

# Newsbreak Tow School Edition

October Publication of the Minnesota Professional Towing Association



## Inside This Issue

- ✎ Electric Delivery Trucks on Horizon
- ✎ Banks Getting Tougher on Business Loans
- ✎ American Towman Exposition
- ✎ Heavy Duty Tow School Pictures
- ✎ 2 Day Light Duty Tow School Pictures
- ✎ TRAA Presidents Message
- ✎ WreckMaster Class
- ✎ FMCSA Seeks Input on Proposed Pilot Program
- ✎ MPTA Hosts Annual Meeting
- ✎ Please Dont Give Me The Boot



## Heavy Duty Tow Schools with Tom Luciano

It was September of 2014 since the MPTA hosted a 2-day Heavy Duty Tow School featuring Miller Industries Tom Luciano. In all reality, the MPTA, actually towing students were blessed to have Tom here for three days. As most of you know, when Mr. Luciano comes to town, which only means one thing... a disciplined, hard nose approach to learning the techniques of heavy duty towing and recovery.

Between all three days, over 60 towing operators/students attended this highly anticipated event as all were not disappointed. Spending valued time in the classroom learning chains, straps, pivot points and leverage, later trading in the classroom textbooks for a great learning experience in the field. On the third day, for the first time, towing operators/students benefited from working with Tom learning more about rotators and their delicate operations.

Congratulations to those who attended this Heavy Duty Tow School featuring Miller Industries Tom Luciano. We are fortunate as an Association to have Tom back up here every two years. So... hope to see you next time! Special thanks to the Pellow family of Twin Cities Wrecker Sales for hosting our great Heavy Duty School and working with Miller Industries in securing Tom for three days!!!



# MPTA Board of Directors

## ***PRESIDENT***

**Brett Letourneau**  
Citywide Service Corp.  
9309 83rd Ave. N.  
Brooklyn Park, MN 55445  
763-424-4900

## ***VICE - PRESIDENT***

**Phil Collins**  
Collins Brothers Towing, Inc.  
PO Box 405  
Elk River, MN 55330  
763-241-9177

## ***SECRETARY/TREASURER***

**Ron Feist**  
Feist Automotive  
1875 N. Lilac Dr.  
Golden Valley, MN 55422  
763-544-5512

## ***DIRECTORS:***

### **Jen Pearson**

Twin Cities Wrecker Sales  
1301 Jackson St  
St. Paul, MN 55117  
651-488-4210

### **Lance Burda**

Burdas Towing  
PO Box 249  
Rogers, MN 55374  
763-428-9911

### **Joe Lomsdal**

Aggressive Towing  
2618 16th Ave So  
Moorhead, MN 56560  
218-287-2344

### **Ron Gardas Jr**

Twin Cities Transport & Recovery  
3760 Flowerfield Rd  
Blaine, MN 55014  
763-784-7501

### **Lonnie Krackow**

Borkowski Towing & Salvage  
PO Box 868  
Winona, MN 55987  
507-452-9073

### **Kyle Siewert**

Siewert's Towing  
3424 North Service Dr  
Red Wing, MN 55066  
651-388-9163

## ***LOBBYIST***

### **Rob Leighton**

Nolan, Thompson, & Leighton  
952-405-7171

## ***LEGAL COUNSEL***

### **Randy Thompson**

Nolan, Thompson, & Leighton  
952-405-7171

## ***EXECUTIVE DIRECTOR***

### **Lance Klatt**

2886 Middle Street  
Little Canada, MN 55117  
651-487-2231

## ***OFFICE STAFF***

### **Norie Hennen**

**Nikki Wakefield**  
2886 Middle Street  
Little Canada, MN 55117  
651-487-2231



MPTA contact information:

2886 Middle Street  
Little Canada, MN 55117

Phone: 651-487-2231

800-627-6782

Fax: 651-487-2447

Email: [admin@mnprotow.org](mailto:admin@mnprotow.org)

**If you would like to make a one time contribution to help with the legislative efforts, please send your donations to:**

**MPTA**  
**2886 Middle Street**  
**Little Canada, MN 55117**

## Electric Delivery Trucks on the Horizon

At the IAA Commercial Vehicle Show in Hannover, Germany, Daimler announced plans to introduce two new electric commercial vehicles into the U.S. starting in 2017. The Mitsubishi Fuso eCanter will see a "soft launch" in the U.S. next year, most likely in areas such as southern California and New York City.

