



AT EXPOSITION CONFERENCES & TRAINING SCHEDULE

Revised on October 20, 2022

TUESDAY, NOVEMBER 15, 2022	LOCATION
----------------------------	----------

2 PM - 5 PM	Registration Open	Pratt Street Lobby
--------------------	--------------------------	--------------------

WEDNESDAY, NOVEMBER 16, 2022	LOCATION
------------------------------	----------

7 AM - 8 AM	Registration Open: WreckMaster & ERSCA Participants ONLY	Pratt Street Lobby
--------------------	--	--------------------

8 AM - 5 PM	Registration open
--------------------	--------------------------

TRAINING

8 AM – 12 Noon	ERSCA Quick Clearance – (Part I - 4-Hrs Hands-on) Shane Coleman, ERSCA, Includes lunch & Shuttle provided	Camden Yards Lot H
----------------	---	--------------------

8 AM – 12 Noon	WreckMaster Heavy Duty Rotator Recovery Training(Part II - 4-Hrs Classroom) Room 327 - BCC Bruce Campbell & Jeff Martin, WreckMaster, Includes lunch	
----------------	--	--

1 PM – 5 PM	WreckMaster Heavy Duty Rotator Training (Part I - 4-Hrs Hands-On) Bruce Campbell & Jeff Martin, WreckMaster, Shuttle provided	Camden Yards Lot H
-------------	---	--------------------

1 PM – 5 PM	ERSCA Quick Clearance - (Part II - 4-Hrs Classroom) Shane Coleman, ERSCA	Room 328 - BCC
-------------	--	----------------

THURSDAY, NOVEMBER 17, 2022	LOCATION
-----------------------------	----------

7 AM – 8 AM	Registration Open: Carte Blanche Passport & Skeet Participants ONLY	Pratt Street Lobby - BCC
-------------	---	--------------------------

8 AM – 6 PM	Registration Open
--------------------	--------------------------

COURSE

9 AM – 12 Noon	Recovery Business Success John Borowski, AutoReturn & Ron Myers, Pine Tree Towing	Room 328 - BCC
----------------	---	----------------

TRAINING

8 AM – 12 Noon	WreckMaster Heavy Duty Rotator Recovery Training - (Part III - 4-Hrs Classroom) Room 327 - BCC Bruce Campbell & Jeff Martin, WreckMaster	
----------------	--	--

CONFERENCE SEMINARS

8 AM – 8:50 AM	The Do's & Don'ts That Affect Your Insurance Rob Austin, Austin Insurance	Room 336 - BCC
----------------	---	----------------

8 AM – 8:50 AM	Hazards of Electric Vehicle Storage Howard Kritzer, On The Scene Supply	Room 337 - BCC
----------------	---	----------------

9 AM – 9:50 AM	How to Turn your Insurance Program into Profit Center Todd Welch & Don Blood, Brown & Brown	Room 337 - BCC
----------------	---	----------------

9 AM – 9:50 AM	Benefits of Using High Quality DEF Jeffrey Harmening, American Petroleum Institute	Room 338 - BCC
----------------	--	----------------

9 AM – 9:50 AM	The Tower as Incident Commander James Bennett, Jr., Beard's Towing	Room 339 - BCC
----------------	--	----------------



AT EXPOSITION CONFERENCES & TRAINING SCHEDULE

Revised on October 20, 2022

THURSDAY, NOVEMBER 17, 2022 - CONTINUED		LOCATION
10 AM – 10:50 AM	Active Safety and Saving Lives Scott Watkins, Mobile Video Computing Solutions Allen Jay, Mobileye An Intel Company	Room 337 - BCC
10 AM – 10:50 AM	When Does A Tower Need A CDL? Brian Riker, American Towman	Room 336 - BCC
11 AM – 11:50 AM	Risk Management and On-Scene Safety Randall Resch, American Towman	Room 336 - BCC
1 PM – 5 PM	Exhibit Hall Open	
5 PM - 7 PM	The Business & Economics of Owning a Rotator Eric Fouquette, Big Wheel Towing	Room 328 - BCC

