



April 2009  
EDITION

# The Dispatch

An Official Publication of



## 2009

### School Schedule

**Light Duty** – April 24,25,26  
Ken's Auto Rescue  
Kennewick

**Heavy Duty** – May 15,16,17  
Lincoln Towing  
Seattle

**Light Duty** – June 12,13,14  
Lakewood Towing  
Tacoma

**Super Heavy Duty**  
July 15,16,17,18  
Wenatchee (Malaga)

**Heavy Duty** – Sept. 11,12,13  
Rouse's Towing  
Spokane

**Light Duty** – October 2,3,4  
Lincoln Towing  
Seattle

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

# TRAW

## 2009 Tow Expo

### August 14 & 15

For Reservations Contact

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Toll Free 866-383-0777

[http://www.silverreefcasino.com/  
silverreef/](http://www.silverreefcasino.com/silverreef/)

## President Kurt's "Korner"

Spring is here and it's about time!!!

The Reno show is coming up. We're still looking for anyone who wants to caravan to join up. Contact either me or Mike Walcker if you have an RV and want to join the fun. We already have three or four and it would be lots of fun if we had more.

I think District meetings are getting stronger. Keep up the good work. Good attendance is what we need to spread our information.

Start planning now for the up coming Tow Expo in Ferndale. Rooms are full and the overflow is now being used. Call and get your reservation in now. Think about donations for the auction and don't forget the dessert auction (my favorite part). We need lots of goodies.

TRAW has 120 members and we're now where near done. Keep spreading the word and working on membership.

Big thanks go out to everybody for agreeing to lease the printer/copy machine for the office. The savings on printing alone has been well worth it. Thanks too for all the vendors whose advertise in the Dispatch. Monthly advertising is key in keeping our costs down. We appreciate your support.

Thanks goes to Mike and JoAnne for their hard work on the membership directories. A copy for each member company is being passed out at District meetings. If you would like to purchase additional copies, just give Joanne a call @ 877.600.TRAW (8729). Great job guys!!!

Have a great spring.

Be safe out there.

Kurt





## In Remembrance

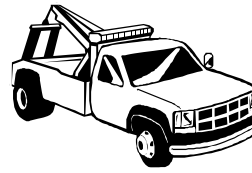
Walter L. "Bud" JOHNSON Age 89, passed away peacefully in his sleep March 10th. Born Feb. 5, 1920 in Seattle to Elmer & Stella Johnson. Attended Ravenna Elementary & graduated from Roosevelt High School in 1937. Attended the Mechanical Engineering School at the U of W in 1938, graduating in 1943; became a member of the NROTC program while attending the U of W. During WWII served in the South Pacific, then Atlantic & Pacific fleet radar schools. In 1950 he was recalled to active duty serving on CV-32 USS Leyte off North Korea. On March 16, 1945 he married his college sweetheart, Harriet Caley, in Virginia Beach, VA; she preceded him in death Dec. 2005. Bud became a registered, professional engineer in 1955; co-founded Johnson-Barrow, Inc in 1962 & retired in 1985. He enjoyed woodworking, golf & wintering in Kona, HI for many years. Bud's happiest moments were spent playing golf with Harriet in Kona & at Sand Point, and being with his Compass & Chart alumni. He was a member of University Lutheran Church for 50 years, Sand Point Golf & Country Club 45 years, life-time member of ASHRAE, the U of W Alumni Assoc. & a member of NROTC Compass & Chart Old Salts Chapter. He is survived by his children, Rolfe Johnson, Snohomish, WA & Carolyn (Richard) Sarver, Olympia, WA; granddaughters, Rebecca Bingham, Tacoma, WA & Kimberly Sarver, Olympia, WA; great grandson, Avery Bingham. He was preceded in death by his brother, E. Warren Johnson. Memorial service, 11:00 a.m., Tuesday, March 31, 2009, University Lutheran Church, 1604 NE 50th, Seattle, WA. Remembrances suggested to the Alzheimer Assoc., in memory of Harriet, or Medic One. Published in the NW source from 3/29/2009 3/30/2009

