

TOWING & RECOVERY FOOTNOTES

Propane
RECOVERY
pg 15

August 2008

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Problems At The Pump

Diesel Damage Control

Everyone's pulling out all the stops to save fuel costs

By Tracy Powell

After the U.S. Energy Information Administration released its outlook for April through September 2008, EIA Administrator Guy Caruso said that summer prices of diesel should average \$3.73 cents per gallon nationwide, or 87 cents per gallon more than last year. And if slackened demand for tows due to less driving and better-made cars is coupled with prices skyrocketing even beyond these predictions, you have a perfect storm: Less business on one hand, much higher fuel operating costs on the other.



Darrell Summers

But the battle can be won if fought wisely. The first step is to acknowledge these risks to one's business and recognize the need for immediate action in order to manage risk effectively. A recent survey by commercial auto insurer Progressive found that 69 percent of truckers say fuel costs are the business expense of most concern. To offset these costs, according to the survey, truckers have tried:

- Downsizing staff (16 percent)
- Lengthening their workdays (12 percent)
- Taking fewer vacation days (8 percent)

For towing companies, many are tacking on fuel surcharges to help alleviate the brunt of the costs. Darrell Summers, owner of Summers Towing in Morgantown, WV, said that most customers are accepting this because they're having the same problem. "Even for individual customers, they understand it because everything has just gone up so much. They are seeing it at the grocery store

and they're paying the pizza guy an extra buck for delivery. We really don't have a lot of complaints."

Slow To Change

But for regions without the ability to raise rates, such as in areas of

Texas, the surcharge option is a matter of changing regulations, which can be numbingly slow. Jeanette Rash of the Texas Towing and Storage Association is the owner of two towing companies, with 10 trucks in one and five in the other, all light duty, including some rollbacks. Rash noted that she is "seriously concerned about the situation, there's no question. I'm afraid we're going to lose some good towers, because it's hard to get a political subdivision to recognize how quickly that the fuel spiked, and a lot of us did not have a fuel surcharge in the regulation that regulates the non-consent rate. The city of Houston is in the middle of a rate study, which means we won't see any change in the regulation for a month. In the meantime, I'm worried about those who haven't saved up or aren't able to maintain their business, particularly if their business is based on non-consent tows."

See DIESEL DAMAGE CONTROL, page 5

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2008 Ford F-650 reg cab XLT. Yellow, Cummins 240 hp, Allison 2200 auto., 26k gvwr, 40/20/40 prem. seats, am/fm/cd, p/w, p/l, til, cruise, Michelin tires, Chevron series 10 - 21-1/2 steel rollback, removable rails, 8" O/ center cross members, 8,000 lb winch, 3,000 lb wheel-lift, chains & straps, tow lights, four spot lights, DOT kit, Federal light, sims, 49" Chevron alum tool box. **\$59,500.**



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2008 Dodge 4500 reg cab SLT, red, 6.7 Cummins diesel 6-spd auto, p/w, p/l, tilt/cruise, prem 40/20/40 cloth seats, 220 amp alt., sec. alarm, 5 yr 100k mile engine warranty, 3yr 180k mile trans. warranty, with a Chevron 401 Outlaw wrecker, composite sides, integrated boom & wheel lift, in cab remote, self centering crossbar, 8000 lb variable speed winch. **\$52,500.**



2008 Dodge 4500 SLT reg cab, 6.7 Cummins diesel, 6-spd auto., p/w,p/l, tilt/cruise, pre-mium 40/20/40 cloth seats, anti-spin axle, 2200 amp alt., security alarm, 5 yr 100k mile engine warranty, 3yr 180k trans. warranty, with Chevron 408t Renegade twin line wrecker, two 8,000lb winches, in cab controls, 24" tunnel box, 9,000 lb ext boom, Federal head LED light. **\$59,900.** Stock#8G122781



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TOW LINES

Letters to the editor from our readers

T&R Footnotes invites and encourages readers to submit letters on any topic by email to the editor at bcandler@traderonline.com or by snail mail to Bill Candler, Towing & Recovery Footnotes, Dominion Enterprises, 150 Granby Street, Norfolk VA 23510. Publication and editing of letters will be in the editor's sole discretion.

To the Editor:

I have been in the towing and recovery business for over 30 years. I have seen AAA use small businesses until they are broke and out of business. I know the power of print — please help all the towers out there by revealing how unfair they are by paying us substandard rates and not caring about anything but their bottom line. Thank you.

Central St. Garage
Foxboro, MA

To the Editor:

I have been reading Towing and Recovery Footnotes for many years with much enjoyment. I always look forward to receiving it.

In your April 2008 issue on the front page, I was reading the article "Truckers on Towers" and when W.J. "Andy" Andrews was telling about his experiences with towers, he recalled that his most memorable experience was an operator in North Carolina who used a World War II surplus tow truck.

I am from North Carolina and I operate a 1943 Sterling heavy-duty World War II surplus tow truck. I recover overturned tractor trailers, loaded or empty; deck and undeck tractors piggyback that come and go from other states. I have pulled out eight airplanes and put them back on runways. I've pulled out buried track

hoes and just about anything you can think of.

I am writing a book about my 59 years experience telling how I have dealt with sidewalk superintendents, patrolmen and many, many other experiences.

I retired in November, 2007 at the age of 74 1/2 years old. The hardest thing for me will be to part with my wrecker, since it has been in my family since 1947.

Robert Stuart

Stuart Wrecker Service, Inc.

To the Editor:

Keep up the good work. I enjoy everything you put into your paper. It stays up to date and full of information. Also thank you for now having it all in one piece. It is now easier to keep track of. Once again, thank you for your time and concerns for the towing world. We're pulling for you.

David S. George

Davisboro, GA

To the Editor:

I was sitting back reading all my towing magazines and Footnotes today and saw in *American Towman* a rate survey with some current hook-up rates and prices. In some places, they are up to fair market values of \$85 to \$150. Again and again I shook my head, thinking: How can you make a living with anything below that, like what the auto clubs pay us?

People say we need this training or that training, and don't get me wrong, training is good but it costs, and then there's the cost of new and used trucks and high maintenance, insurance, and fuel costs. And yet a large number of us are still doing the same thing we

always have done and take an "Oh, well" attitude about pricing.

The other day I went to pick up a car from a well-known towing shop and when I got there, I had to cringe. There in the yard was a large fleet of tow trucks sitting idle. I could not fathom the cost of that.

One of their trucks was a flatbed that had been torn apart on I-84 by a tractor trailer that hit it. In some ways, I wished that had happened to me so I could get a new truck or a new bed. Even a new bed costs \$8,000.

I know for a lot of tow shops, things are slow, but I feel like I can make it through the summer, and I hope this winter things will pick up again like they did last year.

But I hear everywhere that the cost of all basic things is up, not just fuel. Even the cost of my son's school field trips is up. Yet we towers will spend thousands for a new truck and then charge...what? Not nearly enough.

Well, I've had enough. We need to bury the competitive hatchet, get together on this, and start rallying the troops!

We should start by going after the auto repair shops and used car and new car dealers. Our industry bottom line to these shops and dealers should be this: "Here's what we charge. You want to mark it up, fine — you deal with the owner of the car, but this is what we charge. Pay it or get your own truck." And that goes for the re-tows that result when the shop did not fix the car the first time. We will give you good service but pay us for our time and what we are worth.

And one last thing: I work a few companies in the area and find that the price shoppers are a pain in the ass as well. But if one of us gets a call and says the tow charge is this, and the price shopper calls another guy who says the price is that, then as long as our two prices are realistic and yet close, then we are competing fairly but can still make a living.

Have you noticed that people will pay the car repair guy whatever he charges, but when it come to paying for tows...Oh, boy!

Tommy Masch

Momma's Towing
Wappinger Falls, NY

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Brain Stormin

with stormin' norman

PPP & The DOT

Consider this pricing option
in dealing with officials

By Norman Horton

I recently spoke to a group of towers, DOT officials, and assorted dignitaries at the TRAA Legislative Conference about Price Per Pound (PPP). In talking to some of the DOT officials, it looks like some of the blinders are coming off and there's better reception now to PPP than there has been in years past.

I found it interesting that Florida isn't the only state that's now using public money to pay bonuses to towers to clear the road quickly. My view all along has been that a good profit tends to take care of a lot of issues.

If an employee doesn't feel like he's getting paid enough, you can watch him drag his feet — it's called passive resistance. Even worse is when the employee takes the next step and throws sand in the gears simply because he doesn't feel he's being paid what he's worth.

We as owners and operators are not any different. If we've spent big money on rotators, training, and the equipment needed to clear the road quickly, but the mandated prices to clear the road quickly don't come close to covering our costs let alone a profit, it's small wonder that many are "circling the wagons" — a term I use for the practice of bringing out every employee and piece of equipment you've got to run the bill up.

No Understanding

At the end of the day neither the customer, nor law enforcement, nor the DOT has been beat with a stupid stick, at least in regards to recognizing how you are trying to beat their system. Where they have missed the point is how they expect you to work for a low fee when *they don't even understand our cost of doing business.*

While our customers may not be stupid, they don't realize that government agencies really don't understand the concept of free enterprise. The bureaucrats think they know better than towers what we should charge, and then tell us how to do our job, i.e. clear the road quickly.

Many government agencies have refused to let towers use PPP, a system that rewards speed, competence, and good equipment. In their wisdom they found that force-feeding a pauper's price point (their version of PPP) does not work, so they pay an incentive bonus with taxpayers' money.

The problem with that is that you have many taxpayers paying for the accidents of a few. Not only is that not right and not fair, it is just plain stupid when a simple, fair, profit-motivated system would solve this issue *without* using taxpayer dollars. When the trucking companies have rollovers, they're the one who should be paying that bill, not Joe Six-Pack.

Methods Can Vary

PPP is not for every single application that's out there. Sometimes you do need to charge by the hour or another method. For determining whether charging by the pound is appropriate, there's a two-part test that needs to be used and both parts have to apply.

- Part 1: If the vehicle is drivable when you finish the recovery
- Part 2: And if safety or insurance is not involved, it is not a PPP issue.

Price per pound is for major recoveries. It's a means of flat-rating the job for the benefit of the tower and the customer.

If you get the job done quickly with less equipment, you get paid more for your time and effort because you're good but the customer does not pay less because of it. If you're slower and don't have the equipment or circumstances to get the job done quickly, then the extra expense comes out of your profit, your bottom line, and the customer does not pay more because of your lack of skill and/or equipment.

The better you get, the more equipment you buy, the better you get paid. The worse you are, the longer it takes you to get the job done and the more you'll have tied up in the job. The price to the customer is the same either way.

Keep It Simple

The PPP system is simple and was designed to be simple. That in itself has created a problem because some people want to make it more complicated than it is. It's a situation where the KISS (Keep It Simple, Stupid) principle should work very well.

So if you're in a state where they don't want you to use PPP but you do, maybe you need to sit down and explain it to them. If you'd rather have someone else explain it, give me a call and we can make arrangements to present the pricing system to the powers that be.

With the cost of fuel and the price of new equipment being what they are, recoveries are the one bright area

where some money can be made if we are allowed to charge accordingly — not by ripping someone off, but charging according to the job itself.

The views expressed in this column each month are the opinion of the author alone and do not necessarily represent the editorial position of this publication.

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Fun With Puns I

- I wondered why the baseball was getting bigger. Then it hit me.
- Police were called to a day care where a three-year-old was resisting a rest
- Did you hear about the guy whose whole left side was cut off? He's all right now.
- The roundest knight at King Arthur's Round Table was Sir Cumference
- The butcher backed up into the meat grinder and got a little behind in his work
- To write with a broken pencil is pointless
- When fish are in schools, they sometimes take debate
- The short fortune teller who escaped from prison was a small medium at large
- A thief who stole a calendar got 12 months
- A thief fell and broke his leg in wet cement. He became a hardened criminal.
- When the smog lifts in Los Angeles, U.C.L.A.
- The dead batteries were given out free of charge.
- A dentist and a manicurist fought tooth and nail.
- A bicycle can't stand alone; it is two tired.
- A will is a dead giveaway
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Diesel Damage Control

continued from page 1

So wide and deep is the resulting slump for towers that some routine changes to meet the challenge have had nearly negligible results, such as in the case of price points of fuel surcharges. Towers who add a fuel surcharge usually base the surcharge on an index – the higher the price of fuel, the higher the surcharge. These diesel fuel adjustments are built into haul rates, which works well when prices are somewhat steady. But the latest fuel price rise is so steep that the lagged surcharge adjustment is creating cash issues, particularly for those haulers covering the longest distances.

