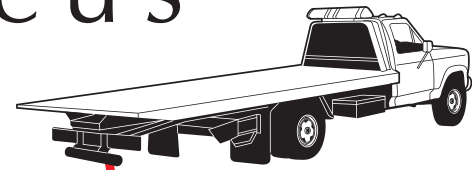


foreign  focus

Towing OVER THERE

Recovery is often done differently abroad – sometimes better

By Allan T. Duffin

Over the years American towers and their overseas counterparts have occasionally traded ideas, equipment, and stories of tricky recovery jobs. But there are marked distinctions in how domestic and international towing firms handle traffic incidents.

“Most industrialized countries use wreckers that are similar in size and design,” says Jack Schrock, a Towing Hall of Fame inductee. “Many of the designs we use in America were adapted from European models,” he added. “As a result, our recovery techniques can follow closely with theirs.” Nevertheless, there are many differences, most the result of Europe’s often colder and wetter weather, much narrower roads, and different traffic patterns.

During the past five years, recovery operations in the United Kingdom have

been centralized under the national Highways Agency. According to Liz Talbot, project lead for the traffic incident management program, the U.K.’s transportation network “includes various types of road, ranging from motorways carrying up to 200,000 vehicles per day to single carriageway trunk roads (the major A roads) carrying fewer than 10,000 vehicles per day.”

The National Traffic Control Centre (NTCC) monitors traffic round-the-clock via 1,730 closed-circuit television cameras positioned across the network. Recovery specialists on contract are required to respond within 30 minutes for small vehicles and 45 minutes for larger ones.

Tight Squeeze

A key characteristic of roads overseas is their tight width. Compared with American towers, who sometimes



In Europe, one or two mobile cranes are often used for recoveries

operate on six-lane highways and generous suburban streets, European operators often find themselves with little room in which to maneuver. This characteristic affects the equipment they use.

“Due to narrow roadways in Europe,

their tow trucks are shorter than ours and very often have tandem steering axles,” explained Tom Luciano, a respected and well-known training instructor [see sidebar, pg 29] and, like

See TOWING OVER THERE, page 27



Galaxy builds trucks in the Far East and sells ‘em here

By Allan T. Duffin

When you think of tow truck manufacturers, the major players come to mind: Miller, Jerr-Dan, NRC...but Galaxy? In an industry dominated by producers who have bought up smaller companies over the years — Miller, for example, has 11 nameplates under its umbrella — the idea of launching a new manufacturing firm sounds daunting if not downright impossible.

But in the burgeoning city of Whittier in southeastern Los Angeles County, CA, a group of towing professionals decided to establish a fresh

competitor in the tow truck manufacturing industry. Galaxy Towing Equipment claims to offer — as its advertising touts — “North America’s first full line of towing equipment that has been manufactured overseas.” That is, way overseas — in China!

In 2004, the founding partners — including Mark Hassan, chairman and chief executive officer, and Tony Nevarez, general manager — opened the business. According to Nevarez, the partners collectively boast some 70 years of experience in the industry. The rollout of Galaxy Towing was carefully planned. “Our concept was on the drawing board for at least five



Galaxy light-duty

years,” said Nevarez.

Starting up a new company in an already crowded industry might raise some eyebrows — something that Hassan readily acknowledges. “The rising costs of existing product lines, insurance, and fuel have reduced the profitability for the entire towing and recovery industry in the United States,” he explained. But, added Nevarez, “Great ideas, products, and services just take on a life of their own. I remember a time when the idea of paying for television programming was deemed a venture destined to fail.”

Forging ahead despite the skepticism of some industry experts, Galaxy Towing focused its business model on engineering quality equipment with low overhead while still turning a workable profit.

Go East, Young Men

To manufacture its products, the company’s founders looked to the Far East. “It is a fact that much of the raw steel in U.S. manufacturing, electronic components, wire rope and

See MADE IN CHINA, page 30

**NEW PRE-EMISSION
GMC 5500 & 6500
IN STOCK
READY FOR DELIVERY
CHASSIS ONLY OR COMPLETE
CAR CARRIER PACKAGE**



800.471.1020
The Right Truck Right Now!

**BEAT 2007
EMISSIONS**



DURAMAX

GMC 5500s

**Crew 6500s
IN STOCK**



Race Truck from Indy. 2007 pre-emission C5500, 19500 GVW, Duramax, auto, very loaded cab, with a Chevron 21' alum carrier, 102" wide, R/Rails, led light pkg, (2) 49" alum tool boxes, s/s. 1/4 fenders, strobe light bar Stock #7-145.