## Welcome to the Team!

*New TRAW members, lets make them feel welcome:*

Uzek Susol has the most unique towing business in the state. He is surrounded on all sides by Puget Sound and has to know ferry schedules very well! Uzek and his wife Stefanie have owned **Orcas Auto Tech** on Orcas Island for 19 years, which started as a mechanic shop. They currently have two tow trucks and a service truck, with Uzek doing all the towing. He and Stefanie have been married for 14 years and have 3 children, 2 daughters and a son. Please welcome Uzek and Stefanie by emailing him at [susol@centurytel.net](mailto:susol@centurytel.net) or calling (360) 376-8697.

Welcome back to Ken and Jeannie Fife, owners of **Dick's Towing East**, in East Wenatchee. No stranger to towing or to the association, Ken was past president of WTTA and both were very active in association business and the towing industry. After an absence of several years, Ken is back in tip top health and he and Jeannie have re-joined TRAW and once again grace our presence at meetings. Please welcome them back at email [fifedispach@hotmail.com](mailto:fifedispach@hotmail.com) or calling (509) 884-



## Membership Classifieds

**1997 Peterbilt** - 2 Axle with 10,000 tag - Century 4024  
300 HP Cummings - 153,000 one owner miles.  
\$57,500 - Email Ray @ Randy's Towing

[wm96724@yahoo.com](mailto:wm96724@yahoo.com)

with questions.

Truck will be available after July 1, 2009



**Do you need to sell a truck?**

**List it here.**

**Call Joanne anytime at the**

**TRAW office**

**509-782-7170**

## Happy Anniversary

Robert Roy (Mr. and Mrs.) - April 16<sup>th</sup>

## Happy Birthday

Darin Hendrickson – April 6

Ron Henneman – April 13<sup>th</sup>

Jackie Currie – April 24<sup>th</sup>

Pete Cantil – April 29<sup>th</sup>

Justin Kemp-Waldner April 27<sup>th</sup>

Michael Myers (little Mike) April 30

## With Sincere Thanks

Your kindness and sympathy at this time are more deeply appreciated than any words of thanks can ever express  
Rob, Gwen, Melody  
And the Rouse's Crew



# MEET: THE GILLARD'S, KURT AND DONNA

EACH MONTH WE WILL GET TO MEET ANOTHER MEMBER OF THE TRAW VOTING BOARD. THIS MONTH, WE MEET PRESIDENT KURT GILLARD AND HIS WIFE DONNA.

KURT GILLARD WAS BORN AND RAISED IN BREMERTON, WA. WHEN HE WAS 17 YEARS OLD, KURT MOVED TO MOSES LAKE AND FARMED WITH HIS COUSIN. IN 1992, KURT MET AND MARRIED DONNA COX. IN 1995, KURT AND DONNA STARTED MOSES LAKE TOWING WITH ONE TRUCK. IN 1998, THEY EXPANDED TO GEORGE WASHINGTON TOWING IN THE SMALL TOWN OF GEORGE, JUST EAST OF THE COLUMBIA RIVER CROSSING AT VANTAGE. TODAY, THEY HAVE 7 TRUCKS AND HAVE SINCE SOLD MOSES LAKE TOWING AND ONLY HAVE GEORGE, WA TOWING.

DONNA COX WAS BORN IN DUNNIGAN, CA. SHE MOVED TO WASHINGTON IN 1988 WHERE SHE WORKED IN THE FARMING BUSINESS. SHE MARRIED KURT IN 1998. TOGETHER, KURT AND DONNA HAVE 4 CHILDREN FROM PREVIOUS MARRIAGES AND 14 GRANDCHILDREN. KURT WAS ELECTED PRESIDENT OF THE ASSOCIATION IN 2007 AND TOGETHER WITH DONNA, HAVE KEPT THE TRAW SHIP MOVING THE RIGHT DIRECTION.