FRIDAY, NOVEMBER 18, 2022		LOCATION
7 AM – 6 PM	Registration Open	Pratt Street Lobby - BCC
<u>COURSES</u>		
9 AM – 2 PM	Recovery Billing Course – Part I – 5-Hrs Eric Fouquette, Recovery Billing Unlimited	Rooms 328-329 - BCC
<u>CONFERENCE SEMINARS</u>		
8 AM – 10 AM	Training For Towing and Recovery of Alternative Fuel Vehicle (AFV) Independent Course, Includes Certification John Borowski, AutoReturn	Room 327 - BCC
8 AM – 8:50 AM	Ensuring Every Tow is Safe Terry Abejuela, American Towman	Room 336 - BCC
8 AM – 8:50 AM	The Latest Tech Trends for Managing your Towing or Roadside Business Todd Althouse, Traxero LLC	Room 337 - BCC
9 AM – 9:50 AM	Accident Remediation, Making Money and Getting Paid for Supplying Environmental Services Jim Figueira & Ed Grubbs, Environmental Chemical Solutions	Room 336 - BCC
9 AM – 9:50 AM	Electric Vehicles Challenges and Solutions for Tow and Recovery Professionals Bobby Schneider, Energy Security Agency	Room 337 - BCC
9 AM – 9:50 AM	Grow Your Towing Business Online Jared Fischgrund & Chris Blake, OMG Tow Marketing	Room 338 - BCC
10 AM – 10:50 AM	The Insider's Guide for Staying On Top of Google Searches Kevin McMillan, Lift Marketing	Room 336 - BCC
10 AM - 10:50 AM	Building a Culture of Success, The Uncomfortable Truths Casey Burrows & Bear Godfrey, WreckMaster	Room 337 - BCC



AT EXPOSITION CONFERENCES & TRAINING SCHEDULE

Revised on October 20, 2022

FRIDAY, NOVEMBER 18, 2022 - CONTINUED		LOCATION
10 AM - 10:50 AM	Prioritizing Communications for Public Safety Support: FirstNet in the Towing Industry Sarah DeGuzman, Brian Coakley, Ezana Zewdie, Rodger Pulley FirstNet, Built with AT&T	Room 338 - BCC
11 AM - 11:50 AM	Strategies for Building Your Future Tow Business Randall Resch, American Towman	Room 337- BCC
11 AM - 11:50 AM	Putting a Handle on the Real Profit Center of Your Business John Borowski, AutoReturn	Room 338 - BCC
11 PM – 5 PM	Exhibit Hall Open Salute to America	

SATURDAY, NOVEMBER 19, 2022		LOCATION
8 AM – 5 PM	Registration Open	Pratt Street Lobby, BCC
<u>COURSES</u>		
9 AM – 2 PM	Recovery Billing Course – Part II – 5-Hrs Eric Fouquette, Recovery Billing Unlimited	Rooms 328-329 - BCC
9 AM – 12 Noon	American Towman Quick Clearance Certification Course John Borowski, AutoReturn & Ron Myers, Pine Tree Towing	Room 327- BCC
<u>CONFERENCE SEMINARS</u>		
8 AM – 8:50 AM	How Towing Owners Can Protect Their Business & Save Thousands in Taxes Dale West, American Society for Asset Protection	Room 336 - BCC
8 AM – 8:50 AM	Hiring, Recruiting & Understanding the Available Workforce David Saline, DRIVE	Room 337 - BCC
8 AM – 8:50 AM	Proper Engine Oil Storage and Handling Jeffrey Harmening, American Petroleum Institute	Room 338 - BCC
9 AM – 9:50 AM	Finding Qualified Drivers & Mechanics in 2022 Daniel Ostrov, Whiterail Recruits	Room 336 - BCC
9 AM – 9:50 AM	Safe and Effective Car Carrier Operation Terry Abejuela, American Towman	Room 337 - BCC
9 AM – 9:50 AM	Advances in Private Property Impounding Jim Shellhaas, Ranger SST	Room 338 - BCC
10 AM – 10:50 AM	Maintaining a Clean Compliant VSF (Vehicle Storage Facility) Jim Figueira & Ed Grubbs, Environmental Chemical Solutions	Room 336 - BCC
10 AM – 10:50 AM	Maintaining Aging Equipment Brian Riker, American Towman	Room 337 - BCC
10 AM – 10:50 AM	Tips and Tricks Of Air Cushion Revenue John Sweezy, Jr., Matt Bartlett & Jeff Martin, Matjack Jumbo Safelift	Room 338 - BCC
11 PM - 5 PM	Exhibit Hall Grand Entrée	