



CONFERENCE, COURSES & TRAINING SCHEDULE

November 15-18, 2023

TUESDAY, NOVEMBER 14, 2023

2 PM - 5 PM Registration Open Pratt Street Lobby

WEDNESDAY, NOVEMBER 15, 2023

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

8 AM - 5 PM Registration open

TRAINING

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

1 PM – 5 PM WreckMaster Heavy Duty Rotator Training (Part II - 4-Hrs Hands-On)
Bruce Campbell & Jeff Martin, WreckMaster
Shuttle provided leaving to Camden Yards Lot H @12:30 pm

THURSDAY, NOVEMBER 16, 2023

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

8 AM – 5 PM Registration Open Pratt Street Lobby

INDEPENDENT COURSES

8 AM – 9:30 AM Alternative Fuel Vehicles - A Continuing Course of Safety Room 336
John Borowski, American Towman (Certificated class)

8 AM – 12 Noon ERSCA Advanced Winching and Rigging - (4-Hrs Classroom) Room 337
Shane Coleman, ERSCA

TRAINING

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

WORKSHOP

9 AM – 12 Noon Work Smarter Not Harder (Part I) Room 338
Jim Saeli, DRIVE

SEMINARS

8 AM – 8:50 AM Electrocutation Hazards at Crash Scenes Room 339
Bobby Tuttle, CIRT

9 AM - 9:50 AM How to Turn your Insurance Program into Profit Center Room 339
Todd Welch, Charter Partners Donald Blood, Abe Elias, Brown & Brown

10 AM – 10:50 AM No One Wants to Work Anymore Room 339
Tom Dannemiller, Towing Forward Company

10 AM – 10:50 AM Marijuana and the Truck Driver, When Is Zero Really Not Zero? Room 336
Brian J Riker, American Towman



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THURSDAY, NOVEMBER 16, 2023 - CONTINUED

SEMINARS

- 11 AM – 11:50 AM De-Escalation Prevention Techniques Room 336
(How to Keep a Bad Situation From Getting Worse)
Randall Resch, American Towman
- 11 AM – 11:50 AM Protect & Perpetuate your Towing Business- Lawsuit Protection, Tax Reduction Room 339
& Estate Planning Strategies
Larry Oxenham, American Society for Asset Protection

1 PM – 5 PM Exhibit Hall Open

- 5 PM – 7 PM The Business & Economics of Owning a Rotator Room 337
Eric Fouquette, Big Wheel Towing
- 5 PM – 7 PM Recovery Theater Room 336
Bobby Tuttle, CIRT - Shuttle available from Convention Center to hotels @7 pm

FRIDAY, NOVEMBER 17, 2023

- 7 AM – 5 PM Registration Open Pratt Street Lobby

COURSE

- 9 AM – 12 Noon Recovery Business Success Room 336
John Borowski, American Towman & Ron Myers, Pine Tree Towing
- 9 AM – 1 PM Recovery Billing Course – Part I – 4-Hrs Rooms 328-329
Eric Fouquette, Recovery Billing Unlimited

WORKSHOP

- 9 AM – 12 Noon Work Smarter Not Harder (Part II) Room 338
Jim Saeli, DRIVE

SEMINARS

- 8 AM – 8:50 AM Recovery Of Vehicles From Cable Barriers On Highways (HTCBS) Room 337
Bobby Tuttle, CIRT
- 8 AM – 8:50 AM Safety, Tech tools, Insurance Requirements & Cost Reduction Room 339
Scott Watkins, Mobile Video
- 9 AM – 9:50 AM Winning Growth Strategies for Private Property Parking Management Room 337
Jim Shellhaas, Ranger SST
- 9 AM – 9:50 AM Snatch Blocks 101 Room 339
Terry Abejuela, American Towman
- 9 AM – 9:50 AM A Safe and EV Fire Compliant Vehicle Storage Room 340
Ed Grubbs & Jim Figueira, Environmental Chemical Solutions
- 10 AM – 10:50 AM Tips and Tricks for Air Cushion Revenue Room 337
John Sweezy Jr., & Matt Bartlett, Matjack Jumbo Safelift
- 10 AM – 10:50 AM What Google Wants From You Room 339
Kevin McMillan, Lift Marketing Group



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FRIDAY, NOVEMBER 17, 2023

10 AM – 11:30 AM American Towman War Games Room 327
James Bennett Jr., Beard's Towing

11 AM– 5 PM Exhibit Hall Open Salute to America

SATURDAY, NOVEMBER 18, 2023

7 AM – 4 PM Registration Open Pratt Street Lobby

COURSES

9 AM – 1 PM Recovery Billing Course – Part II – 4-Hrs Rooms 328-329
Eric Fouquette, Recovery Billing Unlimited

9 AM – 11 AM American Towman Quick Clearance Certification Course Room 327
John Borowski, American Towman & Ron Myers, Pine Tree Towing

SEMINARS

8 AM – 8:50 AM How to Increase Your Profits Presentation Room 336
David Saline, DRIVE

8 AM – 8:50 AM A Chain Is Only As Strong As It's Weakest Link Room 337
Terry Abejuela, American Towman

8 AM – 8:50 AM Have You Ever Wondered if Your Dispatch Captures Room 338
All the Opportunities When the Phone Rings?
Mike Porter, TDR Way

9 AM – 9:50 AM Tow Marketing & Advertising Tips Room 336
Jared Fischgrund & Christopher Blake, OMG National

9 AM – 9:50 AM Training as an Asset for Business Owners and Management Staff Room 337
Shane Coleman, ERSCA

9 AM – 9:50 AM Running Hard With Family in Tow Room 338
Brian J Riker, American Towman and Michelle Sukow HDM Truck Center

9 AM – 9:50 AM Accident Remediation – Provide and Bill for Environmental Services Room 339
for Vehicle Fluid Cleanup
Ed Grubbs Jim Figueira &, Environmental Chemical Solutions

10 AM – 10:50 AM Risk Management and On-Scene Safety Room 336
Randall Resch & Brian Riker, American Towman Magazine

10 AM – 10:50 AM Building Your Company's Culture Room 337
Casey Burrows & Bear Godfrey, WreckMaster

11 AM - 5 PM Exhibit Hall Grand Entree