KURT IS ONE OF THE HARDEST WORKING PEOPLE YOU WILL EVER MEET AND YOU WILL NEVER HAVE TO GUESS AS TO HOW HE FEELS ABOUT A SUBJECT OR A PERSON. IT IS NOT UNCOMMON TO FIND HIM HELPING OUT A STRANDED MOTORIST WHO MIGHT BE IN A TIGHT SPOT FINANCIALLY, OR GIVING HIS TIME AND EFFORTS TO ANYONE AROUND THE TOWN OF GEORGE. KURT AND DONNA ENJOY CAMPING AND MOTORHOMING AND DONNA LOVES TO COLLECT "BETTY BOOP" ITEMS. MAKE SURE TO THANK THEM FOR THE COUNTLESS HOURS OF VOLUNTEER WORK THEY DO ON BEHALF OF TRAW.

# LIFE AFTER TOWING! Taking a look back.....

By: Mike Walcker



We are starting a new series in the "Dispatch" that will highlight retired tow company owners and drivers who paved the way for others, and take a nostalgic look back at the way it was back in "the day".

## *Les and Lois Reynolds*

In 1962, Les Reynolds began Sumner Towing with one truck and tons of determination. Sumner back then was considered remote, with Puyallup being the closest thing to Tacoma. Roads were two lane and rural, and accidents were usually complicated and challenging. That is what Les loved about towing. A car up a tree or hooked up on a guide-wire. The company soon grew to five trucks and a reputation for being dependable and honest. Back then, you knew all the fireman and cops, ambulance drivers and even the local mortician. Everyone was family worked together well. Les was a past president of WTTA and worked hard to make the tow industry better and continues to support TRAW to this day. After 39 years of hard work, les retired to spend time with his wife of 53 years, Lois, and work around their 5 acre spread, enjoy his grand-children and great-grandchildren, and work on old cars. Les still has coffee with some of the old troops who worked the area, and both he and Lois attend the TRAW meetings in Tacoma when they can. Many thanks to both Les and Lois for helping set the standard for professional, dependable towing services and making the towing industry better for all those who would follow.

## *Funding Your Dreams*

*By: Stacey Tucker*

Securing funds to sustain and grow your business is challenging in this economic climate. Key elements to successfully achieving your request will include a straightforward, realistically positive message. Key contacts in the business must be prepared to answer questions in a cohesive, intelligent manner. Your research and documentation will garner confidence from your bankers that allows them to understand your business, character strengths, and proven abilities. Sell your dream, backed up by how you will turn it into dollars.

Professionally packaged loan request documents should be cosmetically appealing and materials easily referenced. A well prepared loan request starts with common documents in anticipation of supplemental requests. A brief cover letter identifies the maximum amount you are requesting. A concise statement of business benefit and fund use will orient the banker to your project. Start with the highest end amount and work down if necessary. Allow for a section that will house important business documents such as, but not limited to: Articles of Incorporation, Bylaws, pertinent Licenses, etc.

Tell your story through personal resumes for the principles in the business. A personal resume can focus on job/business history, unique skills, and character assets. A Business Plan to describe your business will include a statement of purpose, description of products and services your business offers, your market and any competitors, management credentials, and future goals and outcomes. Put together members of your own consulting team which can include an accountant, insurance rep, lawyer, and mentors. The narrative sells the spirit and determination of your request.

Tell your story with numbers. Three years of profit and loss statements and tax returns create a history. If you are not completing a monthly profit and loss statement in-house, now is the best time to secure accounting services. Look for anomalies in your profit and loss statements and explain your corrective action plan. Issues impacting business might include: personnel issues, equipment upgrades, unusual expenses, changes in revenue. Tax returns should include any, and all, filed (corporations, land holding companies, and personal returns). Obviously, if there is not a profit shown, provide an explanation.

*continued on page 5*

A Personal Net Worth bank form worksheet is usually required, but maintaining your own working document can streamline that process. A net worth statement is a detailed account of ASSETS (land, house, vehicles, household goods, stock, retirement accounts, investments) minus LIABILITIES (short term debt, long term debt, notes, mortgages). The end result is your net worth.

A business must show loan repayment through cash flow projections. Plan to clearly demonstrate ability to service the monthly payment to remain a viable loan candidate. Talk to your banker about the debt to earnings ratio they will require and maintain excellent credit throughout the process.