2006 (Pre-emission) GMC C5500, 26,000 GVW. Duramax, auto loaded cab, with a sp8000, 21' Vulcan alum. carrier, fixed rail, strappless wheel lift, hwy rotation kit, 36" tool box. Stock #t4254



2006 GMC C5500, Duramax, Auto Loaded Cab, 26,000 GVW, with a 21' Vulcan Steel Carrier 102" Wide, Remove rails, Strapless Wheel Lift, Stock #T4290



Race Truck from Indy. 2007 pre-emission, C5500, 19,500 GVW, Duramax, auto, loaded cab w/ a Chevron 512 Wrecker, stainless steel, 84" CA, stainless tunnel box, led light pkg., alum dress up kits, 8,000lb wheel lift, (2) 12,000lb winches, strobe light bar, stock #7-144



2006 C5500 Duramax, Auto, Loaded Cab, 19,500 GVW with a Vulcan 882 Wrecker, 24" Tunnel Box, Both with stainless steel option, Stock #T4470



2006 GMC C5500 19500 GVW, 300hp Duramax, Allison Auto, loaded cab, heated & remote mirrors, air ride seat, with a 21' Vulcan alum. fixed rail carrier, L-arm wheel lift, (2) center chain locks, t-hitch, strobe lite bar, 48" tool box. Stock #t4262 (ALSO AVAIL. IN BLACK) \$54,595.00 (AFTER REBATE)



2006 Peterbilt 378 Vulcan V70 35 Ton with 144 inch reach Under lift. Stallness steel body, 310 Wheel base, Cat power, 18 speed transmission, Peterbilt winching brake switch on dash. \$255,000. Stock #w778



2004 GMC, 2500 4x4, 6.0L gas, auto trans, SLT pkg., 51,000 miles with a century 412 wrecker, twin line, exst. boom, tow sling. stock #T4282A



NEW 2006 GMC 5500 26,000lb GVW, diesel 300HP, Allison Auto trans, loaded cab 21' Chevron steel carrier with wheel lift, Whelen strobe light bar, switch pannel, chain kit, tow lights, led lights, alum. tool box factory install \$58,890.00 AFTER REBATE FIRM. Stock #T4269



2007 Pre-emission, GMC C6500, crew cab, 7.8l Duramax, auto trans, loaded cab, with a 21' vulcan steel carrier, remove rails, strappless wheel lift, 48" tool box, (8) add chain locks. Stock #t4801.



2006 GMC C5500, 26,000 GVW, 300HP Duramax, auto trans, loaded cab, with a 22' Vulcan steel carrier, fixed rails, bed-painted red, (8) add chain locks, strappless wheel lift, 48" tool box, Sock #T4284.



2006 pre emission GMC, C5500, Duramax auto, 19500 GVW, loaded cab, with a Chevron 21' steel carrier, R/Rails, 48" tool box, stock #T4451.



Used 2005 CHEV 3500 4x4, Duramax, Auto, Loaded Cab, with leather, 105,000 miles with a Vulcan 882, 24" Tunnel Box, Both with Stainless option, Stock #T4258A



2006 GMC C5500, Duramax, Auto, Loaded Cab, 19,500 GVW, with a Chevron Renegade, Stainless Option, 24" Tunnel Box, Auto grip wheel lift, in cab controls, Stock #T4470



Used 2001 CHEV, C6500, 3126 CAT, 6-speed manual transmission, air brakes and suspension, 22.5 Rubber, Alum Wheels, with a Vulcan 894, oversize tunnel box, truck has 37,000 miles, Stock #T4672A

**HOURS:
Monday-Friday
7:30 AM to 5:30 PM
All Times Central**

**Parts Department &
12 Bay Service Department
Call Jim Hubbard at Ext. 180
for Parts & Service**

**CALL TOWING
EQUIPMENT SALES
800-471-1020
w/ Nationwide Delivery**

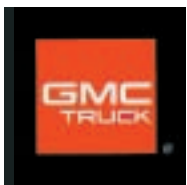
BOB FISH PONTIAC • BUICK • GMC TRUCK INC.
800-471-1020

**2275 S. MAIN ST.,
WEST BEND, WI 53095**

MORE TRUCKS AT

www.bobfishtrucks.com

FINANCING AND LEASING AVAILABLE



EMAIL:

bobfishtruck@bobfish.com



TOWING OVER THERE

continued from page 25

Shrock, a member of the Towing Hall of Fame. "This helps them turn in tighter corners and narrow intersections."