Mitigating the swelling fuel price situation has many clamoring for

“Summers is limiting his company’s dead runs”

increased GVWs for haulers. Although the efforts of state associations lobbying for higher weight lim-

its on state and county roads is nothing new, it has taken a more intense tone. Rumors of an independent-operator nationwide truck strike, while relatively commonplace, have generated more talk than usual. An April 1 nationwide trucking boycott – practiced by some but not all truckers – resulted in diesel prices dipping from \$4.09 to \$3.85. But within a week, they were up to more than \$4 a gallon in some regions.

Making Adjustments

Some are taking steps now with an eye to the future, implementing energy-efficient methods. Policing a maximum idling period is one way to cut fuel consumption, and it seems logical, given the U.S. Department of Energy’s estimate that trucks use 10 percent of diesel fuel a year idling – with a cost of nearly \$10 billion annually. Technologies also can be utilized, such as speed limiters, which can save up to \$8,000 annually on a big rig.

There are also stories of operators installing on-site fuel stations, commonly through a co-op. This cuts out much of the fuel cost associated with transportation to and from gas stations or other off-site facilities.

Some contractors are now looking into whether their drivers are following the most efficient routes. If drivers are not very familiar with an area, they may make a round trip that is 20 miles longer than needed. For this, GPS units on trucks are helping.

Summers is trying to limit his com-



Fast Tow’s Jeanette Rash

pany’s “dead runs.” For customers who need cars transported from one place to another, Summers’ trucks are not rushing out right away and doing the job if the customer is not in a big hurry.

“Say you’ve got a truck sitting in your shop that needs to go to Cummins or Caterpillar,” said Summers, “and they can’t work on it for two days. We’re putting together lists of where these trucks are, so when we get a call that is in a hurry, hopefully it’s one that is in the same direction and we can do both.

“We all have in our mindset that when the customer calls, we need to jump and go right away. So you have to have your dispatchers decide whether it’s an emergency call or a call that can be done at a later time. If someone calls at six tonight and wants to go to a dealership, if that

dealership isn’t open, you may have 12 hours to get that job done. If you’re dead-heading it from one place to the other, that’s the time to pick up that vehicle.”

This approach has been going over pretty well for Summers, because “people don’t want their vehicle sitting at a dealership without actually handing their keys to a service person.”

Fuel Efficiency

Others are converting to biodiesel, or even making it themselves. Prompted by the rising fuel costs and environmental concerns, Terrel Trumble, owner of Terrel’s Body Shop & Wrecker Service in Waldron, Arkansas, recently decided to give biofuel production a shot for a new side business, a passenger service that uses two buses

See DIESEL DAMAGE CONTROL, page 6

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Summers brings 'er up

Diesel Damage Control continued from page 5

– both biodiesel powered – to transport workers from the small community to their jobs (see following story) for \$10 for a round-trip ticket. The service has continued to grow in popularity. What's more, Trumble makes his own fuel, which amounts to about 50 percent of his current needs.

Truck manufacturers are doing their part to help. For one, Navistar's new MaxxFord diesel engines are seven percent more fuel-efficient and include a fuel efficiency guarantee. If customers don't experience at least a seven-percent improvement in fuel economy over their previous engines, they are eligible to be refunded the difference, up to \$1,000.

Truckers and towers say that other solutions include placing caps on diesel prices and giving companies tax credits. Other options being looked at by some municipalities include bulk fuel buying and the possibility of temporarily suspending fuel taxes and some hauling regulations.

The Near Future

As for seeing any light at the end of the tunnel, Summers believes many people are waiting to see how the presidential election turns out. "They think we have a savior somewhere, but I don't know who that would be. We look at our big trucks getting four

to five miles to the gallon and thinking that every 60 miles we drive that thing, it's burning through \$70 worth of diesel."

Summers spoke with another industry vet recently who had purchased some 5,500-gallon-capacity gasoline-powered trucks. Summers, who has one gasoline-engine truck out of a fleet of 18, wishes – at the moment anyway – that he had more. "All the little trucks get 10 to 12 miles to the gallon, whether that's gas or diesel. If you can save 70 cents a gallon...well, just do the math. And it's not only the fuel, it's the oil changes. A diesel takes 14 quarts of oil, whereas a gas truck takes five or six. When you start adding your regular services, it makes a big difference."

As for Rash and most – if not all – towers who are under the thumb of non-consent towing regulation, the strategy is to lobby to raise rates or to suspend the inability to tack on surcharges.

"We're watching it very carefully to see what the city does on this rate increase," Rash said. "Ninety percent of our business is non-consent tows that are regulated. It's not like we can raise the rates if we wanted. A lot of the smaller communities around Texas haven't had regulation other than non-consent tows for a long time, and they're being hit big time, having to go back to the government and ask for some relief. And as you know, government's slow. At a time like this, it's painfully slow." ❖

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Fuel Giveaway

To relieve some of the stress associated with skyrocketing fuel costs, Progressive, a commercial auto insurer, is giving away more than \$150,000 in free fuel with the "Progressive Pumps Up the Savings Free Fuel Giveaway," including three \$25,000 grand prizes.

There are two ways to win:

- In person: Progressive will give away thousands of \$25 fuel cards at commercial truck and auto trade shows throughout the year, including the *America Towman* Exposition. For a list of shows, visit www.progressivecommercial.com

- Online: Small business owners and truckers can register at www.progressivecommercial.com to win one of the three \$25,000 grand prizes. In addition, two \$50 fuel cards will be awarded daily throughout 2008. Visitors can enter daily for the \$25,000 grand prizes and the \$50 fuel cards.

"The average trucker or small business owner can easily spend thousands of dollars a year in fuel, so a \$25,000 grand prize would help with a giant business expense," said Tom Corpus of Progressive's commercial lines group. "Even \$25 can help with that next fill-up."



Problems At The Pump

Brewing Up Business

Terrel's cooks its own biodiesel to beat fuel prices

By Jennifer C. O'Donnell

Newspaper headlines across the country tell the story of employment problems, skyrocketing gasoline prices, and mounting environmental challenges. But legislators looking for solutions to our environmental woes could learn a thing or two from Terrel Trumble, owner of Terrel's Body Shop & Wrecker Service in Waldron, Arkansas.

Trumble and his brother John recently plunked down \$50,000 to start an ancillary business, Go To Transportation. With their initial investment, the businessmen purchased two used passenger buses and some additional equipment. The goal: to ferry passengers from the town of Waldron to other localities in Arkansas, primarily the neighboring communities of Fort Smith and Danville.

The logo of Go To Transportation is none other than Pegasus, the winged horse of Greek mythology. In this instance, Trumble's mascot isn't taking on Amazon adversaries but rather unemployment and rising fuel costs.

Trumble says his motivation for starting the passenger bus service was pure economics. The bus service is Trumble's way of helping his neighbors and fellow residents find better jobs or keep the ones they already have.

"This is a poor community and there are more jobs and better jobs in other areas," he said. "With the price of gas going up, it makes it hard for people to commute to their jobs. Even if they have the money for gas, they don't always have a decent car to get around in."

Busing To Work

Waldron is a small town of about 4,000 people located in Scott County, Arkansas, about 90 miles west of Little Rock. Poultry plants make up the bulk of Waldron's industry and the pay is notoriously low. The medi-



The bus that turned green



Terrel Trumble with his biodiesel kit

environmental concerns, Trumble recently decided to try his hand at making his own diesel fuel.

"I've been looking at doing this for a long time," said Trumble, who added that the launch of his bus service prompted him to take the idea and make it happen.

Trumble started the passenger service in early February of this year. On a typical day the bus transports about 50 passengers to and from work and covers a 100-mile radius. Workers make stops for a variety of jobs, including manufacturing for companies such as Whirlpool and Tyson foods.

The passengers pay \$10 for a roundtrip ticket. While being shuttled to and from work, some passengers take the opportunity to catch a quick nap, others read or chat with fellow riders.

Trumble sees his business growing, especially if gas prices continue to climb. "I think they're probably going to get worse," he said. Trumble also sees a third passenger bus in his future. He added that an employment agency in a nearby community approached him recently about the possibility of ferrying workers to their agency for job placement. The businessman is excited about the possibility of helping even more neighbors find permanent work.

Home Brew

Trumble's bus service isn't the only enterprise he's tackled recently. Prompted by rising gas prices and

The Biorecipe

John Trumble, who lives in Chicago, flies home to Arkansas frequently to help his brother mix up the biodiesel concoction. Some say the machine resembles a still, but Trumble doesn't worry much about getting questioned by local law enforcement – he has the towing and recovery contract with area police departments.

The kit Trumble purchased is fairly compact, with a footprint of about 30 inches by 30 inches. It resembles a hot water heater, with a few additional tubes and buttons attached. The process for making the biodiesel isn't as complicated as one might think. The Trumbles can mix up about 40 gallons in just under six hours.

The recipe for Trumble's biofuel goes something like this: take 40 gallons of vegetable oil, add 10 gallons of methanol, a bit of tap water and lye (the amount will depend on the consistency of the vegetable oil). Plug the machine into an electrical outlet, keep an eye on it, push a few buttons and the result is fuel strong enough to power a 1964 passenger bus.

The key to converting vegetable oil to fuel, said Trumble, is to make sure the vegetable oil is free from any animal fat. Because the vegetable oil base the Trumbles use has to be fairly clean, they're a bit picky about the oil they use. Trumble purchases most of the vegetable oil from select area restaurants paying 35 cents per gallon. A few environmentally concerned individuals donate their used oil as well.

The benefits that come from making the fuel are two-fold, said Trumble. "Vegetable oil is very non-toxic," he said, "and it's very, very cost feasible." The Trumbles say it costs them about \$1.65 per gallon to produce their biofuel, saving nearly two dollars a gallon by brewing their own.

Odor Issue

Another benefit Trumble didn't mention is that their fuel-making operation prevents area restaurants from dumping their used oil into local sewers.

Trumble is proud of his home-brewed fuel and the words "Bio-diesel Powered" are displayed on his two commuter buses.

Still, there is a downside to brewing

Wanting to keep operating costs to a minimum, Trumble bought a biodiesel kit from a company called Fuel Meister (www.fuelmeister.com) and installed it in one of the bays of his shop.

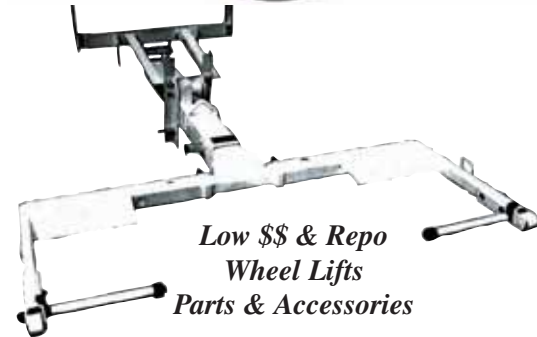
The experiment worked and today the two buses in service at Go To Transportation are fueled primarily by the biodiesel Trumble and his brother John make themselves.

At this point, the two brothers are the only ones allowed to mix the fuel, said Trumble. "It's not complicated, but I'd have to train one of my workers on the machine and I'm not ready to do that."

"They're a bit picky about the oil they use"

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SHORT HAULS

Industry people, news, shows, awards, and more

By Cyndi Kight

Email your company press releases, news items, and other information to the editor at bcandler@traderonline.com with any available photos and art.

What A Blast! A semi loaded with 8,500 pounds of dynamite and 26,000 pounds of blasting agent failed to negotiate a ramp in Terre Haute, IN and almost rolled over. Luckily, a one-foot diameter sycamore tree kept it mostly upright.

From the story in the *Terre Haute News*: "It made us all a little nervous," said Brian Langer of Peffley and Hinshaw Wrecker Service of Terre Haute, which pulled the semi, with the explosives still on board, out of the thick grove of trees where it crashed at the entrance of the rest area. 'All in all, [the drivers were] lucky,' he said." The truck, which is owned by an international explosives company, was en route to a Montreal factory from Missouri. Read the full story at: http://www.tribstar.com/news/local_story_140234932.html.