In addition, Mercedes Vans says it will introduce an e-van, most likely in 2018. The trucks can be charged up to 80 percent capacity within an hour with direct current at a quick charging station, or 100 percent in seven hours with an AC charger. In the future, rapid charging with 170kW will be possible, meaning 80 percent battery capacity in only half an hour — although these superchargers will pack a hefty price tag so likely would only be used by larger fleets.

In a roundtable with North American trucking reporters at the show, Wolfgang Bernhard, head of Daimler Truck & Bus, explained how rapidly evolving battery technology is making electric commercial trucks available faster than the industry would have expected just a few years ago. The performance of batteries has improved by 2.5 times, he said, and the costs have come down by about the same amount. Bernhard also said electric trucks are better than diesel for urban delivery — quieter, less emissions and they don't face the challenges that diesel engines do in stop and go traffic where they never get to the kind of steady-state operation and temperatures where they work at peak efficiency.

Source: [automotive-fleet.com](http://automotive-fleet.com).

**EVERYTHING YOU NEED TO TOW, RIG, RECOVER & HAUL**

TOWING EQUIPMENT - PARTS & ACCESSORIES - FINANCE - SERVICE



WELCOME TO ZIP'S  
*have we met?*

800-222-6047 | ZIPS.COM  
316 W. MILWAUKEE - NEW HAMPTON, IA



**SCOTT SINCLAIR**  
CELL: 612-209-1545



**BRIAN MCDERMOTT**  
CELL: 612-209-1366



## **Banks Getting Tougher on Business Loans**

Lenders are tightening the credit spigots for businesses, raising concerns about an economy that's already facing global headwinds and a rising risk of recession.

The Federal Reserve's senior loan officer survey, due to be released on the first of August, is likely to show that banks toughened their corporate and industrial loan standards for the fourth-straight quarter in April-June period, after easing then since early 2010. In the first quarter of this year, 13% of banks tightened credit conditions for loans to mid-size and large businesses, while just 1.4% loosened them.

The trend is worrisome because credit greases the wheels of the economy, allowing companies to buy products and supplies, as well as hire and expand. Lenders' greater caution is largely a byproduct of the oil industry downturn, analysts say. Banks expect delinquencies and charge-offs in the oil and gas sectors to "deteriorate over 2016 and noted that they were undertaking several actions to mitigate the risk of loan losses."

When oil and gas companies don't pay their bills, their suppliers typically get squeezed as well, UBS research analyst Brennan Hawken says. And lenders, burned by loan defaults often get more conservative, UBS credit strategist Stephen Caprio says. For now, lenders' prudence appears to be mostly affecting riskier borrowers. Joe Lavorgna, chief U.S. economist of Deutsche Bank, says banks are also worried about the prospect of a slowing economy.

At the same time, banks are being pinched by narrow net interest margins due to the Fed's low interest rates and its recent forecast that rates will rise more gradually than anticipated. Large banks also must hold more capital against loans under reforms promoted by the financial crisis. As a result of both developments, many banks are dialing back loans to borderline borrowers.

Some small businesses, in turn, are getting a chiller reception when applying for loans. In the first six months of this year, an average of 4.2% of small businesses said their borrowing needs weren't satisfied. This is up from 3.1% during the last six months of 2015 according to the National Federation of Independent Business' (NFIB) monthly survey.

Customers with average credit that would have been approved a year ago, are having a much tougher time, with both banks and on line lenders, says Ami Kassir, CEO of MultiFunding a loan adviser for small businesses. Commercial real estate loans, he says, are even more elusive because of bank capital requirements enacted early last year. Michael Hobbs, president of Chicago based PahRoo Appraisal and Consultancy, says the firms' revenue has grown about 10% a year, however annual sales would increase by 50% if he could secure a \$75,000 line of credit to hire three more appraisers. Last year, he says, banks assured him that he would get the loan if he continued to boost revenue. But they recently told him the company lacks enough hard assets for collateral, adding they're worried about a slowdown.