This physical difference in equipment allows towers in countries like England to handle their recovery scenarios differently from their American counterparts. Wreckers in the U.K. have an easier time squeezing into tight spaces and utilizing side-pulling to rescue disabled vehicles.



Rob Dragt

Rob Dragt is a Dutch towman and professional industry photographer

Crane Craft

In certain countries overseas, towing firms seldom if ever use wreckers at all. In Japan, for example, towers often use cranes instead of tow trucks for heavy-duty recovery. "The process is quite different there as a result," says Schrock. Moreover, he pointed out, halfway around the world, the towing industry isn't necessarily as advanced as Americans have come to expect. "In some developing countries of the former Russian bloc," noted Schrock, "towers did not even have wreckers. Esa Pyyhkalainen, a friend of mine from Finland, opened a towing and recovery business in Estonia, where he says they had previously used only horses, chains, and blocks for a recovery job."



Jack Shrock, who is in the Towing Hall of Fame

Due to geography and road design, the Netherlands has towers who are frequently able to make use of mobile cranes to lift disabled vehicles, much like their Japanese counterparts. Since the Netherlands is a much smaller country than the United States — just 1/230 the size — it is much easier to get from point to point. Therefore mobile cranes can be dispatched and arrive at an incident scene with great speed (see sidebar, pg 28).

See TOWING OVER THERE, page 28

Pierce Sales
Since 1976

WE INVITE YOU TO VISIT OUR WEBSITE: WWW.PIERCESALES.COM

YOU'LL FIND SPECIAL OFFERS AT BLOW-OUT PRICES!!
WE OFFER SECURE ORDERS ONLINE.

You Can also Call Us Toll-Free: 1-800-658-6301 for a FREE CATALOG with a Complete List of Products.

549 US Hwy. 287 S. • Henrietta, TX 76365
(940) 538-5643 • Fax: (940) 538-4382

CUSTER PRODUCTS LIMITED

•TOW LIGHTS
•WORK LIGHTS •SAFETY FLASHERS
•ADAPTERS & EXTENSIONS
•CUSTOM ORDERS

North Canton, Ohio • 1-800-490-3158
www.custerproducts.com

Discount
PARTS
Holmes

CENTURY & JERR-DAN PARTS!
Snatchblocks, dollies, cables, straps, slings, lights, chains!

Hamman Engineering
(800) 337-2350
(731) 627-2231
www.zacklifts.com

Glenn's auto parts

JERR-DAN

ROCKWOOD, TENNESSEE 37854
1-800-362-9889
www.glennsautoparts.com

New 06 C6500 CAT or Duramax. Auto, loaded. Starting \$57,900

★Over 50 New Trucks In Stock At All Times★
★Large Inventory of Used Trucks In Stock★

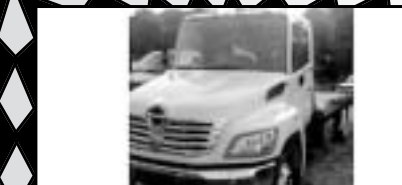
Save on Pre-Emission Trucks Available Now!!



2008 PETERBILT 335, 10 spd, 28ft. Jerr-Dan, transporter w/ decking, Call for price!



2008 KENWORTH T300, 260hp Paccar, Allison auto, air ride, air brakes, alum wheels, 21ft Jerr-Dan, loaded! Starting at \$71,100



2007 HINO 258. Auto, any 21ft Jerr-Dan bed you want! Call!



2007 PETERBILT 335, Cat, 230hp, Allison auto, air ride, air brakes, 21ft Jerr-Dan w/wheel lift, loaded! Starting @ \$75,000



2007 PETERBILT 335, Cat 330hp, Allison auto, loaded, 14 ton Jerr-Dan wrecker integrated



2008 FORD F650 EXTRA CAB, Cummins, 260 HP, Allison Auto., loaded, Starting @ \$64,000



2007 CHEVROLET C5500, 8.1L gas, or Duramax Diesel, 325hp, Allison auto, 21ft Jerr-Dan alum bed, STARTING @ \$51,000



2007 CHEVY C6500 CREW CAB, CAT 210 hp, allison auto, hard loaded w/21 ft. NGAF alum. Jerr-Dan alum. wheels, air compressor



2007 CHEVY C6500, CAT 210 hp, 21 ft. NGAF Jerr-Dan, hard, loaded, starting at \$58,500



2003 CHEVY 21FT ROLLBACK. 240K, 21ft removable rail steel Jerr-Dan, automatic, CAT Diesel. \$32,000.



2004 INTERNATIONAL DT466. 6 speed shift, Jerr-Dan with 3 car deck. \$37,500.



2003 INTERNATIONAL 4300 DT466, 6spd, 12 ton boom, 15,000lbs winch. \$39,500



2003 INTERNATIONAL 4300 DT466, 6spd, 21ft Jerr-Dan w/ wheel lift, 180k miles. \$32,500



2007 CHEVROLET C6500, Cat 210, Allison auto, 21ft Jerr-Dan removable rail steel bed, 15k miles, loaded, never been titled! \$57,000