World Record Attempt. The NH Towing Association's Trade & Tow Show garnered 250 tow trucks for its parade and Guinness Book of World Records attempt on May 18.

From the www.seacoastonline.com story: "According to the Guinness Book of World Records, the largest tow truck parade was in Wenatchee, Wash., in 2004, with a total of 83 trucks. NHTA President Rene Fortin said his group unofficially broke the record in 2005 with 235 trucks, but because that parade didn't fit the Guinness Book's requirements for a tow truck parade, the record wasn't accepted.

"Fortin said this year he's paying close attention to the rules and hopes to hear from Guinness within the next couple of months. He hopes that this time, NHTA can break the record, but his goal is to shed new light on the tow truck industry. "People don't often like towers, so this is our chance to show our good side," said Fortin." Read the full story at: <http://www.seacoastonline.com/apps/pbcs.dll/article?AID=/20080519/NEWS/805190311>.

Killer Faces Tears, Anger. Barry Crawford, a former Houston, TX firefighter, was convicted of murdering wrecker driver Steven Ray Hardin in 1998. Crawford shot Hardin while Hardin was trying to tow Crawford's vehicle.

During a May probation hearing, Hardin's angry family said that Craw-

ford has not fulfilled the bulk of the 1,000 hours of community service given to Crawford by a jury nor have they ever been given an apology. Crawford is also supposed to carry Hardin's picture in his wallet and, five times a year, carry a sign stating that he had killed a citizen in Humble (TX).

A judge reinstated 400 community service hours and ordered Crawford to turn over his economic stimulus check as restitution. Read the full story at: http://www.khou.com/news/local/stories/khou080513_rm_firefighterprobation_f7f19e78.html.

See SHORT HAULS, page 10

towPartners Does It Again!



Tow Tracking Tool. towPartners has launched a motor club statistics tracking tool that is updated constantly from member feedback. This tool allows towing companies to see average rates, payment times and general ratings of clubs as reported by other companies in their area. The tool can be accessed from a graphic on the towPartners website home page or reached directly at <http://www.towpartners.com/motorclubsresults.php>.

\$400K Tow Truck Recovered. Thanks to towPartners' BudgetGPS system from towXchange, the management of Walnut Hill Wrecker of Dallas, TX was able to notify law enforcement where to recover the company's 2007 Kenworth Century XP-850 wrecker.

The \$400,000 vehicle was stolen from a parking area at a truck stop and was taken to a home in South Dallas where it was being stripped of parts and tools. For more information on Budget-GPS, visit www.budgetgps.com.

Motorcycle Towing Search Site Launched. towPartners announced that it has expanded the offering of its towSearch service by adding a motorcyclespecific site that uses the towPartners database system.

This service will allow motorcyclists to locate service providers when they have a roadside disablement. A mobile version of the application simplifies the search process for those on cell phones and other mobile devices. Learn more at www.motorcycleroadside.com.



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BREWING UP BUSINESS

continued from page 7

fuel, Trumble has found. "It sort of smells like French fries," he said.

Trumble says they can't make enough fuel themselves to completely power their bus service, but their efforts manage to cover about 50 percent of their total fuel needs.

While Go To Transportation has taken off and is poised for growth, Trumble's body shop and towing operation is still very much the meat and potatoes of his business.

Terrell's Body Shop and Recovery Service is one of only two bodywork and towing businesses on call in Waldron and its outlying county, Scott County.

Trumble currently has three wreckers and two rollbacks and the only wrecker in Waldron large enough to tow tractor trailers. ❖

Switching Fuels

In an April 22 *Santa Cruz Sentinel* story by staff writer Jondi Gumz, one Santa Cruz, CA towing company touts the benefits of switching several of their trucks from diesel to biodiesel. The change was proposed by North Country Towing's general manager, Wes Justa, after four months of research. Owner Bill Scribner okayed the modification, which cost \$180 to convert the six trucks.

The benefits? According to the newspaper story, "After driving 1,300 miles on biodiesel for the past month, Justa found he's getting better fuel mileage and better horsepower without breakdowns or fuel-filter clogging. He hopes to shrink the company's fuel tab from \$400 to \$500 every three days to \$300."

For Justa, that translates into a competitive edge for North Country Towing over the other 24 towing companies in the area. Down the road, Justa believes the change to biodiesel may also save the company money when new emission regulations in Santa Cruz are in place.

"When a new smog standard takes effect in 2010, he figured the company would have to invest in new motors at \$13,000 or new trucks for \$50,000 to \$85,000. 'By switching now to biodiesel, we're hoping the pollutants are low enough that we won't have to,' he said."

Learn more at <http://www.northcountytowing.com/>

- Cyndi Kight

Short Hauls

continued from page 8

Update from MN. The Minnesota Professional Towing Association (MPTA) had concerns about Senate File #3223, which deals with the release of items inside of an impounded vehicle without the owner having to actually pick up the vehicle.

Jeff Schoenborn of Chief's Towing sent this update: "More to the story. The state did pass this bill, however, with some changes that I think all towers can live with. Now, before somebody can take all their property without paying their bill, they must show proof they aren't able to pay for it."

"024.9168B.051 24.10-24.14 states that "a registered owner who provides documentation from a government or nonprofit agency or legal aid office that the registered owner is homeless, receives relief based on need, is eligible for legal aid services, or has a household income at or below 50 percent of state median income has the unencumbered right to retrieve any and all contents without charge and regardless of whether the registered owner pays incurred charges or fees, transfers title, or reclaims the vehicle."

"I think we can live with this. We do have hearts and some people fall on hard times and the majority of the people won't fall into this category. Great work by Virg Siewart of Siewarts Garage, Red Wing, MN and the rest of the MPTA, along with those who made the effort to be heard. Now it's time to tackle other problems - fuel prices."

Learn more about the MPTA at www.mnprotow.org.



Hall of Fame inductee Tom Tedford

2008 Hall of Fame Inductees. Congratulations to the 2008 Hall of Fame Inductees who were nominated by members of the International Towing & Recovery Hall of Fame and Museum. They are:

- George D. Connolly, Westminster, Colorado
- Richard Daley, Hamilton, Ontario, Canada
- William G. Miller, Chattanooga, Tennessee
- Clarissa Powell, Winter Park, Florida
- J. Rodney Poynter, Bellevue, Kentucky
- James Salentine, Greenfield, WI
- Stephen B. Shinnick, Great Missensen, England
- Thomas A. Tedford, East Hartford, Connecticut

Hall of Fame members will be recognized at an induction ceremony to be held at 6:00 p.m. on September 20 at the Chattanooga Choo Choo Hotel.

A full weekend of activities will be held to celebrate this year's inductees.

For more information on the induction ceremony, or to order tickets, call Cheryl Mish at 423-267-3132. Learn more about the ITRHFM at: www.internationaltowingmuseum.org.

Hancock Settlement. A little more than a year ago, Cardinals' pitcher Josh Hancock ran into the back of Jacob Hargrove's flatbed truck, killing himself. Hargrove settled with Hancock's insurance company, State Farm, in May for an undisclosed amount. Read the full story at: <http://www.stltoday.com/stltoday/sports/stories.nsf/cardinals/story/98E43534BD79FE448625743C0066DB7B?OpenDocument>.

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New JerrDan Distributor. JerrDan Corporation, a manufacturer of towing and recovery equipment, announced the addition of Hydraulic Shop Inc. of Bloomington, CA as a distributor in its nationwide sales and service network.

Killer Sentenced. Last year, tractor-trailer driver Christopher Cottrell hit and killed tow truck driver Aaron Helfrich, 32, who was working on the shoulder of the interstate. After striking Helfrich, who was killed instantly, Cottrell did not stop. He was sentenced to four years in prison after pleading guilty as part of a plea agreement. Read the full story at: <http://www.stltoday.com/stltoday/news/stories.nsf/stlouiscitycounty/story/39EE11E7745F27FE8625742F000AFEE4?OpenDocument>.

Our Lost Men

Gregory Ronald Gerbing, a 41-year-old CA tow truck driver, died June 13 when he was hit while working to clear an overturned vehicle alongside the roadway. He leaves behind a wife and a young daughter.

Gregg Pass, a 39-year-old GA tow truck driver, died June 7 when his wrecker went off a highway embankment.

Mike Cunningham, a 32-year-old tow truck driver for 64 Garage of IN, died June 5. He was killed on the side of the road by the driver of a semi loaded with coal. Cunningham leaves behind two young children.

Stephen Jones, Jr., owner of I Hook Towing of FL, died May 27 when he was thrown from his Chevrolet Silverado when it flipped. He leaves behind a wife and four children.

Vincinte Torres, a 44-year-old tow truck driver for Black Eagle Towing of FL, died May 26. He was hit while helping a stranded motorist. The driver of the vehicle that hit Torres did not stop and police are still searching for that person. Torres died on the way to the hospital. He leaves behind a wife and two children.

Richard Kreager, founder of Kreager Towing, Inc. of Michigan, died May 21 of respiratory failure at age 65.

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New Century Rotator

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The 1140 40-ton rotator fills this void with dual 35,000-pound, two-speed planetary winches and the choice of

a two- or three-stage recovery boom. The 1140 includes a standard-front top beam or optional two- or three-stage H-beam underslung outriggers and standard three-stage or optional four-stage rear outriggers.

The 1140's LDU under-reach provides 130 inches of reach at a fully extended rating of 15,000 pounds and operates totally independent of the recovery boom. Contact your Century distributor or visit www.millerind.com

Automatic Cargo Light

The Automatic Cargo Light for pickup trucks from 4z Products is a practical improvement over conventional cargo lights. It automatically illuminates the interior of the truck box during loading and unloading of cargo and is mounted where their illumination shines on the surface of

the truck bed, not in your eyes. The Automatic Cargo Light is a snap to install with no drilling or special tools needed, and even includes an override switch when your tailgate has been open for an extended period of time. The Automatic Cargo Light mounts under the bed rail near the stake hole post and is well protected. Contact 701-220-9467 or visit www.4zproducts.com

New GPS Tracker

The Text-N-Track H1000 offers standard features that enable owners to locate their vehicle in real-time via cell phone or computer, receive alerts if the vehicle is stolen or towed, set maximum speed limits, geographic boundaries and curfew times and receive immediate notification if any conditions have been violated.

The H1000 has virtually unlimited applications for tracking vehicles, from

managers of large fleets of vehicles to parents tracking their teenager's driving habits. It can track vehicle maintenance schedules (oil changes, tune-ups, etc.), and will

“Many have seen a need for a lighter-duty model rotator”

alert the owner when the vehicle's battery starts to run down.