Once the package is complete, expect to meet with many potential lenders. Do not expect a yes on the first submission. If your request is denied, use that opportunity to ask how to better strengthen your loan request package, and if you can take corrective action and return at a later date. Most importantly, never give up. The loan request process is time consuming and arduous. If you think you are beat you will be. All lending institutions have different personalities, just like a business. It is equally important that you interview potential lenders to work with as they interview you. Expect to get discouraged. If you want to fund your dream, you will find the right loan.

There are a variety of lending institutions out there, depending on level of risk you are willing to take, the amount of interest paid, and levels of collateral requested. Most businesses will start with conventional lending institutions such as local banks and larger national banks. Another option, particularly for equipment acquisition is leasing, which may be attractive due to less upfront capital investment. Check with your CPA regarding tax consequences, early payment penalties, and buy out conditions. Small Business Administration Loans are often excellent choices for larger projects, but they can be very cumbersome in terms of paperwork. Identifying a skilled SBA banker is instrumental to this process. Other lending institutions offer working capital from private individuals. These loans are often easier to get (paperwork wise), but in return you'll pay an interest rate in the teens and be asked to highly collateralize. Examples of much less traditional loans are working capital programs that "guarantee" your receivable accounts, or infusing capital by selling equipment to a lender on a Fleet Lease Program. These loans can be very expensive depending on the exact interest rate (sometimes up to 30%) and should not be considered a first option or long term solution. Of course, there are always credit cards (if you can secure the amount you need) and family loans. Both of those have unattractive sides to them, but that is a different article.

Still stumped, or would like additional help? Turn to industry associations, industry leaders, consultants, chambers, SCORE, college students. The main ingredient to success in funding your dreams is to get started and never give up. Remember, folks will often say if you have a dream you're crazy, and if you make it happen you're lucky. I think we all know by now luck has nothing to do with it.

*Stacey Tucker is the owner of Chico Towing. She holds a Master's Degree in Counseling, has written numerous articles for industry publications, and is a highly sought after seminar presenter. She is active in a variety of community service including Chambers and Rotary. Stacey can be reached at 360-479-7500 or [esfb@silverlink.net](mailto:esfb@silverlink.net).*

## ***Back to school.....***

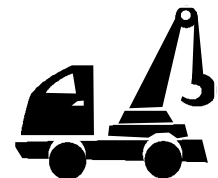
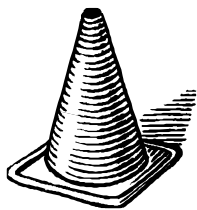
### **Highlights of the One-day School in Moses Lake:**

Darin Hendrickson of Agri-Fix Towing in Moses Lake hosted a one-day hook up school on April 8<sup>th</sup>. Organized by District 6 Chair Theresa Gault and Darin Hendrickson, the school hosted 6 students who received expert hands-on instruction from:

**Bill Sullivan/Liberty Towing**  
**Ray Caveness/Randy's Towing**  
**Brian Borland/Nelson Truck & Equipment.**

The students who attended the one-day class were:

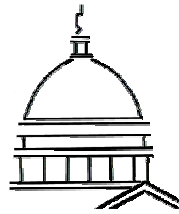
- James Bauer of D&M Towing in Ellensburg
- Cecil Howard of D&M Towing in Ellensburg
- HOOBen Eberts of Dick's East Towing in East Wenatchee
- Andy Hernandez of Port's Towing in Twisp
- Brody Shipley of Agri-Fix Towing in Moses Lake
- Brandon Schmidt of Moses Lake Towing in Moses Lake



We would like to **THANK** our guest volunteer instructors, the students who attended, the company owners who invested in having more skilled drivers, and to the hosts.



# INSIDE THE CAPITOL



April 15, 2009

We have now passed our bill, House Bill 1426, allowing officially the use of "electronic return receipts" with certified mail. With this bill's passage we can save up to \$1.20 for each letter we send out, slightly less if we use a mail service vendor. The Governor has about three weeks to sign the bill but that is almost a foregone conclusion that she will.