"We've seen a shift," he said. "It's a massive amount of frustration."

Source: USA Today



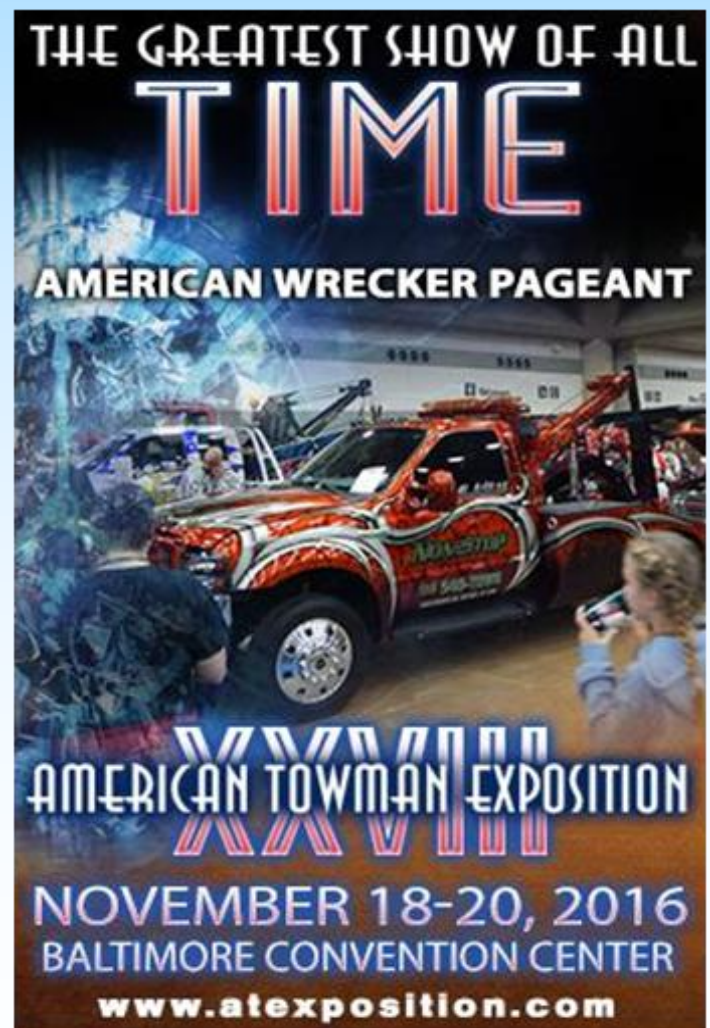


## "Ooohs" and "Aaahs" Not Just for Fireworks

Attendees get an eyeful and earful looking at these amazing trucks and talking to their owners. From special chrome accessories to the likes of custom levers and graphics that range from pop to classical art, the AWP is truly a piece of Americana.

Enter your own truck or simply enjoy the display and cast your votes on the Pageant's electronic ballot system. The Pageant experience alone is worth the trip to B'more!

Register at <http://atexposition.com/>





# Heavy Duty Tow School

## August 2016

### Featuring Tom Luciano









# MPTA 2-Day Light Duty Stow School Instructed by MPTA Board of Directors

On September 28th and 29th, the MPTA hosted a fall 2-Day Light Duty Tow School. With MPTA Board of Directors in attendance as instructors, the students knew they were in for a great two days of learning. Nearly 35 students attended the 2-Day Light Duty Tow School to get a better feel for what our industry has to offer. Although the school gives you great “Hands on” learning, preparing a student for the “real thing” is a bonus. Ron Feist and Ron Gardas Jr. started with an excellent class-room experience at the beginning of each day. The information taught in the classroom was transferred to the “Hands-on” portion of the school teaching the students the basics and advanced lessons of hooking up and recovering vehicles from roll-overs, lock-outs, securing loads on flat beds, use of dollies, skates, and even loading a boat/trailer and motorcycle.

Students were promised to get hands- on training while getting dirty- just like every MPTA tow school. Every school conducted by the MPTA, allows of us to learn more from the instructors as well as from our students. Special thanks to the MPTA Board Directors for their time and knowledge, Ron Gardas and the great staff at the DOT off Maryland and 35E. Together we continue to support our industry but more importantly, our professionalism. As always, the time, money and personal commitment invested in our schools, it's all well worth it!