In addition to its standard features, several optional features can be included, such as remote door lock/unlock and Starter Interrupt, which prevents unauthorized use of the vehicle. For more information, visit www.haasgps.com

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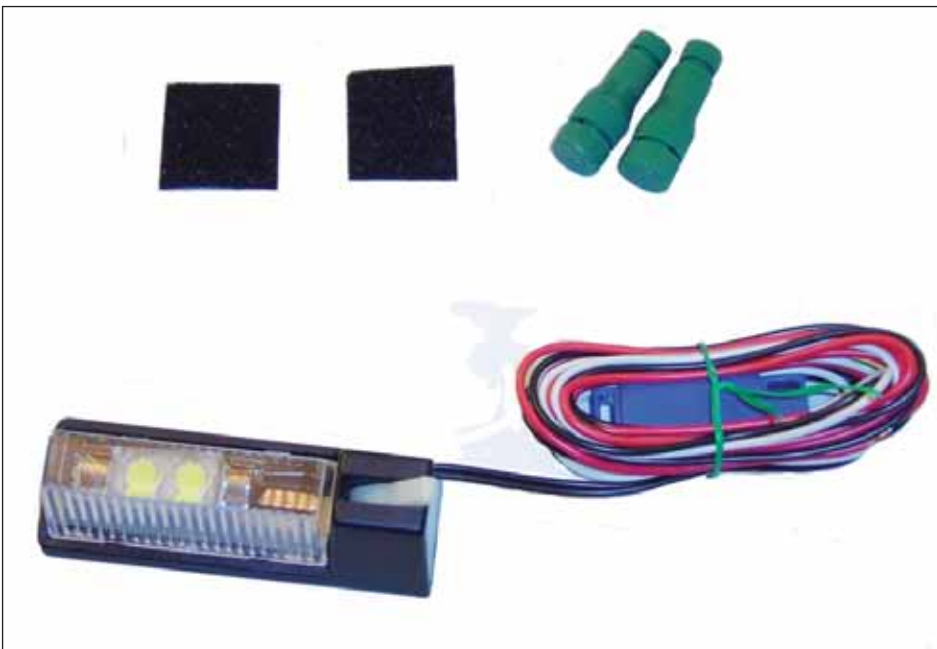
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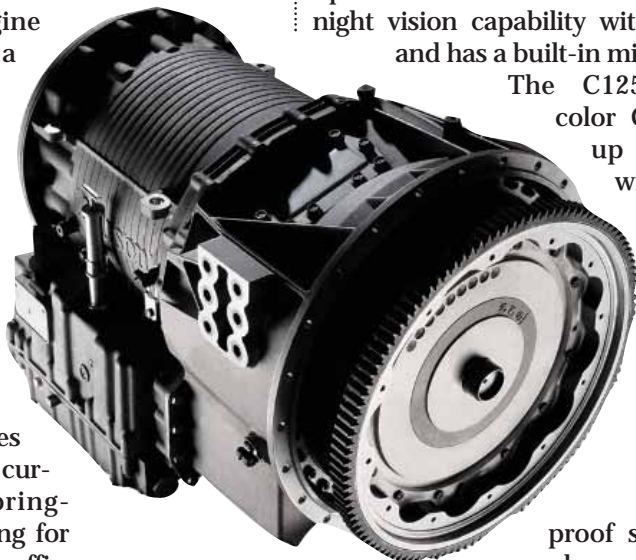
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Back-up cameras from Magnadyne

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New warning light from Truck-Lite

Two From Truck-Lite

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– Rob Dragt



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A man walks into a bar with a slab of asphalt under his arm and says, "A beer please, and one for the road."

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"Doc, I can't stop singing 'The Green, Green Grass of Home.'"
"That sounds like Tom Jones syndrome."
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DANGER

PROPANE

Touchy Tanks

How to keep the pain out of propane recoveries

By Allan T. Duffin

Propane — just one of the many hazardous materials that towers face when called to recover a disabled vehicle. Because of its flammability, propane can be one of the riskiest liquids on the road. A rollover, impact, or other damage to a propane tank can trigger catastrophic results, from a small spill to a gigantic fireball.

Because of the product's volatility, it's even more important to consider all risk factors before proceeding with the recovery of a propane truck.

"Towers should understand the hazards associated with the incident and the importance of conducting a hazard assessment before moving it," said Stuart Flatow, vice president of safety and training at the Propane Education & Research Council in Washington, D.C.

Also critical, added Flatow, is for towers to understand their role in the decision-making process when a propane-carrying vehicle needs to be offloaded. "There are stability concerns, proper rigging issues, and limitations of the explained lifting lugs on a cargo tank," he explains.

Recovering Propane

Once at the scene, towers have a lengthy checklist of items to consider, said Curt Sharp of Merl's Towing Service in Grand Rapids, Mich. "These considerations include the type of product that you are working with, the stability of the product, type of containers it will be transported in, weather conditions, environmental issues, public safety and concern, and of course the area in which the accident occurred."

In some ways, one HAZMAT can be quite similar to another. Jared

Fox of Bob's Garage & Towing, Inc., in Painesville, Ohio, notes that the response to a propane incident isn't much different than the response for other incidents involving liquid flammables.

"This type of load is going to be under considerable pressure," he said. "But it's most stable when it remains condensed and under pressure — vice a product that has been, for example, unloaded from the tanker."

The biggest risk of injury and damage when working with casualties

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Touchy Tanks

continued from page 15

containing propane is a BLEVE, or boiling liquid expanding vapor explosion. A BLEVE occurs when the pressure in the tank exceeds that at which the safety relief valve can properly vent the excess pressure into the outside atmosphere. Typically this pressure increase is caused by fire impinging on the tank. "A BLEVE is going to incinerate anything in the immediate area and send the container airborne," warned Fox.

In certain situations, offloading the propane might be a preferred option. According to Sharp, depending on



Training demonstration of a "live burn" chemical tanker with a local fire department

the location, condition, and position of the vessel that's transporting the propane, offloading might not be possible. In some cases, he said, the load might need to be "burned off" in a controlled burn. Either option is typically handled by a HazMat team or, in certain cases, the company that's transporting the propane.

If propane is unloaded, said Fox, the tank needs to be flushed with an inert gas like nitrogen. "Otherwise you will be left with a tank that is still filled with a highly explosive vapor cloud," he explains. If a fire does occur, said Fox, "only once the fire department has extinguished the fire and removed the life-safety hazards would any recovery actions begin."

When working with local government agencies, be prepared for different levels of capability, said Sharp. "Most local fire departments or first responders are not trained, equipped, or otherwise able to offload and handle such cargo," he noted. In these cases, the tower's expertise is critical.

Meeting Up

Flatow has a rule of thumb that applies to other organizations as well. "I suggest that towers reach out and get to know local enforcement and propane marketers prior to any response," said Flatow. "This ensures that they have the correct equipment

"Towers need to meet with propane companies"

to conduct the job. More often than not, a regular tow truck will not cut it," he said.

"Typically in a situation of a propane vessel being involved in an accident, local government agencies will work to control the spread of a fire," said Sharp. In addition, he said, they might spray a tank to cool it off and perform traffic and crowd control duties including evacuations.

"Police are responsible for maintaining scene security, accident investigation, and traffic flow or road closure depending on the situation," said Fox. "In many cases where a casualty is a propane tanker, evacuation and road closure are going to be necessary to ensure civilian safety." Meanwhile, the fire department will handle human casualties, fire suppression and prevention, and supervision of recovery efforts.

Safety Issues

According to Sharp, propane is typically transported in very strong high-pressure tanks that usually remain intact during an accident. For towers, he said, "the most common concerns are vapor expansion within the tank which can be caused by the ambient temperature at the scene rising, either

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due to a fire or local weather conditions. At times it may be difficult for the tank to vent itself after an accident due to the position it rests in and the location of the safety vents on the tank." In worst-case scenarios, this situation can result in a BLEVE.

Sometimes the tank can be punctured during recovery operations. If this happens, said Fox, "all operations come to a stop until the contents can be controlled or moved to prevent fire or, worse, an explosion." This is the biggest hazard for this type of cargo, he added. "Sudden fire on a puncture or leak can quickly cause the contents to explode." For this rea-



Curt Sharp, Merl's Towing, Grand Rapids, Michigan

son, Fox reiterates the need for fire department personnel to be present in order to ensure that procedures are done properly.

Special Training

"Lack of proper training can result in a catastrophic ending and could seriously injure or kill someone," said Fox. Sharp notes that the towing and recovery industry offers limited training in handling these kinds of HazMat accidents. "The training that you can receive usually comes from other HazMat companies or training organizations, or the transportation companies that are involved with these loads," he said.

Real-world training can make all the difference. "Our recovery operators attend in-class and hands-on seminars," said Fox. "I'm working closely with Steve Dressler — a 20-year veteran of the towing industry and senior driver at Bob's Garage and Towing, Inc. — to develop further training opportunities with our local fire department." The goal: to make the responders' jobs easier to do and to create a safe working environment when pulling crippled propane trucks off the road.

In-house training at the company has consisted of not only heavy

recovery but also HazMat certification via the local fire chief. In addition, drivers receive online training in NIMS, the National Incident Management System developed and deployed by the Federal Emergency Management Agency.

Sharp also points to the Internet as a valuable training resource. As part of their training program, he and his drivers accumulate as much information as they can from the Web.

Local Or Long-Haul?

Towers recover more local fuel delivery trucks than long-haul transporters. It's the law of averages, since local trucks make frequent deliveries to residential and commercial locations, increasing the chances of an accident. "The local delivery trucks seem to get themselves into stickier situations when they're delivering to a home," said Fox. "The work area can be confined, and low-hanging wires can be encountered, not to mention the possibility of unusual grade changes. In the event of a problem, the life-safety hazard is much higher due to the more densely populated area of a local neighborhood."

Regarding the recovery itself, "both types of units are basically the same to handle," explained Sharp. "Just the volume of propane is different." Often the bigger and louder transport vessel receives more press. "The over-the-road tankers seem to make for a more dramatic and newsworthy accident scene, which is unfortunate because any size vessel — including rail cars — can cause dramatic effects," said Sharp.

Tricky propane recoveries can test the tower's training and inventiveness. For best results, be alert and prepared, said Sharp. "It is very important to understand what your capabilities are and where your limits are set," he said. "Knowing when to ask for help or when to walk away from a job are just as important as knowing how to do a job!"

"As with almost any recovery," said Sharp, "no two HAZMAT recoveries are the same."

For background reading, Stuart Flatow of the Propane Education & Research Council in Washington, D.C. recommends the book Propane Emergencies, 3rd Edition, which can be purchased at www.propanecatalog.com or downloaded from his organization's Web site at www.propanesafety.com. The book has a companion guide for training facilitators. Flatow also lists as additional resources the various state gas associations and propane marketers, as well as local, state and national towing associations.



Training session on uprighting a tank trailer

A Training Challenge

Last year towers from Bob's Garage & Towing, Inc., in Painesville, Ohio, participated in an exclusive three-day training program held at a local chemical facility. The towers' classmates included local fire departments and rescue, recovery, and HazMat personnel along with officials from the county government.

The purpose of the training program was for the various organizations to learn and practice each group's role in a tanker emergency. By doing so, the public safety agencies were able to get a glimpse of the capabilities and skills that the towing company could provide during this type of emergency.

On the final day the class was challenged with several full-size scenarios on which to practice what they'd learned. To maintain a sense of urgency, "We had no idea what the scenarios would be," said Jared Fox of Bob's Garage & Towing. "This was just like the real thing: radio communications, each team was sent in as the order it would follow — the fire department, police department, HazMat and the towing company. And no one knew what the incident was until they arrived on scene."

In one scenario a tanker loaded with diesel fuel rolled over on its side (water was used to simulate the diesel). HazMat specialists pumped all but a couple thousand gallons of fuel out of the tank. Then the towers were given the go-ahead to upright the truck.

Recovery operators Steve Dressler, Jared Fox, and Randy Sullivan, along with company president Jay Fox, participated in the scenario. "We used our Century 4024 20-ton wrecker to lift the nose of the tanker and place one six-by-six timber to get the nose off the ground for our endless recovery straps," said Fox. His company also provided a fully equipped incident response trailer.

Next, Fox and his team positioned their Century 9055 50-ton with XP850 side pullers to the belly side of the tanker. "To get the initial lift, we attached the two lines off the rear to two endless loops applied over the top at the front and rear of the tanker," recalled Fox.

To create a controlled roll, Fox then rigged XP850 winches off snatch blocks from the top of the boom to the side of the tanker belly.

"Bear in mind," said Fox, "in an actual emergency when faced with a fully loaded tanker, at least four straps should be used to equally distribute the weight of the tank along the trailer frame to maintain the integrity of the casualty."

"Please take as much training as possible," urged Fox. "There is always something to learn, and it's well worth any price to gain advancement in your career and do the job right so everyone goes home safe!"

--- Allan Duffin



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DANGER

PROPANE

Heavy-Duty Hazard

The dangerous recovery of a rolled propane tanker

By Allan Duffin

On the morning of August 8, 2007, Merl's Towing Service of Grand Rapids, Mich., responded to a tractor-trailer loaded with propane that had rolled over approximately 60 miles from the towing company. "We were given minimal information at first, except that the unit had left the roadway, crossed the ditch, and rolled over," recalled Curt Sharp.

He drove to the accident scene in a Kenworth/Century 60-ton rotator, followed by Adam Schmidt in a Kenworth/Century 9055. They were joined by Mark Fredette with a Freightliner/Century 3212 and the company's air-cushion recovery trailer.

It was a hot, humid day with clear skies and temperatures hovering around 90 degrees. Upon arriving at the accident site, Sharp and Schmidt spoke with the Michigan State Police motor carrier officer, Michigan Department of Transportation officials, and local fire department personnel.