The budget crisis here, as in most other states, has put a damper on getting through any good changes in the law that cost any money whatsoever to implement including even minor new rules. Hopefully after they stabilize this budget we can then move forward on the important issues that will not just defend the industry but give us a better business environment to operate in.

Stu Halsan  
TRAW Lobbyist



There are only nine days left in the 2009 legislative session..... maybe.

In odd numbered years, after the legislators are elected, their primary task is to adopt a two year State Budget. To do that the legislative session is longer, 105 calendar days as compared to 60 in the even numbered years. Although that is the time limit there is always a possibility of a "special" session of 30 days following if they haven't been able to complete their work on time. This may be one of those "extra-inning" years. With state revenues \$9 Billion less than they had predicted much of this session has been devoted to hand wringing and floating ideas for cuts in programs as well as speculation on whether any temporary increase in taxes might be part of their budget-balancing mix.

As the final day approaches it seems the legislators are getting farther apart rather than closer together. Miracles may happen but unless they can come to agreement in a week and a half they possibly could be here for a long time.

The Towing and Recovery Association of Washington has done well this year. Although several "Bad" bills surfaced we managed to kill or amend them all and in the event the legislators look to a tax increase it would be almost certainly be a small temporary sales tax increase on the ballot and not business taxes that they would consider.

As I have said many times our most important mission in Olympia is to work to stop bad things from happening to the industry. The worst threat we had this year was Senate Bill 5524 dealing with requiring repeat telephone call notification of impounds. This was a constituent request through Senator Rockefeller resulting from a vehicle being impounded while the owner was on vacation. We marshaled opposition at the hearing, bringing together other groups including the WSP to kill the bill. Special thanks to Doug Faber for his direct contacts with the chair of the Senate Transportation committee, Senator Mary Margaret Haugen.

A bill we had to amend dealt with impounding vehicles driven by the patrons of prostitutes. As it was originally drafted we could have become a collector for law enforcement of a civil penalty in the amount of \$500. We amended the bill to make sure that we didn't have that responsibility and additionally to protect us if we release a vehicle depending on a fraudulent document authorizing release.



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# AROUND THE STATE

by Mike Walcker

## NOTES FROM CHAPTER MEETINGS STATE-WIDE

**March 24<sup>th</sup>**...Dan Johnson and Jackie Currie hosted a combined District 2 and District 7 meeting at Barlee's Restaurant in Edmonds. Guest speakers were from Motor Trucks, Inc. of Everett that discussed the new regulations for diesel trucks and the problems that new diesel tow trucks might have and the costs involved.

**April 8<sup>th</sup>**...Mike Johnson hosted the District 1 meeting at Carr's Restaurant in Lakewood. Guest speaker Doug King of the Department of Revenue was very informative and a great resource for our members. Trooper Cindy Hacker was present along with retired Trooper Billy Joe Jeffries. Retired tow owners Les and Lois Reynolds were there and everyone had a great time.

**April 14<sup>th</sup>**...Jackie Currie and Dan Johnson hosted vendors, TRAW staff and volunteers for a Tow Expo meeting at Barlee's in Edmonds. Vendor booths and set up duties were discussed with Dave and Mike from Choice insurance, Jeff from AAA and Mike from Lakewood Towing.

**April 15<sup>th</sup>**...District 6 had it's meeting at the Country Inn in East Wenatchee and host Theresa Gault welcomed a full house to hear guest speaker Gordon Schuster of New York Life give information on tax planning and retirement investments. District 6 always cleans us out of coffee mugs and this night was no exception. Thanks to D6 for your continued support.

**April 16<sup>th</sup>**...District 4 and 5 both had meetings planned at their normal meeting sites. Because of a funeral of a very close friend, Joanne and I could not attend either of these meetings. We will see our D4 and D5 friends next month. Please mark your calendars for May meetings and make time to visit with us.



Mike Johnson looking for the exit as DOT's Mike Evans talks about new vest rules.....exit or men's room????



Debbie Cavaness speaks to the D6 group

***Make sure to attend your district meetings!  
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great conversation, good friends, and good food.  
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Tom Willette at the D6 meeting waiting for his pie!!!