# TWIN CITIES

## WRECKER SALES

St. Paul, MN [tcwreckersales.com](http://tcwreckersales.com)  
**800-287-4210**



**[www.tcwreckersales.com](http://www.tcwreckersales.com)**  
**1301 Jackson Street - St. Paul, MN 55117**



CENTURY

FERGUSON

CHALLENGER

Champion

HOLMES

CHEVRON







## President's Message

While the summer months usually bring vacations, picnics and family reunions, the TRAA team has been busy moving forward with accomplishing the goals set for 2016.

TRAA is on a mission to help every tower and state towing association on both the State and Federal level with all issues concerning the towing and recovery industry. Membership is up and increasing daily. Increased membership and participation gives TRAA the voice it needs to accomplish that mission.

I am proud of TRAA members for stepping forward and participating in the Federal Highway Administration's SHRP2 National Traffic Incident Management (TIM) Responder Training Program. Working together with other responders will bring better safety procedures for everyone at a scene along with quick clearance times. Funding is available for this program until the end of 2016, so there is still time to participate at no cost to you. Contact your state or local traffic incident management center for a listing of upcoming classes or click [here](#) for information on the web-based training version.

We were honored to have Mark. R. Kehrli, Director of the FHWA Office of Transportation Operations, speak at this year's memorial ceremony at the Wall of the Fallen. One of his goals is to work closely with the towing and recovery industry to find ways to increase safety awareness and reduce the amount of deaths of towers working out on the roadways. The TRAA team looks forward to continue working with him on this goal.

Join me in extending congratulations to the following TRAA members who were inducted into the 2016 Class of the International Towing and Recovery Hall of Fame. A well-deserved honor and recognition for their dedication and support to the towing and recovery industry: Belinda Harris, John Weaver, Nick Testa, Ken Weber and Mike Wildman.

I would like to thank Randy Olson for presenting several great educational seminars at the meetings held during TRAA's and the International Towing and Recovery Hall of Fame's 100 Year Anniversary Celebration Alaskan Cruise. A little R & R and business mix helped make it a once-in-a-lifetime memorable trip.

History was made on September 6, 2016 as the Honorable Charles J. "Chuck" Fleischmann of Tennessee presented to the United States House of Representative a proclamation honoring the 100-year anniversary of the towing industry. The proclamation recognizes the invaluable contribution of the towing and recovery industry to the country, to honor those towers killed on the roadways, and to designate a National Towing Industry Awareness Week to be held in conjunction with the ITRHFM induction ceremony and the Wall of the Fallen ceremony. Thanks to the staff of TRAA and members, Joanne Blyton - Billings, MT and Larry Cernosek - Pasadena, TX for all of their hard work to make this become a reality. Truly a great day for the towing and recovery industry.

TRAA is looking forward to the California Towing Association's Western States Tow Show in October to roll out the new TRAA legislative informational program for all states to participate in. TRAA - **The Road Ahead Awaits!**


Sincerely,

Jeffrey P. Roskopf

Source: National Towing E-Newsletter  
Volume 3, Number 4      September/October 2016



TOWING'S SEAL  
OF EXCELLENCE

 **WRECKMASTER TRAINING**  
**ALWAYS A GOOD IDEA**

# WE ARE HOSTING A WRECKMASTER CLASS

**LEVEL 2/3    NOV. 5 – 6    RED WING, MN**

## HOST INFO:

Siewert's Towing, Inc.

3424 N. Service Drive  
Red Wing, MN 55066  
651-388-9163

[siewert\\_towing@hotmail.com](mailto:siewert_towing@hotmail.com)

## CLASSROOM INFO:

Siewert's Towing, Inc.

3424 N. Service Drive  
Red Wing, MN 55066  
651-388-9163

## HOTEL INFO:

Country Inn & Suites  
Red Wing, MN - 651-388-9000

Nichols Inn  
Red Wing, MN - 651-388-6633





## **FMCSA Seeks Input on Proposed Pilot Program Allowing Drivers of Military Heavy Vehicles Between the Ages of 18 and 21 to Operate Commercial Motor Vehicles in Interstate Commerce**

WASHINGTON -- As required by the Fixing America's Surface Transportation (FAST) Act, the Federal Motor Carrier Safety Administration (FMCSA) is proposing a three-year pilot program which allows a limited number of individuals between the ages of 18 and 21 to operate commercial motor vehicles in interstate commerce if they received specified heavy-vehicle driver training while in Military service and are sponsored by a participating motor carrier.