Also on scene was another towing company that had originally been called to help. Unfortunately those towers were not equipped to handle a tanker rollover. "They asked that we invoice them for their time on scene and they left," said Sharp. The team from Merl's Towing Service then began an on-scene survey.

Tough To Reach

The casualty was a 2004 Freightliner Columbia with an 11,200-gallon MC331 tank loaded with propane. Sharp and his team estimated the total weight at 80,000 pounds. Recalls Sharp: "The unit left the right side of the roadway, traveled approximately 450 feet, took out a fence and several small trees, then climbed the side of a steep hill before rolling over on the driver's side."

It came to rest 120 feet from the highway shoulder. Between the tanker and the tree-lined highway stood a fence and a swampy ditch of 30 to 40 feet in width. "The hill above the tractor and tanker was a berm that bordered a golf course," said Sharp. Golf course management refused to allow the towers access from their side of the accident. "The challenge was getting recovery equipment close enough



to the casualty," he adds.

Fortunately, the temperature and pressure of the propane were found to be stable. A minor amount of motor oil had leaked from the truck's damaged oil cooler. In addition, a small amount of hydraulic fluid was leaking from a vented cap, which was quickly sealed. The motor carrier officer monitored and logged the status every 30 minutes.

Maneuvering Room

To give Sharp's team enough room to maneuver safely, DOT closed down all but one lane to traffic, providing the towers one lane and the shoulder to stage their equipment. With this done, it was time to create a recovery plan. The towers again met with the Motor Carrier Officer, MDOT, the fire department, and (by telephone) the manager of the transport company.

"The team discussed many options," said Sharp, "including lifting the casualty with large cranes, excavating part of the berm, or building a road to get trucks into the scene. With the casualty lying on a golf course, protecting the property and environment were both concerns."

Using a crane was eliminated as an option due to travel, setup, and excavation requirements. Since the golf course wouldn't allow anyone to dig up the berm, the towers were left with one option: build their own access path.

Should the propane load be moved or offloaded? The motor carrier officer would make that decision, but only after the tanker was uprighted. A local

excavating company bulldozed away several damaged trees and leveled an access path. Meanwhile the propane transport company brought a tractor and empty propane tank in case they were needed.

Hard Start

Uprighting the fallen tanker was a tricky procedure. "We knew that the initial lift was going to be the most difficult because of how the casualty was positioned and the limited amount of room to perform a top lift," said Sharp. He and his team were familiar with Hulcher Services, a railroad contracting firm with a terminal just 100 miles away in Hammond, Indiana. Hulcher responded within

"Should the propane load be moved or offloaded?"

two hours, providing specialty equipment and a rigging/safety crew.

"The front of the casualty tractor was repositioned with the excavator's dozer," recalls Sharp. "We rigged the casualty tractor to be pulled down with that same dozer, operated by the crew from Hulcher Services. We decided to rig the front of the propane tank for a top lift using one of the side-boom tractors. The rear of the

tanker was rigged to winch from the bottom, around the tank (using a 24-inch nylon strap) with the second tractor. We positioned the tractor with a side boom at the front of the trailer on the topside to finish pre-lift rigging."

The front of the tanker was rigged to support the initial lift, which was estimated at 20,000 pounds. To help with the pullover, the other tractor was placed at the top of the berm, in line with the rear axles of the tanker. "Rigging for this end was attached to the front trailer axle with a screw pin shackle attached to a 24-inch nylon strap going under and around the top of the tank," explained Sharp. Then the 100,000-pound rear winch of the Hulcher Services tractor was hooked to this strap.

Final Check

With the equipment in place, the recovery team completed a walk-around. "We did not feel the need for a control vehicle since the unit would have to be winched all the way down and held on the side of the hill," said Sharp.

The State Police shut down the remainder of the highway and recovery operations began. "The casualty stood up with relative ease and was held (on the low side) by the side-boom tractor," said Sharp. "The rear rigging was broken down, and that tractor was repositioned behind the casualty to winch the unit out to the road. The low side tractor remained hooked to the front of the trailer and walked out beside the trailer as it was being winched out."

With the crippled tanker now accessible, the towers removed their rigging so the motor carrier officer could inspect the tank. Fortunately the tank had sustained no structural damage and could be transported without offloading the propane. The damaged tractor was removed and replaced with a working one, and the transport company drove the tanker back to their facility.

After some grading and cleanup, Young's Environmental Company of Grand Rapids removed the small amounts of leaked fluid. Their job done, the men from Merl's Towing returned to their shop. Total time from port to port, including equipment cleanup, was 11 hours. ☛

DANGER PROPANE



This shows the distance one tanker was winched. You can see what is left of the tractor. One tow truck is visible on the right side and the other tow truck is behind the tree. Both trucks were used and the tanker was winched to the top and ended up directly between the two tow trucks. The tanker was then picked up and placed on the roadway.



The tanker is almost to the top of the canyon near the roadway just prior to setting it on the roadway. We used an NRC Rotator and one Century 9055 50-ton to recover this wreck.



The tanker is loaded and being prepared for transport



Another tanker being recovered from a canyon near Show Low, Arizona. The tanker was loaded and the gas was evacuated prior to recovery.



The recovery of a tanker after the fuel has been removed after burning it off. An NRC rotator was used for this and was assisted with two Century 9055s.



This is another photo of the tanker after putting in onto the roadway



A photo of Barnett's Propane burning off the gas in a tanker that was down in a canyon. There was no access to get to the wreck and the area was filled with large boulders, making it unsafe to move the tanker with any product in it.



Barnett's NRC rotator heading into the mountains for another recovery

Recovering Tankers

Barnett's Towing hauls 'em out of Arizona canyons

In Sierra Vista, Arizona, Barnett's Towing LLC has the unique situation of also owning a retail propane distributor, Barnett's Propane. "We have bob-tail delivery trucks for residential delivery," said Troy Barnett, vice president of the company. "Barnett's Propane Transport is the bulk transportation division. This division uses seven tractor-trailer transport units to haul propane from the distribution points to other retailers." All told, the company's towing fleet consists of 58 tow truck and support vehicles, while the propane fleet has 26 vehicles.

Because of Barnett's unique setup, the towing division is quite knowledgeable about propane truck recoveries. "In the history of Barnett's, we have recovered over 20 propane vehicle accidents," said Barnett. "Our knowledge of the product is a large reason we are called to the incidents in this state." The towing division, in business since 1963, has four locations in the state and handles light- to heavy-duty recoveries.

To get up to speed on propane recoveries, Barnett recommends that towers consult with companies in their area. "Towers often work and train with fire and police departments," he said. "I feel that towers need to go out and meet with propane companies before the wreck happens. This would solve a lot of on-scene mistakes and could prevent someone from getting hurt — or worse."

— Allan Duffin

AT THE SCENE

A Seat At The TIM Table

Georgia gets on board with traffic incident management

By Thomas G. Dolan

Traffic Incident Management (TIM) is certainly an idea whose time has come. But it's taken awhile to get there. "I actually became involved with TIM in the 1960s when I was with the Illinois Department of Transportation," recalled Ted Smith, senior project manager for the Coral Springs, FL-based Delcan Corporation. "It's taken a lot of effort but now TIM is really beginning to gain some momentum."

A key reason for TIM's increasing popularity, Smith explains, is that traffic incidents are the main cause of the majority of traffic congestion in the country. As Smith points out, this has an economic downside — incident-related congestion costs \$80 billion every year.

It is especially important to the American Trucking Association be-

cause idled trucks cost the trucking industry 243 million lost hours, 17,000 work years, and \$8 billion annually. Moreover, delivery delays are said to be the third largest expense for a large truck fleet.

It Gets Worse

But money isn't the only cost of this situation. In 2004, Georgia, which, early this year, became the third state to implement a TIM program (after Florida in 2004 and Washington State in 2007), had 1,463 fatal motor vehicle crashes resulting in 1,634 deaths, a two percent increase from the previous year. Over the past five years 14 officers were tragically killed in traffic incidents.

In the Towing And Recovery Incentive Program (TRIP) portion of the report of the Georgia Department of Transportation (GDOT), it is noted

that "These statistics are overwhelming and represent the devastating results of traffic incidents."

Moreover, the situation is only expected to get worse. According to the report, the Atlanta area population is expected to increase to over six million by 2030. This dramatic growth, and the corresponding traffic demand, already exceeds and will increasingly exceed the capacity of the highway system. According to the Federal Highway Administration, non-recurring congestion caused by traffic incidents accounts for as much as 50 percent of all congestion nationwide. Compounding the deaths and injuries and the huge economic impact and lost productivity is the effect of this congestion on the personal quality of life. Motorists are late for work, miss critical appointments, or miss flights.

Have A Seat

In 2004, Governor Sonny Perdue initiated a program involving a number of different agencies that led to the TRIP program, which got its official start on January 9 of this year.

Ted Smith said that Georgia's TRIP, Florida's RISC, and Washington's Blockbuster programs are essentially the same in that each represents an organized effort to bring together all of the responders and players involved in roadway incidents, such as the DOT, law enforcement, and even health care personnel.

According to Smith, "One of the relatively new components here is the



Ted Smith, Senior Project Manager, Delcan Corporation

inclusion of towing and recovery operators. They have always been involved, but have often not been recognized. Police may have brought them in, but only as the towing aspect of a police function."

Now, however, Smith continued, "Towers are given a seat at the table and are embraced by the other players. Tower ideas have been sought out, and their thinking has been instrumental in evolving new ideas and new strategies to deal with incident management."

Profitable Programs?

The inclusion of towers in the TIM programs in all three states, said Smith, "are all designed around the same premise: Pre-selected, highly qualified towing operators will clear up crashes that result in congestion within a set period of time." These programs, of course, do not affect or substitute for the normal towing and recovery business, which remains the

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Jerry Gossett, Executive Director of TRAG

same, nor are TIM towers called upon for minor incidents, such as a stalled vehicle.

“One change from the past is that towers were paid by the hour,” Smith said. “This created a conflict of interest for towers who were motivated to take their time while the police and others wanted an area cleared as quickly as possible. Now there are cash incentives for towers meeting or exceeding deadlines and penalties for their failure to do so.”

Smith added that the intent has been to make the programs profitable for towers since those chosen had to achieve the best level of performance with the best equipment and best-trained staff.

Smith also said that Texas has begun to work on its own TIM, and predicted that more and more states will quickly follow. “Traffic congestion is a nationwide problem and does not simply affect the larger cities,” said Smith. “Medium-sized cities and regions are affected as well. So more and more people are learning the benefits of putting together an organized management effort.”

Good Model

Jerry Gossett, executive director of the Towing and Recovery Association of Georgia (TRAG), said that after the various agencies studied the program, TRIP took about a year to evolve. It was based on the Florida model, with one big difference being that Florida’s is under the authority of the Turnpike Authority, whereas in Georgia the roads are all public, not under any particular authority, the area covered being that of metropolitan Atlanta.

According to Gossett, “Five zones were developed and five towing companies were chosen based on their qualifications and willingness to step up and buy the extra equipment and do the training required.”

As TRIP is a new program started earlier this year, “there were a few bugs,” he said. “Most had to do with how the tower was contacted. The TRIP calls have to be confirmed through the GDOT Highway Emergency Response Operators (HERO) group or the police. They have a series of steps they have to go through. If they don’t, nothing happens. It has been a little confusing, but now seems to be working well.”

Gossett said the clearance requirements are that travel lanes must be open within 90 minutes, without excuses, to earn the bonus minimum

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TOW GEAR

Dolly Dynasty

This company puts towing product ideas into action

By Tom Reimann

“Collins Manufacturing was born with the self-loading dolly,” said Curtis Hassell. Hassell, 55, is president and CEO of the Medford, Oregon company, a towing equipment manufacturer founded by his father more than 30 years ago. According to Hassell, Collins Manufacturing began in 1972 with an idea conceived by his father Collins Hassell and a salesman named Charlie Nowell.

“Back then my father was building bunks and stakes for log trucks,” said Hassell. “They had to be strong enough to hold a load of 50,000 pounds on trips from the forest to the mill, which could be a hundred miles or more. The components in the bunks are similar to the components in what would become the self-loading dolly.”

Charlie Nowell recognized this and approached Collins Hassell about designing and manufacturing an articulating wrecker dolly. “Once they set-



Collins Manufacturing's signature dolly

led on a design, it was my father's job to build it, but Charlie's job to sell it,” Hassell said.

