



# AT EXPOSITION CONFERENCES & TRAINING SCHEDULE

## WEDNESDAY, NOVEMBER 10, 2021 LOCATION

2:00 PM - 5:00 PM      Registration Open      Pratt Street Lobby, Baltimore Convention Center

## THURSDAY, NOVEMBER 11, 2021 LOCATION

7:00 AM - 8:00 AM      Registration Open: WreckMaster Participants **ONLY**      Pratt Street Lobby, Baltimore Convention Center

8:00 AM - 5:00 PM      Registration open

### TRAININGS & CLASSES

8:00 AM – 12:00 Noon      WreckMaster Heavy Duty Rotator Recovery Training Part I -Classroom      Convention Center Room 327  
[Casey Burrows, Ron Pullen, WreckMaster, \(Includes Lunch\)](#)

8:00 AM – 12:00 Noon      ERSCA Essentials of Light-Duty Quick Clearance – Hand      Camden Yards Lot H  
[Terry Abejuela, American Towman & Shane Coleman, ERSCA \(Includes lunch/ Shuttle Provided\)](#)

1:00 PM – 5:00 PM      WreckMaster Heavy Duty Rotator Recovery Training Part II - Hands-On      Camden Yards Lot H  
[Casey Burrows, Ron Pullen WreckMaster \(Shuttle Provided\)](#)

1:00 PM – 5:00 PM      ERSCA Essentials of Light-Duty Quick Clearance - Classroom      Convention Center Room 329  
[Terry Abejuela, American Towman & Shane Coleman, ERSCA](#)

## FRIDAY, NOVEMBER 12, 2021 LOCATION

7:00 AM - 8:00 AM      Registration Open: Recovery Billing & Passport Participants **ONLY**      Pratt Street Lobby - BCC

8:00 AM – 6:00 PM      Registration Open      Pratt Street Lobby, Baltimore Convention Center

### TRAINING & CLASSES

8:00 AM – 12:00 Noon      WreckMaster Heavy Duty Rotator Recovery Training - Classroom      Convention Center - Room 327  
[Casey Burrows, Ron Pullen, WreckMaster](#)

### COURSES

9:00 AM – 1:00 PM      Recovery Billing 8HR Course – Part I      Convention Center - Room 328  
[Presented by Bob & Eric Fouquette](#)

### SEMINARS

9:00 AM – 9:50 AM      How To Get More Cash Calls      Convention Center - Room 336  
[Jared Fischgrund & Chris Blake, OMG Tow Marketing](#)

9:00 AM - 9:50 AM      Fleets and Motor Carrier Compliance      Convention Center - Room 337  
[Brian Riker, American Towman](#)



# AT EXPOSITION CONFERENCES & TRAINING SCHEDULE

## FRIDAY, NOVEMBER 12, 2021 - CONTINUED LOCATION

9:00 AM - 9:50 AM	The Uncontaminated Vehicle Storage Facility (VSF) <a href="#">Jim Figueira, Ed Grubbs, Environmental Chemical Solutions</a>	Convention Center - Room 338
9:00 AM - 9:50 AM	Captive Insurance Alternative <a href="#">Todd Welch, Charter Partners USA</a>	Convention Center - Room 339
10:00 AM - 10:50 AM	Calculating Recovery Resistance <a href="#">Terry Abejuela, American Towman</a>	Convention Center - Room 336
10:00 AM - 10:50 AM	The 21st Century Towman: Examining New Trends in Communications <a href="#">Brian Jemison, Two Way Radio Gear</a>	Convention Center - Room 337
10:00 AM - 10:50 AM	How Tow Owners Can Protect Their Business <a href="#">Larry Oxenham, American Society for Asset Protection</a>	Convention Center - Room 338
11:00 AM - 11:50 AM	Recovery from Median Cable Barriers Systems <a href="#">Bobby Tuttle, CIRT</a>	Convention Center - Room 336
11:00 AM - 11:50 AM	"Top Gun" How Being the Best Will Lower Insurance Costs <a href="#">Rob Austin, Austin Insurance</a>	Convention Center - Room 337
<b>1:00 PM - 5:00 PM</b>	<b>Exhibit Hall Open</b>	
5:00 PM - 7:00 PM	The Business & Economics of Owning a Rotator <a href="#">Bob Fouquette, Big Wheel Towing</a>	Convention Center - Room 328

## SATURDAY, NOVEMBER 13, 2021 LOCATION

7:00 AM - 6:00 PM	Registration Open	Pratt Street Lobby, Baltimore Convention Center
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### COURSES

9:00 AM - 1:00 PM	Recovery Billing 8HR Course - Part II <a href="#">Presented by Bob &amp; Eric Fouquette</a>	Convention Center Room 328
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### SEMINARS

8:00 AM - 8:50 AM	Roadside Safety <a href="#">Bobby Tuttle, CIRT</a>	Convention Center - Room 336
8:00 AM - 8:50 AM	Using Technology to Reduce Insurance Costs <a href="#">Brian Riker, American Towman Magazine</a>	Convention Center - Room 337



# AT EXPOSITION CONFERENCES & TRAINING SCHEDULE

SATURDAY, NOVEMBER 13, 2021 CONTINUED		LOCATION
9:00 AM – 9:50 AM	Let There Be Light...or Not! <a href="#">John Borowski, Auto Return</a>	Convention Center - Room 336
9:00 AM – 9:50 AM	Understanding Recovery Equipment Ratings <a href="#">Terry Abejuela, American Towman</a>	Convention Center - Room 337
9:00 AM – 09:50 AM	Beating Your Competition for Online Cash Calls <a href="#">Lift Marketing Group, Kevin McMillan</a>	Convention Center - Room 338
9:00 AM- 11:00 AM	Police Towers Conference <a href="#">Police Towers of America, Ron Myers</a>	Convention Center - Room 339
10:00 AM - 10:50 AM	Get Found Online, Get More Cash Calls <a href="#">OMG Tow Marketing, Jared Fischgrund &amp; Chris Blake</a>	Convention Center - Room 336
10:00 AM – 10:50 AM	“ Air Cushions Mystery Theater” <a href="#">Matjack Jumbo Safelift, John Sweezy Jr, Jeff Martin &amp; Matt Bartlett</a>	Convention Center - Room 337
10:00 AM-10:50 AM	Billing for Liquid Debris Cleanup <a href="#">Jim Figueira, Ed Grubbs, Environmental Chemical Solutions</a>	Convention Center - Room 338
10:00 AM-10:50 AM	Building a Culture of Success <a href="#">Casey Burrows, Bear Godfrey, WreckMaster</a>	Convention Center Room 327
<b>11:00 PM - 6:00 PM</b>	<b>Exhibit Hall Grand Opening! Baltimore Convention Center</b>	

SUNDAY, NOVEMBER 14, 2021		LOCATION
8:00 AM – 4:00 PM	Registration Open	Pratt Street Lobby, Baltimore Convention Center
<b><u>COURSES</u></b>		
9:00 AM – 12 Noon	Recovery Business Success <a href="#">Documenting the Recovery, John Borowski</a> <a href="#">Billing the Recovery, Ron Myers Collecting on Recovery Invoice Collection, John Borowski</a> (Includes Light breakfast) Course Fee \$250.00 pp	Convention Center Room 329
<b>11:00 AM - 4:00 PM</b>	<b>Exhibit Hall Open</b>	
<b><u>SEMINARS</u></b>		
10:00 AM – 10:50 AM	Building Your Dream Presentation <a href="#">David Saline, Drive</a>	Convention Center - Room 337