FMCSA is also proposing criteria for a working group to consult with the Agency in conducting, monitoring, and evaluating the pilot program.

The Agency seeks public input during the next 30 days on the pilot program as well as outlined procedural steps and a data collection plan.

### **MPTA Hosts Annual Meeting**

Following the first day of the Light Duty Tow School, on Wednesday, September 28th , the MPTA hosted their Annual Meeting at Jimmy's Food & Drink in Vadnais Heights. As always the Annual Meeting is a great opportunity for towing members to share thoughts about the upcoming year. Items discussed are move over law campaigns, education and continuing how to help our towing industry be the best it can be.

This year was the second year MPTA members casted their votes by a mailing in their votes. We had five very respective towing members/ operators on the ballot. The unfortunate part situation, we can only allow three to be voted in. The three board of Directors voted on the board of directors are Lonnie Krackow - Borkowski Towing, Jenn Pearson – Twin Cities Wrecker Sales and Lance Burda- Burda's Towing. Just like last year, the mailing of votes, the election results were very close. I encourage every MPTA member in the future to attend our Annual Meeting, as this is your meeting. Get to know your fellow towing operators while discussing our industry in an open forum.

### **“Please don't Give me the Boot”**

In the past month, a few MPTA members have been contacting the Association about locking wheel boot's that immobilize vehicles. A member has been asked to boot vehicles on private property (large apartment complex near a college) instead of towing to avoid upsetting residents whose vehicles might be towed.

Currently MPTA Legal Counsel, Randy Thompson hasn't found anything in Minnesota statutes on this. Minneapolis and St. Paul authorize booting if you buy a license from the City. Washington State prohibits booting. New York and Chicago permit vehicle booting.

Any other members of the MPTA that may have other information or know about booting being practiced – please contact the MPTA. If there is no law on this, we may want to consider allowing this by statute.

# Member Directory

Albert Lea	Allen's Tow & Travel 507-373-3551	Dayton	North Suburban Towing 763-428-8940	Inver Grove Heights	South East Towing 651-451-9721
Albertville	All Wheels Recovery 763-496-6622	Detroit Lakes	DL Towing 218-847-6362	Lakeville	Marek's Towing & Repair 952-469-3182
Anoka	North Star Towing 763-427-4160	Duluth	Dukes Towing 218-722-8885	Loretto	Loretto Towing 763-479-1943
Austin	Midtown Towing 507-433-7374		Mrs. Mac's Towing 218-393-7377	Mankato	Affordable Towing 507-388-8697
Barnum	Thompson Motor Service 218-389-6941		East End Towing 218-349-3991		All American Towing 507-345-5005
Big Lake	Bob's Towing 763-262-8697	Eagan	Mark's Towing 651-454-1533	Maple Grove	Chase Towing & Transport 763-315-3995
Blackduck	Bogart's Towing 218-835-4548	Eden Valley	Jack's Towing 320-453-6560	Meadowlands	Mrs. Mac's North 218-393-7377
Blaine	Twin Cities Transport & Recovery 763-784-7501	Edina	Walser Automotive Group 952-345-4003	Medina	Kelly's Wrecker Services 763-473-0558
	Dan's Complete Auto Care 763-784-8668	Elk River	Collins Brothers Towing 763-241-9177	Melrose	Shaggy's Towing 320-256-7855
	Frovik's Towing 763-786-9220		Morrell Towing, Inc. 763-441-3666		
Blooming Prairie	Darrick's Preferred Auto 507-583-9994	Excelsior	Williams Towing 952-446-9650	Minneapolis	Blaine Brothers 763-780-5130
Bloomington	Chief's Towing, Inc. 952-888-2201	Faribault	Glenn's Service LLC 507-331-6605		Miller Towing 612-827-5591
Brooklyn Park	Cardinal Towing 763-535-1202	Forest Lake	Dan's Towing 654-464-5551		Rapid Recovery Inc. 651-665-0022
	Citywide Service 763-424-4900		Harold's Towing & Recovery 651-464-5313		Schmit Towing 763-253-1568
Cannon Falls	Siewert's Towing 507-263-4791	Frazee			Wrecker Services, Inc. 612-330-0013
			Daggett Wrecker Service, Inc. 763-544-5512	Minnetonka	Kustom Karriers 952-938-4680
Coon Rapids	Corky's Towing 612-382-3858	Golden Valley	Feist Automotive 763-544-5512	Moorhead	Aggressive Towing & Recovery 218-287-2344
	Highway 10 Mobil 763-757-6789	Hutchinson	Modern Towing 320-587-4603		Ed's Towing Service 218-233-7740
Crystal	North Suburban Towing 763-535-2201			New Brighton	Freeway Towing 651-633-5525