The First Sale

Gary Coe, 63, a well-known towman and owner of several equipment shops and impound companies, remembers Nowell's pitch vividly. “This was circa 1975,” he said. “Charlie was driving a pickup up and down the West Coast with a load of these things, trying to get somebody to buy them.”

Coe and Nowell loaded a car onto a set of the dollies and headed off towards Coe's shop. “I laid in the back of the truck for the entire trip, just watching the dollies while we drove,” Coe said. “When we got back to the shop, Charlie asked me, ‘Do you want one?’ I looked over at his pickup and asked how many he had. ‘Eight,’ he said. So I said I would take them all.”

Nowell left the partnership a few years later, leaving Collins Hassell to manufacture and sell the product that would eventually bear his name. “That's what was on the box,” said Gary Coe, “so that's what people started calling them.”

Learning The Trade

“Mechanics are a big part of my family,” Hassell said. “My grandfather was working on Route 66 in California during the early 20th century. He went to mechanics school but lived out in the desert, about 70 miles from the nearest town. There weren't any hardware stores around, so he had to apply what he knew to what was available to him. He once used bacon rind as a wheel bearing during a trip to Arizona.”

Hassell's father Collins, however, did not receive a technical education in the traditional sense. “My father and his brothers went to the school of hard knocks,” he said with a laugh. “They just grew up absorbing it all from my grandfather.”

To this day, Collins Hassell, now 90 years old, is still a man “who can fix anything you put in front of him. He



Curtis Hassell with his dad, Collins Hassell

always said if a man can build it, a man can fix it.”

Business Sense

Curtis Hassell served four years in the Navy and completed a two-year mission in Italy for the Latter-Day Saints (LDS) church before finally graduating from Brigham Young University in 1978. After college, he began working as a loan officer for a major credit union. “I owe a lot of my success with Collins Manufacturing to my time at the credit union,” he said. “I was sitting on the other side of the desk, lending people money for their businesses. I think it taught me how to run my own.”

He grew eager to do just that, and left the credit union after only a year. “I called my father and asked his advice,” Hassell said, “and I will never forget

See TOW GEAR, page 26



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AT THE SCENE

continued from page 21

of \$2,500, which can go up to \$3,500 if the response requires additional equipment to be brought out. "We've had about a dozen incidents or so, and they've all been cleared in, at the most, from 60 to 80 minutes," said Gossett. "We've either had a streak of



Kauff's Century rotator

good luck or known what we are doing. I like to think it's the latter."

Powerful Tools

In developing the TIM program, Georgia officials had to make a number of adjustments, such as replacing long-standing regulations regarding heavy-duty wreckers, which were limited in scope as most were implemented decades ago.

The TRIP program requires modern, powerful 35- and 50-ton recovery wreckers with full sets of tools, a support truck with an extensive array of equipment and full traffic control and fluid spill mitigation capability, and other specialized heavy equipment like loaders, Bobcats, and tractortrailers.

Gossett also sees the training requirements as an opportunity to increase the professional image of towing. GDOT strongly encourages training, education, and certification. The agency recommends that experienced operators attend formal training courses to qualify and advance to a supervisor under the program, and obtain TRAG- or TRAA-approved certification in the following areas:

Heavy-duty wrecker operation:

- Advanced heavy wrecker and recovery practices
- Towing and recovery safety practices
- Resistance calculations
- Multiple line rigging
- Working load limits
- Vertical lifting over barriers
- Single lane uprighting
- Dealing with hazardous material incidents (awareness level)
- Federal Motor Carrier Safety Regulations

Traffic Incident Management best practices

- Incident scene traffic safety
- Georgia's "Quick Clearance" policy
- Flagging and setting up MUTCD-compliant traffic controls
- Mitigation of spilled motor vehicle fluids
- National Incident Management Systems (NIMS)

See AT THE SCENE, page 25

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2004 PETERBILT 379, 475hp, Cat, 260,000 miles engine brake, air ride, 48" sleeper, alum wheels, dual chrome exhaust, new Century model 5130, 25 ton boom, 2 35,000lb winches, 3 stage underlift, tubular light bar, MX7000 & elec. hook ups, under lights, upper floods, stk#808001

2006 PETERBILT 378, 474HP, C15 Cat, 18 spd trans - 46,00 RA lbs, 315"WB, 98,000 actual miles, Jakes, pw, air ride, 34.5 alum wheels, Vulcan V70 35 ton, 35 ton boom, 3 stage, tailgate switch panel, whelen strobe light bar, 4 mini strobes, 7 pr forks, wireless remote power touch, air & elec hookups, stk#651230

1998 WESTERN STAR, 425hp, CAT 3406, 8LL trans, 52,000LB GVW, new way air ride, dual chrome exhaust, 266" WB, 145,000 miles, Jakes, 2000 Model 7035, 45 ton boom, 2-35,000 lb winches, 35,000lb underlift, 120" reach, hyd rear spades, tailgate switch panel, Whelen strobe light bar, 8 pr axle forks, body strobes, air winch free spools, cable tensioner, in cab controls, stk #944290

2001 KENWORTH 1800, 350hp, N14, 13 spd, 365,000 miles, a/c, dual chrome exhaust, dual alum fuel tanks, 36' flattop sleeper, Century model 5030, 30 ton boom, 2 30,000lb planetary winches, 3 stage underlift, federal amber light bar, upper floods, lower work lights, hyd rear spades, air & elec hook ups, air winch free spools, stk#882138

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2008 DODGE 4500, 6.4 Cummins, auto trans, pw, pl, 15,000lb GVW, ac, am/fm/cd stereo, stainless steel sims, tilt, cruise, Vulcan 882, 8 ton boom, composite modular body, 2-8,000 lb. winches, Ramsey level winders, 2 insert tool boxes, remote winch free spools, Whelen light bar, led bed lights, pop up dollies w/alum axles, stk#125855

2008 DODGE 5500, Cummins diesel, automatic trans, ps, pl, 19,000lb GVW, a/c, stainless wheel sims, Luvorne tuning boards, cruise, 19.5 tires, Vulcan model 892, 10 ton boom, 2-8,000lb winches, code 3MX 7000 light bar, car sing w/chains, 24" tunnel tool box, upper floods, stainless wheel lift, lower work lights cable tensioner, remote winch free spool, stk#125978

2002 KENWORTH T800, N14 435hp Cummins, 374K ml., 10 spd, air ride, single chrome exhaust, pw, 260" WB, ac, tractor package, alum. wheels, new Century 4024, 20 ton boom, 2-20,000 lb. Planetary winches, 182" CA alum. body, 24,000 lb. 3 stage underlift, air winch free spools, alum. tubular pylon, hyd. rear spades, spring hanger adapters, 8 pr axle forks, underlift light kit, air & electrical hook ups, stk#888789

1995 FREIGHTLINER, 350hp Cummins, 9 spd trans., 511K miles, integrated sleeper, air ride, alum. wheels, engine brake, 266" WB, Vulcan 3025, 30 ton boom, 2-25,000lb. winches, 3 stage underlift, hyd. rear spades, air winch free spools, 4 pr axle forks, amber light bar, lower work box, air & elec. hookups, lower work lights, steel tool box, stk#707409

2008 DODGE 5500, Cummins diesel, automatic trans, ps, pl, 19,000lb GVW, a/c, stainless wheel sims, Luvorne tuning boards, cruise, 19.5 tires, Vulcan model 892, 10 ton boom, 2-8,000lb winches, code 3MX 7000 light bar, car sing w/chains, 24" tunnel tool box, upper floods, stainless wheel lift, lower work lights cable tensioner, remote winch free spool, stk#125978

2008 DODGE 5500, Cummins diesel, automatic trans, ps, pl, 19,000lb GVW, a/c, stainless wheel sims, Luvorne tuning boards, cruise, 19.5 tires, Vulcan model 892, 10 ton boom, 2-8,000lb winches, code 3MX 7000 light bar, car sing w/chains, 24" tunnel tool box, upper floods, stainless wheel lift, lower work lights cable tensioner, remote winch free spool, stk#125978

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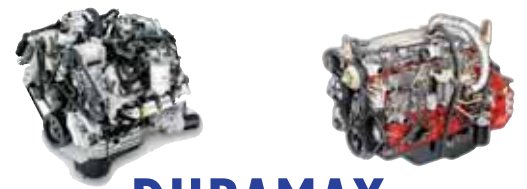
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2006 ,GMC C5500, 19,500 GVW, DURAMAX ,AUTO , LOADED CAB , WITH A 21' CHEVRON STEEL CARRIER , FIXED SIDES , L-ARM WHEEL LIFT , ALL ALUM TOOL BOX , STAR LIGHT BAR, ST # T4187



USED 1990 CHEV C60, 366 GAS, MAN TRANS, SHOW QUALITY CLEAN WITH A HOLMS I200 TWIN LINE, WITH A ADD ON CENTURY WHEEL LIFT. STOCK #T4195B



1999 IHC 4700, 444E DEISEL, 7SP MAN TRANS, 201,300 MILES, NEW FT RUBBER , 23,400 GVW, WITH A VULCAN 892, 84" CA, TOW SLING STOCK # T5246A



USED 2004 IHC 4300 ,(FRESH DT466), AUTO TRANS , 185,000 MILES ,WITH A 21' CENTURY STEEL CARRIER, REMOVE RAILS , STRAPPLESS WHEEL LIFT , (2) 36" TOOL BOXES. CLEAN TRUCK STOCK #T5621A

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FINANCING AND LEASING AVAILABLE



AT THE SCENE

continued from page 23

Scene Clearance and Safety procedures

- Single lane uprighting of loaded tractor-trailers
- Multiple techniques for the relocation of overturned heavy trucks, including tractor-trailers from travel lanes while loaded
- Setting up a safe work zone utilizing at a minimum: advanced warning signs, an arrow board, and traffic cones as outlined in the Manual on Uniform Traffic Control Devices (MUTCD) chapter 6-I
- The containment and mitigation of accidental discharges of motor vehicle fluids (non-cargo), primarily diesel fuel, including application of traction enhancement material
- Clearance of spilled cargo and debris at large crash scenes
- Have participated in multi-agency field training with a local fire-rescue-EMS department

The towing and recovery training should be a minimum of 16 hours (32 for a supervisor), including 16 hours of hands-on instruction.

A Money Maker?

The one key point to be addressed is the premise that all of the extra effort and expense to go into these programs will make it profitable for the tower. That's the theory. But how has it worked out in practice?

"The industry is very concerned whether this will be profitable or not," Gossett said. "I'm sure some towers will make enough in the long run to make it profitable. But for those who have geared up it's taken a lot of equipment and training. This is a good

"TIM offers the industry an opportunity to shine"

thing for all drivers and the public roadways so I think we have to do a good job of selling it to them. This program has been going only about four months, and I don't want to sound negative, but it's hard to be positive when you're just on the verge of making money."

Geoff Russell, CEO of Kauff's Transportation Systems, Palm Beach, FL, said, "Our experience in Florida was an exception to the rule for we partnered with three other companies to meet a greater geographical area. So we work as one company. Our company in particular had enough to qualify at the start. Our financial requirements for equipment were minimal. We've constantly upgraded and will continue to do that.

"But would we go out today and purchase a 75-ton rotating wrecker and

a 60-ton one, spend over one million dollars to qualify? The answer is no. Will the operator who is not an already well-established commercial tower be able to justify these expenses?

"Also, it's our understanding that, based on a federal mandate, as of July 1, TIM will start moving on I-95 and then I-75 across the country to the West Coast. You'll have some areas which will have more traffic than others and better funding than others. The more providers there are offering service, the less motivation there is for the government to provide adequate funding. TIM offers the industry an opportunity to shine. But it might not be as easy as it appears." ❖

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TOW GEAR
continued from page 22

what he told me. He asked me if I would be happy as a shoemaker, and I told him that if it were my business and I were in control, I could find a way to enjoy it. Then he asked me, 'How about my business?' That really took me by surprise, so I asked him to let me think it over. A week later I called him back and accepted."

Taking over his dad's business was not something that Curtis Hassell took lightly. "I never had a sense of my father's mortality until that moment," he admitted. "I had always thought of Collins Manufacturing as his business. Running it on my own had never crossed my mind."

