most unique downtown destinations! Pybus is bursting with high quality selections of artisan and ethnic products, locally grown fruits and vegetables, Washington wines and freshly-made, prepared foods. You're sure to enjoy shopping the independent merchants of the market.

The space also serves as an important community gathering point, along with supporting the over 150 family farms who will use the outdoor space as home for their local farmers market. A key component of the market is to provide local food distribution centers with fresh produce unsold during the daily markets.

ROCKY REACH DAM—Rocky Reach Dam Museum and Visitor Center is located on the west side of Rocky Reach Dam. The center is easily accessible from Highway 97A and offers ample parking for visitors, including recreational vehicles and buses.

Those touring the facility will discover a museum, a cafe, balconies that offer panoramic views of the dam and grounds, the juvenile fish bypass system, the reservoir (Lake Entiat) and the Columbia River. A 90-seat theater shows movies throughout the day and upon request. Guided tours are available by appointment



Rocky Reach Dam is not only a primary source of valuable electricity for North Central Washington—it's a great place to visit. Watch salmon and steelhead make their upstream migration through the windows in the fish ladder viewing room. Tour the museum exhibits or enjoy a picnic on the 30 acres of carefully manicured lawns and gardens.

DOWNTOWN SHOPPING -BOATING ON THE COLUMBIA—SWIMMING AT RIVERFRONT PARK—PLEASE CHECK OUT THE FOLLOWING WEBSITES AND PLAN TO STAY A FEW EXTRA DAYS IN WENATCHEE!

<http://wenatchee.org/>
<http://www.wendowntown.org/>
<http://wenatcheewines.com/>

current participating vendors & sponsors



XYLYXIS
TOWING SOLUTIONS





CHOICE Insurance, LLC
— THE RIGHT CHOICE —

1-800-289-8003



Towing & Recovery Insurance
Salvage | Recycling
Repair Shops
Wrecking Operations
All Accounts, Large or Small

- ◆ Auto Liability
- ◆ Property
- ◆ Cargo
- ◆ Equipment Floater
- ◆ Umbrella
- ◆ General Liability
- ◆ EPLI
- ◆ Stop Gap
- ◆ Bonds

SERVING
TOWING & RECOVERY
ASSOCIATION OF WASHINGTON
Since 2004

Dave Krause
Towing Insurance Specialist
DaveKrause@choiceinsurance.net
www.choiceinsurance.net/tow



IT'S NOT THE COST TO BUY.

IT'S THE COST TO USE.

What Towing Businesses Are Saying About Schaeffer's

"Since using Schaeffer engine oil in my diesel trucks, I have been able to triple my oil change intervals. Through oil analysis testing, I was able to prevent a serious potential motor problem through early detection. Thanks to my sales representative at Schaeffer Specialized Lubricants and his great service."

— **John Starbuck, Starbuck's Towing**

"I was skeptical about this man trying to sell me on Schaeffer grease. I waited on input from my peers in the industry. When I decided to put the grease to the test for my truck dollies, I was impressed!"

"With the hopes of getting better savings and results, I decided to try Schaeffer motor oil. Here's what happened: We used to change oil every 350 hours on my 1-ton truck, which gets lots of use and is constantly on the go in Seattle traffic. As of May 26, 2015, we have now gone to 700 hours before the truck indicator light displays, 'Needs oil change.' What a huge cost savings!"

— **Daryl Wilson, Operations Manager at Airport Burien Towing**

"I highly recommend the use of Schaeffer lubricants and have witnessed their performance and value firsthand – they cost a bit more upfront but save in operational cost in the long haul. The grease is fully waterproof and excellent in holding up to winter road salts and corrosion, and in lower bearing temperatures and extending dolly life. We actually doubled the length of the necessary service interval for packing dolly wheel bearings with Schaeffer grease. Schaeffer grease saves money in the long run!"

— **Al Runté, Ibsen Towing**

Factory-trained reps are available for all TRAW districts—all States and Canadian provinces.

Schaeffer Northwest Regional Offices – (509) 765-0555 (800) 765-8926

Alan McFadin – Kittitas Valley and Yakima Valley (509) 855-3810

Ray Roeder – Adams and Franklin Counties (509) 771-1886

Jerry Tanneberg – Wenatchee Region (509) 977-1120

Jim Ferguson – Spokane & N. Idaho (208) 964-0451

Mark Booth – Puget Sound Region (425) 681-2747



Members qualify for corporate rate plan discounts of 18%, 15% for employees



Members save up to 25% on rentals and 20% on purchases



RESOURCES, SERVICES, SAVINGS.

towpartners.com

Members save up to 80% savings from the 'Best Value List, 15% discount off retail web prices



Office DEPOT
Taking Care of Business

Members receive National Account pricing on thousands of parts, tools and automotive equipment



towPartners is proud to supply benefits and savings to TRAW members.