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# THE GRAPEVINE

Joanne and I had several goals we wanted to accomplish when we started this job back in January. We have gained new members and advertisers and just published a very nice directory that we view as accurate and informative to the membership. We are getting better at the day to day stuff and have started to work into areas that will grow the association in all directions. Both were goals that are on track. I have been able to attend a majority of the district meetings and we feel the enthusiasm in the association is picking up and we have started keeping track of training issues at each meeting. So far, so good.

One of the things that I thought was important was to have a “theme” message for each month. That way, each district would get the same information at every district meeting. It would help give our association a more unified feeling, a common thread that would run through each meeting and help bind us together as a state-wide group.

I would like to start this by talking about teamwork. Our motto (thanks to Paul Bressi) is “The Power of a Team” and that implies many things, but what exactly can we do to make ourselves better as a team? My most vivid memory of this idea came in 2000 or 2001, early on in my job as the tow truck trooper for Wenatchee. It was on State Route 2, just west of Cashmere at the Hay Canyon intersection, which at that time did not have a traffic light. An elderly man and his wife and a companion were attempting to cross SR 2 to get to a popular coffee stop on the north side of the intersection. The man apparently did not see the loaded semi-truck what was eastbound on SR 2 and pulled directly into the truck’s path. The resulting impact killed all three occupants of the car, injured the truck driver, and the massive impact also involved three other vehicles that were near the intersection. I heard the call and responded to help out and when I arrived, found a horrific scene of carnage and pandemonium. All four lanes of SR 2 were totally blocked from shoulder to shoulder, traffic was backing up in both directions, debris was everywhere, and aid crews and responders were having a hard time getting to the scene. If you have towed for any length of time, you have seen one or more of these situations.

It took us about an hour to get the basic investigation started. We had one lane of traffic moving at a time and a massive backup, even for eastern Washington standards. Our Captain was at the scene and suggested we call for tow trucks and get as much of the road clear as possible. At that time, we had three small companies for that tow zone, each with a truck or two, and we would need them all at the scene. All were dispatched and all arrived with everything they had. I was busy with other details, so I really did not notice what was going on, but my Captain did. He came over to me and told me how impressed he was with our towing companies and wanted me to make a note of this accident. I had to ask him what he was talking about and he stated that all three companies were working as one. He said ever since they arrived at the scene, they helped each other hook up, cleaned up the debris and worked together as a team to get the road open. I took a few moments and watched as three competitive companies, who seldom saw eye to eye on anything, worked as one group. There was no bickering about who’s driver had worked for who or what they were charging or any of the normal stuff that you expect from people who compete for business. They just teamed up and got the job done.

It’s something that always stuck with me and I believe it’s what we can do as a team to make being an association member special. Those tow companies made an impact on a District Captain, who is now the Chief of a large Washington city, who still remembers that accident and his feelings of what teamwork can do. If you encounter another association member at an accident scene, make an attempt to be a team player. If there is a company there that is not a member, it will make an impact on them as to how we can work together as a team. If people ask you, tell them that you belong to TRAW, and TRAW members strive to be the most professional towers in the business. And professional service starts with teamwork. If you’re a business owner, encourage your drivers to follow this practice and despite any personal differences you have with a competitor, don’t allow it to show in front of customers or police officers at a scene. We are working on TRAW stickers for trucks, because we want everyone to know that we can make a difference because of “The Power of a Team”.

Be safe, be professional, and enjoy what you have.....  
Mike

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## *Speaking of the law....*

At a meeting on March 24<sup>th</sup>, Sgt. Mike Eggleston wanted us to be aware of an item that the WSP would be concentrating on in months to come. The issue is the separation of multiple companies in the same building or on the same property. Sgt. Eggleston said that tow troopers would be paying close attention to what is required by law for multiple companies on each inspection and asked that those companies should check to make sure the regulations are being followed.

Also, Sgt. Eggleston noted that there has been concern regarding weather or not companies are sending a "right to a hearing" letter out with the 24 hour letter. He asked that managers review this policy to ensure that the proper information is being sent out per RCW and WAC.