His father began taking him to

"If it's plausible, we'll try it out"

trade shows to introduce him to their customers. "We wanted them to learn who they would be dealing with from now on," Hassell said. "Most of them remain good friends of mine to this day."

Testing, Testing

Gary Coe is one of those friends. "I use Gary as a test bed for Collins' products," said Hassell, with the hint of a smile in his voice. "He was one of our first customers. In fact, I believe he holds the record for loading a car with one of our dollies."

"I don't know if it's an official



A patent-pending aluminum dolly wheel

record," Coe said with a chuckle, "but I can dolly a car in 60 seconds. I'm a fairly modest guy, but when it comes to dollies I feel like I'm an expert."

Despite his modesty, Coe offered no objection to being referred to as a "test bed" for Collins' products. "Curtis will bring me new products to play with, I'll run them ragged for three to four weeks, bump them into curbs and smack them on railroad tracks – you know, the kind of things that towers will subject them to. After all that, I can call him back and say, 'Curtis, these things are working just fine.'"

Coe said he is particularly fond of Collins Manufacturing's new light-weight dollies. "We keep some of the



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Collins is working on this space-saver dolly



The space-saver collapses to 32 inches

old 70-pound ones as spares," he said, "and when I grab hold of one of those, I realize I'm not 17 anymore."

New Ideas

Currently, Collins Manufacturing has a patent pending on a collapsible "space-saver" dolly. "A lot of the wreckers struggle for storage space," Hassell said. "Sometimes certain tools are required to be carried on a wrecker by law, and all those tools have to occupy space on the deck."

To combat this problem, Collins Manufacturing designed a dolly that can collapse down to 32 inches, small enough to be stowed away in a compartment.

Also on the table is a dolly mount for car carriers. "It's based on the design we came up with for the repo industry," Hassell said. "There are an amazing number of car carriers that mount dollies."

In addition, Hassell has a new product that debuted at the Reno Tow Show. "It's an aluminum wheel, custom-fit for our aluminum hubs," he said excitedly. When he first got the prototype, he said, he thought, 'Oh my gosh, this is so cool.' When towers see it, they're really going to like it."

When not developing new designs, Hassell said his company is constantly improving and perfecting their current product line. "Just trying to keep up with the new model years in the truck industry to match our push bumpers is tricky," he said. "The goal is to have all our products at the highest level, in terms of both functionality and aesthetics."

Collins Manufacturing Corp prides itself on original ideas. "It doesn't matter where the idea comes from," Hassell said. "If a tower is having a problem, we try to come up with a

way to solve it. That's how we do it. If it's plausible, we'll try it out."

Looking Ahead

It has been exciting, Hassell said, to watch everything unfold from the early days, when the production team consisted of him and two others, to the present. "There have been times where there's 18 people building because of the demand," he said.

Hassell appears confident his family will continue to be a part of Collins Manufacturing in the future. "I started out cutting the parts for the dollies and worked my way from there," he said. "Now my oldest son is working in a shop like I did, going from the ground up. I still have four teenagers at home and they may all end up working for their dad one day!"

Despite this, Hassell insists that keeping the company within the family is not his primary concern. "I would consider what is best for Collins Manufacturing," he said. "I'll give first shot to the family, but I will never compromise this company."

Hassell's final comment seems to reflect on both his business and his family: "Our operation is basically low tech, just the assembly of mechanical components. But we do something with those components that hasn't been done before. That's where the genius is. The genius is in the creativity. We keep pressing forward and we don't look back."

Collins Manufacturing produces a number of towing-related products, including their Hi-Speed Dolly, push bumpers, tunnel tool boxes, underbody boxes, Go-Jak boxes, light pylons, fifth wheel-lift hitches, and more. For a complete listing of products, visit www.collinsmfgcorp.com

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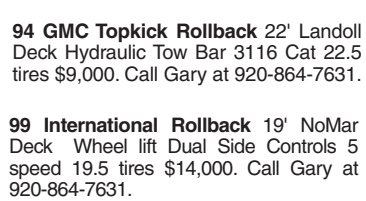
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1996 International 4700, DT466E, 5 Speed Spicer Trans, Power Windows, Locks, Cruise, Tilt & Tel. Wheel, A/C, Jerr-Dan 1210D 12 Ton Wrecker, Daul 10,000 Winches, new paint.



1986 Fightliner, 15 Speed Tran., Cummins 400HP, 750 Holmes, 30,000lb Zack Lift Under reach w/ forks. Drag winch, 689,000 Miles. Call for Price!!!



1997 International 4700, T444E, 5 Speed, A/C, Power Windows, Cruise, Tilt, Holmes 552 Twin Line Wrecker with Under Lift, Forks & L Arms.



1996 International 4700 DT466, 5 Speed Trans., Power Windows, Tilt, A/C, Air Brakes, Jerr-Dan 1210D Bed, 12 Ton Wrecker, Dual 10,000lb Winches. Wheel Lift. 414,260 Miles, Call For Price!!!

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NICE TRUCK
02 CHEVY C-6500 DIESEL, Auto, Rubber Good, Alum. Wheels, Hi'd mirrors, (2) 40 Gallon tanks, Chevron S-10 Steel, 2 car carrier, 10,000 LB. Deck Capacity, 3,000 LB wheel lift capacity, Diamond Deck, Removable rails, (2) 49' H/D Aluminum Boxes, All Lighting and Options!!

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EX CAB FORD 650
04 WHITE F-650, XLT, 230HP Cummins, Automatic, Loaded, 150K, Chevron 21.5' Aluminum 2-Car Carrier, Removable Rails, All Lighting & Options.
\$28,900 VERY CLEAN

00 CHEVY 6500, CAT 3126, Allison Auto, 184K Miles, New Rubber, New Injectors, Loaded, Chevron 19" Steel Carrier & Wheel Lift, All Lighting & Options.

02 CHEVY 6500, CAT 3126, 210 HP Allison auto, 132K miles, loaded, new rubber, Chevron 22' Series, 14 Industrial carrier, diamond plate deck & 4K wheel lift, strobe bar, (2) 49" alum. boxes, All Lighting & Options.

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94 Ford 450, 7.3 DIESEL, XLT, 78,000 mi, Auto, Push bumper/grill, rubber 100%, 60" C/A Dynamic Single Line, 601 BSW & Auto Loader Tow Sling, 2 Tool Boxes, All Lighting & Options \$15,900

97 FORD F450 XLT, 7.3 Diesel, 84" C/A, 5 SPD, 8-ton Alum. Body w/Twin 10K Winches, Double Doors Each Side, All Lighting & Options, Red, All New Injectors.

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04 FORD 550, Super Cab, XLT, 6.0 Diesel Auto, Loaded, 148K miles, Chevron 19' Aluminum 2 Car Carrier & Wheel Lift, R/Rails, Stainless fenders All Lighting & Options.
93 F350 4X4, 7.3 Diesel Engine, XLT, 108K Miles, Challenger 10-ton Twin-Line, 5K Wheel Lift, Concept Boxes, 84", New Paint, Sling, Strobes, Rebuilt Wheel Lift, Lots of New Items, All Lighting & Options. **Reduced!**

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02 6500, 3126 CAT, 210 H/P, 6 SPD, 25,900 GVW, 104K Miles, Aluminum Wheels, Loaded, Chevron 512 LMD 12 Ton Wrecker & 8,000LB Underlift, All Attachments Lighting & Options (Nice Shape) \$26,500

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98 FREIGHTLINER FL60, Wht, Cummins 210, 6 SPD., 125K Miles, Loaded, Chevron 21' Steel Car & Wheel Lift, R/Rails, All Lighting & Options.

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\$28,900 VERY CLEAN

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07 International, RED loaded chassis, auto, air brakes, air ride, exhaust brake, alcoas, 21' Century Steel removable rail (vin 9588) \$72,950
07 International, RED loaded chassis, DT466, auto, airbrakes, air ride, exhaust brake, alcoas, 21' Vulcan Steel, removable rails (vin 5930) \$72,950
07 International, Red loaded chassis, auto, airbrakes, air ride, exhaust brake, alcoas, 21.6' Vulcan Aluminum BLADE removable rail (vin 8849) \$71,950

NEW International Units Ready to Build
2008 International WHITE EXTEND CAB, DT466, 245hp, auto, airbrakes, air ride, exhaust brake, alcoas (Vin 1394)

NEW Peterbilt Unit
2009 Peterbilt 330, white loaded chassis, auto, GVW 26,000, 260hp, 21.6' Century Steel, removable rails (vin 0519) \$82,950

NEW Ford 450 Units
08 Ford F450, SUPER CAB white loaded chassis, auto, diesel, 60CA (vin 6830), \$36,623 for chassis, you install own unit
08 Ford F450, SUPER CAB black loaded chassis, auto, diesel, Vulcan 810 Stainless Steel Body (vin 6833) \$65,250

NEW Ford 550 Units
07 Ford F550, white loaded chassis, auto, diesel, 84CA (vin 3173) \$34,368 for chassis, you install own unit.
07 Ford F550, 4x4 - white loaded chassis, auto, diesel, 60 CA (vin 5762)\$37,792 for chassis, you install own unit.

NEW GMC Units
2007 Chev C6500, Black, Auto, Duramax Diesel, GVW 26,000, 21' Vulcan Steel, removable rails (vin 3132) \$68,950
2007 Chev C6500, White, Auto, Duramax diesel, GVW 26,000, 21' Vulcan Steel, removable rails (vin 3227) \$68,950
2008 Chevy C6500, White 4 door CREW CAB, loaded, Auto (vin 3655) Ready to Build

NEW HINO Units
2008 Hino, white loaded chassis, auto, air brakes, 21' Century Steel Removable Rails (102")-(vin 0016) \$72,500

NEW Dodge Units
2008 Dodge Ram 4500, auto, white, loaded chassis, Vulcan 810, auto loader (vin 9877) \$59,796
(2) 2008 Dodge Ram 5500, auto, 4 X 4, White (vin 3612), Red (vin 9910), loaded chassis, 84CA (1) 2008 Dodge Ram 5500, auto, white loaded chassis, 84CA (vin5510)
2008 Dodge 5500, auto, 19.6' Vulcan Steel, removable rails (vin 4854) Call for price

NEW Kenworth Units
2008 Kenworth T270, Air ride, Air brakes, White loaded chassis, 21' Century (102" wide) Steel Carrier, removable rails (vin 0901) \$79,850

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2000 Ford F650 Super Cab, 6 Speed GVW 26,000, Century 612, 12 ton wrecker \$34,950

Used HEAVY Duty Wreckers
1979 GMC General, Holmes 750, Hydraulic x7 booms, Zack lift, EXCELLENT CONDITION, lots of equipment (vin 8780) \$29,950

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2000 International 4700, 175hp, 5 speed, black chassis, 19' Century Steel carrier, removable rails (vin 8924) \$25,950.

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1989 Ford F350, Holmes singleline wrecker (vin 3172) Truck runs, as is \$4,950

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45 Ton Century

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Tri-Axle

1992 PETE 379 325" WB, 360-400 HP CENTURY 9055 50 TON, Detroit, jake brake, cruise, air ride, 411 rear ratio, front floatation tires, 85 MPH, 1997 Century 9055 50 ton plantary winches, 6 sets of forks, chain receivers and chains, spring hangers, Risers, corded remote, 6 receiver straps, 3 snatch blocks, strobe bar, 10 LED side lights, 11R 24.5 tires,



35 Ton Century

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Aluminum Body

1995 FREIGHTLINER FL120 CENTURY 7035 35 TON, 350 cummins, 9 speed, air ride, mileage 255094 approx., white color, GVW 52,000 WB 340", 210 CB, 2-120 gallon tanks, triple frame, 22.5 tire size, aluminum wheels, 2000 Century 7035 35 ton 2 stage boom, 35,000 winches plantary, wheellift 125", wire remote, tow lights, frame forks,



08 Jerr-Dan 25 Ton

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2003 PETERBILT 379L New 2008 25 ton Jerrdan, 475 cat, jake, 13 speed, air ride, 355 rear ratio, 22.5 tires, all aluminum wheels, 571,000 mileage approx. 322" WB, factory built, 5th wheel, ball and pental hook up, Bus bars, extra long wheel lift w/storage brackets, wireless remote,



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1990 PETERBILT 378, 3406 cat, 425 HP, 263" WB, 13 speed, 4 transmission, jake brake, aluminum 22.5 wheels, 2 - 100 gallon fuel tanks, 42" sleeper, Vulcan V 70 30ton wrecker, 2 - 25,000 lb winches, underlift 134" long, Corded remote, Whelan 60" strobe light bar, 6 pairs axle forks and extensions, spring hangers, chains, Recovery straps, pintle hitch, rear camera, steel body, color white,



35 Ton Challenger

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1990 KW C50 CONSTRUCTOR 1988 35 ton Challenger, 350 cummins, 10 speed, jake brake, AC color, 256" WB, heavy suspension, 24" big tires, Aluminum wheels, , 3 stage boom, 3 stage underreach with forks,



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96 LANDOLL WITH 85 KENWORTH W-900, 3406 cat, 400 HP, 9 speed Fuller transmission, air ride, aluminum wheels, 3 - 150 gallon aluminum tanks, wet line kit, LED lighting, 1996 48 ft. landoll 660 trailer, 35 ton, 20,000 lb winch, steel deck, virgin tires 90% approx.