# Member Directory

New Prague	Johnson Towing, Inc. 952-758-3852	St. Paul Twin Cities Transport & Recovery 651-642-1446	<b><u>ASSOCIATE</u></b>
Owatonna	Dean's Westside Service 507-455-1950 Sweet Towing & Repair 507-451-3424	Stillwater Stillwater Towing 651-439-5744	<b><u>Auto &amp; Equipment Sales</u></b> AW Direct Tom Welsh 608-662-3350 Tom's Auto Sales Ryan Tubbesing 651-482-8795 Twin Cities Wrecker Sales Rod Pellow 651-488-4210 Zip's Truck Equipment Paul Rottinghaus 1-800-222-6047
Plymouth	Plymouth Automotive 763-544-3202	Tyler Bruender's Corner Mart 507-247-5587	<b><u>Health Insurance</u></b> Haas Managed Benefits Bill Haas 763-421-6153
Red Wing	Midway Auto 651-388-8296 Siewerts Garage 651-388-9163	Virginia Armory Shell Towing & Service 218-741-6050	<b><u>Insurance</u></b> Business Insurance Brokers Ann Wolfgang 952-996-8872 Midwest Insurance Service John Hall 651-439-5939
Rochester	CSC Towing 507-289-8344 Moody's Towing & Auto Repair 507-289-2955 Rochester Towing, LLC 507-288-7317	Waseca Bocks Service Inc. 507-835-5407 Tesch Service Center 507-835-4610	<b><u>Medical Transportation</u></b> Healtheast Transportation Ken Larsen 651-232-5893
Rogers	Burdas Towing 763-428-9911	Winona Borkowski Towing & Salvage 507-452-9073	<b><u>Payroll Services</u></b> Associated Payroll Services Sandi Wedmann 612-599-7734
Savage	Allen's Service Inc. 952-894-1000	Zumbrota Bergs Towing & Repair 507-732-5613	<b><u>Uniforms</u></b> Cintas David Marta 763-425-6666
Scanlon	Blaine Brothers 218-879-6681	<b><u>WISCONSIN</u></b>	<b><u>Miscellaneous</u></b> U of M Fleet Services Tony Bittner 612-625-7817
Shakopee	Shakopee Towing, Inc. 952-445-0030	Ashland Tomlinson's 24 Hour Towing 715-682-2717	
Spring Lake Park	Citywide Service 763-432-4550	Baldwin Day & Nite Towing, LLC 715-684-3359	
St. Cloud	Collins Brothers Towing Of St. Cloud, Inc. 320-257-5525	Balsam Lake Lake Services Unlimited 715-857-5753	
St. Francis	Gerdin Auto, Tire & Towing 763-434-1686	Independence Kabus Auto Body & Recovery 715-985-2252	
		Roberts Jerry's Towing 715-749-4450	
		Superior Lake City Towing 218-722-7781	





# Upcoming Events

## **MPTA Board Meeting**

**October 25, 2016**

**6:00 pm Dinner  
6:30-8:30 pm Meeting**

**MPTA Office  
2886 Middle Street  
Little Canada, MN 55117**

## **WreckMaster Class Hosted by Siewert's Towing**

**November 5-6, 2016**

**Siewerts Towing  
3424 N. Service Drive  
Red Wing, MN 55066  
651-388-9163**

**Siewert\_towing@hotmail.com**

# Trick-or-Treat