We appreciate the opportunity to have the communication with the WSP and be able to look into areas of concern BEFORE inspection, rather than after. In return, we address issues of concern with the WSP from our end and they do what they can to resolve those issues before they become problems. A "team" has many players

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If you're interested contact:  
425-487-3720  
or  
rorabaugh@msn.com

## DATES TO REMEMBER

### BOARD MEETINGS:

June 16th, 2009  
10:00am – Location to Follow

### Light Duty School

April 24th - 26th  
Ken's Auto Rescue  
Kennewick

### 2009 NW TOW EXPO:

August 14/15, 2009  
Silver Reef Hotel,  
Casino & Spa - Ferndale, WA

## REMINDER:

TRAW will process your overweight permits for you. All you need to do is call the TRAW office at 509-782-7170 and you will be faxed a form.

Once you complete the form and fax it back, the TRAW office will process it for you through the Department of Transportation and send you the permit.

## TOWING & RECOVERY ASSOCIATION OF WASHINGTON



## TOW PAC NEEDS YOUR SUPPORT

**TRAW** is looking for contributions to TOW PAC.

**TOW PAC** is the Political Action Committee of the Washington towing industry organized by towers, and for towers to support candidates for the legislature that understand the issues facing our industry.

**TOW PAC** is voluntary, non-profit, non-partisan and non-discriminatory and is political and educational in its purpose and programs.

**TRAW – "The Power of a Team"**

## 2009 Officers and Board of Directors

### President

Kurt Gillard  
George Washington Towing  
(509) 785-5984

### Vice President

Doug Faber, Mount Vernon Towing  
(360) 336-3535

### Treasurer/Secretary

Jackie Currie, Columbia Towing  
(206) 722-2535

### Member At Large

Stacey Tucker, Chico Towing  
(360) 479-7500

### Past President

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

### District 1 Chair

Mike Johnson, Lakewood Towing  
(253) 582-5080

### District 2 Chair

Mike Bartolotti, Lincoln Towing  
(206) 364-2000

### District 3 Chair

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

### District 4 Chair

Bettie Simmons, AA Auto Salvage Inc.  
(509) 455-4990

### District 5 Chair

Ron Grant, Grant's Towing  
(360) 423-4460

### District 6 Chair

Theresa Gault, Ron's Towing  
(509) 662-3113

### District 7 Chair

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

### District 8 Chair

Ron Jake, Bethel Towing  
(360) 876-8292



## What's Your Sign - Who's your Mascot?

## What's your Logo?

## What makes your Business Unique?

By: [Joanne Walcker](#)

Each month we will present a sign or logo for a towing members business.

Members will guess on its location and business name.

The member with the most correct guesses will be award a prize at the 2009 Christmas Party.

We will post the answer in the next Dispatch.

Please send me your guesses by email

[jewalcker@aol.com](mailto:jewalcker@aol.com) and I can take the first correct one.

Please send me your pictures or logos so that we can put you in The Dispatch...



*What's Your Sign??*



Silver Reef Hotel, Casino & Spa  
4876 Haxton Way, Ferndale, WA  
August 14 and 15, 2009

**TOWING & RECOVERY**  
ASSOCIATION OF WASHINGTON

509.782.7170 – fax 509.782.7108 - toll free - 877.600.TRAW (8729)

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

***Over Flow Rooms: The Hampton Inn Bellingham Airport***

360.676.7700 - Ask for the TRAW Room Block

***Towing and Recovery Association of Washington***

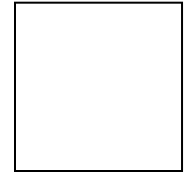
JEMA Services - Mike Walcker - Association Director

PO Box 281 - Cashmere, Washington 98815

509.782.7170 – fax 509.782.7108

toll free - 877.600.TRAW (8729)

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



**CONTRACTED STAFF**

**Mike Walcker**  
Association Director

**Joanne Walcker**  
Administration Assistant

**Legislative Issues**  
Stu Halsan, Attorney

**Technical Issue Manager**  
Ken Nikko

**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