Century 602 10 ton

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4x4 Automatic

2008 F450 USED 4X4 2005 CENTURY 602 10 TON - 4 door auto diesel, 6000 miles approx, simulators, black color, XLT, 6500-9000 wheellift, 1 tunnel box, whelan strobe, 84 CA



Century 602 10 Ton

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2004 4300 IHC CENTURY 602 10 TON, DT 466, 215-230 HP, 6 speed, new white and blue paint, mileage 83411 approx., cassette, tilt, Heated mirrows, electric windows and locks, new rear tires, front 70% approx., wrecker, Truck tow bar, 6500-9000 wheellift, new straps, chains, rackets, tow lights,



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1991 KW T-800, N14 CUMMINS, MANUAL, 400 HP - 15 speed, Holmes 750 25 ton, extendable booms, 2002 ZAC 402, 2 Stage



Air Brakes

12 Ton Jerr-Dan

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2005 F650, air brake 11R - 22.5 tires 50%, 62,118 mileage approx., cat engine, 6 speed, spring suspension, new white paint, 12 ton JerrDan Wrecker, aluminum body, 108 CA, truck tow bar, 10,000 lb winches, 6000 - 9000 lb lift, one set of forks.



25 Ton Jerr-Dan

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2006 4300 IHC, DT - 230 HP, 6 speed, extended cab, red color, air brakes, 47,000 miles approx. Aluminum wheels 22.5, 2 - 55 gallon tanks, new tires, 2 tunnel boxes, air driver seat, 12 ton Chevron 12,000 lb winches, 6500 - 9000 wheel lift, truck tow bar,



10 Ton 552 Holmes

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2001 4700 IHC, DT-466 engine, 7 speed, air compressor, red color, super clean, 163,000 miles approx. Alum. Wheels, 10 ton Holmes 552, 15,000 lb winches, 2 tunnel boxes, truck tow bar, 6500 - 9000 wheel lift



35 TON CHALLENGER

Hydraulic Spades

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1991 INTERNATIONAL 9300 w/1990 35-TON CHALLENGER. 60" sleeper, 350 Cummins engine, Jake brake, 9-speed, air ride, 300" WB, 700,000 miles, virgin tires, rear 70%, front 90%, 3-stage boom, 35-ton w/3-stage under reach, green color, hydraulic outriggers.



New 25 Ton Jerr-Dan


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2003 KW-T600 MID ROOF, 12.7 Detroit, 430-470 HP, 10 speed, 545,000 miles approx, jake brake, 160 CA, 355 rear ratio, air ride, power windows, aluminum wheels 22.5 2 - 110 tanks, new 25 ton Jerrdan wireless remote, 8 functions, bus bars, forks, chain hook ups, spring hangers, 5th wheel and ball pental hook ups, extra long under reach, dual controls, trailer light bar and cord.



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2006 4400 IHC, DT - 570 - 10 speed, 212,000 miles approx, cloth seats, air driver seat, 4 car aluminum Chevron carrier, red in color, 1 - 50" box, HP 320



60 Ton Rotator

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NEW 07 FREIGHTLINER, Glider Kit, N-14-400 Cummins, approximately 400,000 Miles. New Recon, 13 Speed Fuller Transmission, New Freightliner 46,000 rears with double lockers, New 20,000 lift axle. 07 Century 1060 Rotator SDU-3 Underreach 156 inches, weighs 5900 LB, Bus Bars.



3 Stage Underlift

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1995 WESTERN STAR 470 CAT 2002 ZACKLIFT 303 UNDERLIFT, 15 speed over, air ride, tires size 24.5, 355 rear ratio, mileage 932,000 approx. Inframe at 500,00 2002 Zack 30 underlift, 32,000 lift, 85,000 tow rating, bus bars, and extensions, 3 Stage Underlift.



Holmes 750 25 ton

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1977 FREIGHTLINER HOLMES 750 25 TON, 350 cummins, 13 speed w/4 speed brownie second transmission, 340000 miles approx. Hendrickson suspension with timbrun rubber locks, super cold AC, power steering, dual exhaust, double framed, All aluminum wheels, IIR-24.4 tires approx 50%, Holmes 750 25 ton extendable booms, Zac 20 97" reach, remote control, Bus bars, 4 sets of forks, spring hangers, 3 snatch blocks, jumper cables,



Century 1060 60 Ton

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1999 PETE 378 CENTURY 1060 - 60 Ton, day cab, 460 cummins - N-14, Miller spec chassis 13 speed, new tires, brakes, mufflers, All aluminum wheels, mileage 535887 approx. 315 wheelbase, 220 CA, w/new 55,000 wheellift New 3/4" cable, miller chain package, bus bars, 7 sets of forks, spring hangers, trailer light bar, rotator Beacon, 2 - wing rotators,



30 Ton

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1989 FLD FREIGHTLINER 94 CENTURY 5030 T, 400 cummins, 15 speed, all aluminum wheels, white with gray, blue, and maroon stripes, 42 inch sleeper, 690,000 miles approx. 1994 Cetry 5030 T, 8 sets of forks, spring hangers, spade foot bads, chain hookups



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2005 KENWORTH, cummins 315 HP, 8.3 engine, 10 speed, air ride, mileage 211105 approx., aluminum wheels, Chevron 4 car, aluminum 28 ft bed, 2 - 50" boxes,



16 Ton Vulcan

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1987 T600 KENWORTH 16 TON VULCAN - 300 HP, L-10 cummins, 9 speed, Cold AC, 2 tanks, mileage 499432 approx, 16 ton Vulcan 209" Wheel base, 136" CA, 2 stage wheel lift, simulators, Whelan strobe light, hyd spades, southern truck no rust Good fuel



25 Ton AATAC

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205-956-2852
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1991 PETE - series 60 detroit engine, 9 speed, air ride, aluminum wheels, AC cold, mileage 412002 approx. 221" wheel base, 148" CA, double framed, 25 ton AATAC, hyd spades, 2 stage wheel lift, dual exhaust, super clean.




25 Ton

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Price Reduced

1991 HOLMES, 25 ton Kirby Grant conversion, wrecker only, hyd spades, zack 30 underlift, 2 spd Hy wiches, 5 sets of forks, 150 ft. cable, Buss Bars w/ extensions.



Century 16 Ton

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1984 LTL 9000 FORD 1993 CENTURY 16 TON #3224, 400 Cummins engine w/jake, 13 speed, 560,000 miles approx, 2 air seats, 2 chrome stacks, Simulators, 33,000 GVW, 1990 - 2 16,000 lb winches 120 CA, 2 stage lift, 91" long, 12,000 extended, 24000 retracted, wire remote, 4 sets of forks, 6,000 lb grids, chain receivers and chains, steel body, mechanical Tilt, rotator light bar



\$6,000

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4 Wrecker International black air bags, 4 ft round, 2 starter bags, recent newer compressor, all hose and control bank,



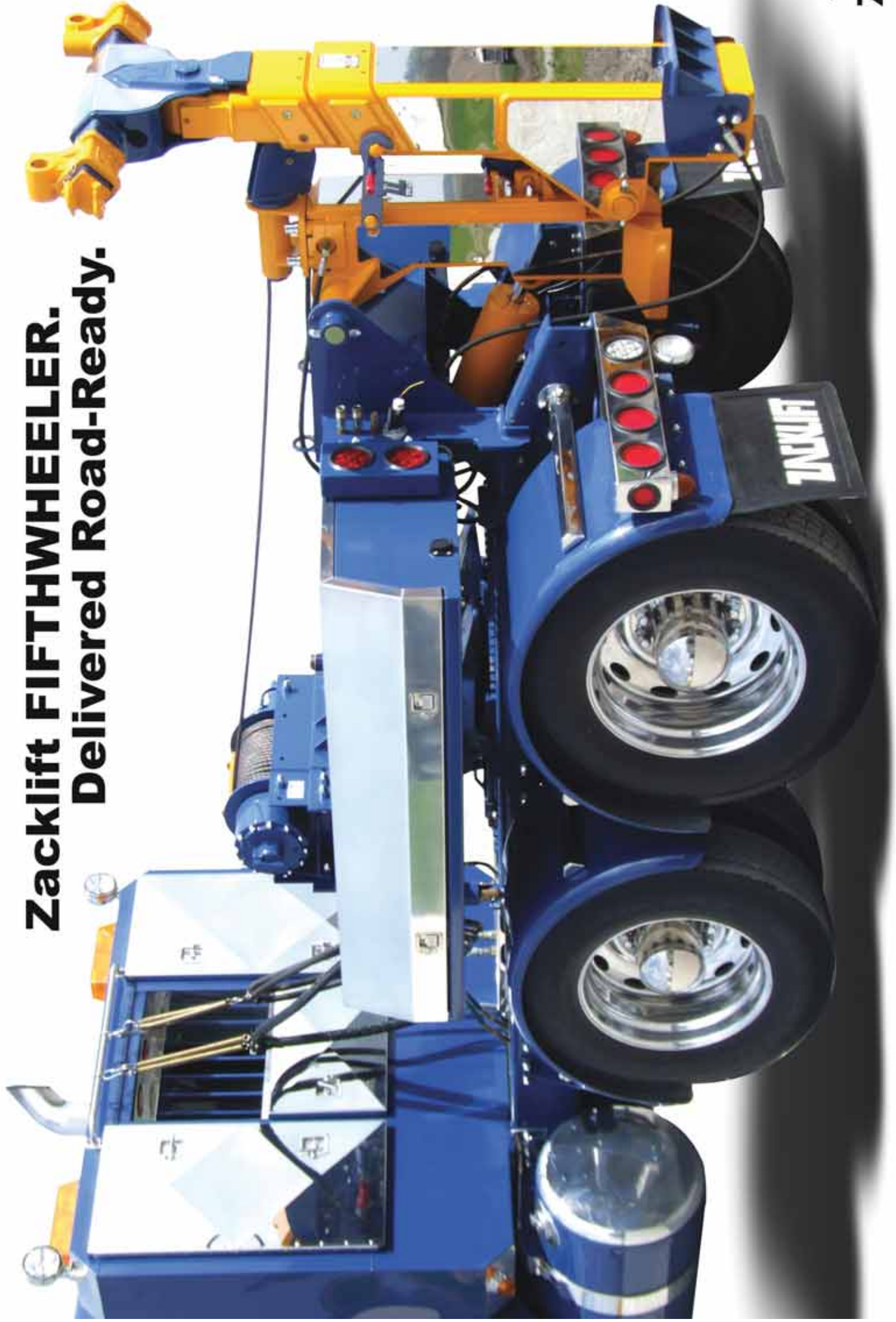
New 2007 75 Ton Century Rotator

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NEW 2007 379 EXTENDED HOOD PETERBILT 75 TON CENTURY ROTATOR, 625 HP cat, 18 speed, factory spec truck, dual frame, triaxle, 372" wheelbase, 211" CA, 62" flat top sleeper, 11R 24.5 tires, 16,000 mileage approx., lite blue color, new century 75 ton rotator, 3 stage boom, 3 stage under reach 55,000 lb SDU -2 under reach, 135" reach, 3 - 50,000lb winches, 20" tunnel box.

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Delivered Road-Ready.**



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