2008 FORD F550 XLT, auto, Powerstroke 6.4L twin turbo, 19ft Jerr-Dan w/wheel lift, starting at \$55,500

331564

AXLE CAPS

AXLE COVERS FOR TOWING BUSES & TRUCKS



- NO GASKETS NEEDED
- ACCESS HOLE FOR ADDING OIL
- MODELS FOR EVERY MAJOR HUB
- SETS AVAILABLE

The Axle Cover Superstore
WWW.AXLECAP.NET
845-357-0829

Olson & Company
 Suffern, NY 10901
info@axlecap.net

TOWING OVER THERE

continued from page 27

“In the Netherlands it’s easy to call in a mobile crane with a lot of lifting capacity,” said Dutch tow supervisor and professional photographer Rob Dragt. “It’s difficult to recover a big 18-wheeler using a recovery truck, but it’s an easy job with one or two mobile cranes. Distances are not the same as in the United States.”

Better At Business

Looking beyond recovery techniques, Jack Schrock noted another huge difference between American and European towers that, left unchecked, he believed will do irreparable damage to the American towing industry. Schrock has noticed that for overseas towers, “there is much more ‘business’ in the business.”

According to Schrock, American towers focus more on operational technique than on the business and marketing techniques of their trade. “For example,” he said, “while attending a meeting of the International Federation of Recovery Specialists in Belgium, without exception everyone there was in a suit and tie with professional business skills that go far beyond just operating a wrecker.”



A hot and fast method of providing jump-start road service in Europe

Schrock also brought up another concern: that unless American towers think about business first, the towing industry could fall under the auspices of local government rather than continue as private contractors. “I’m con-



A new low loader built by GS of Meppel for Collewijn Towing and Recovery of Groenekan in Holland. The trailer will transport three vans, two tractors, or a truck, bus, or trailer on the 12-meter-long deck between the wheels. In Europe the height restriction is four meters, but these units have a permit for 4.30 meters and can transport all trucks and buses that are four meters high. Sliding-axle trailers are too high for transport in Europe.

cerned that we could see wreckers in firehouses in the future,” said Schrock. “Los Angeles has already started that trend.”

He also noted the insertion of the ambulance into the firehouse during the 1970s, pointing out that Los Angeles was the first to implement the approach before it spread across the country. He is concerned that the same trend could take hold with tow trucks.

More Control

Governments in countries like the United Kingdom are taking greater control of how tow trucks are integrated into their traffic management methods. Could the same thing happen in the U.S.? “Government at different levels is already going into the towing and recovery business,” said Schrock, who referenced government owned-and-operated wreckers in New York City and Chicago.

The Illinois Department of Transportation implemented the Minuteman Emergency Traffic Patrol program in 1960 to cut down on clearance time for traffic accidents and obstructions on interstate highways. Prior to that time, motorists or responding law

enforcement personnel often had to call for a wrecker themselves. With the Minuteman program, government-owned emergency vehicles — including specially designed heavy tow trucks — respond as a unit to traffic incidents.

“Business management is an uncomfortable process for many American towers, but recovery techniques are not,” said Schrock. “Therefore we usually want to talk only about what we know, rather than what we need to know.”

Due to American towers’ emphasis on operational technique rather than business development, noted Schrock, “the annual failure rate in towing and recovery businesses can be as high as 25 percent.”



There’s always more than one way to recover a casualty

Western Wrecker Sales, Inc.

Dare to Compare our Accessories prices before you order!

We strive to meet or beat our competition.

Many new & used units in stock ready to work.

Look for our classified listing or check out our website:

www.westernwrecker.com

Authorized Dealer



Need quality service, parts or towing & recovery equipment?

Call 1-800-452-2446
 Ask for Mike or Daryl

12841 NE Whitaker Way
 Portland, OR
www.westernwrecker.com

Call For A Crane

Dutch tow supervisor and professional photographer Rob Dragt described one recovery job where a mobile crane saved the day: “A truck was pulling a drawbar trailer loaded with two 20-foot box-shaped containers packed with scrap metal.”

The driver turned too quickly around the curve of the major two-lane highway on which he was traveling, overturning the truck. Worse yet, the vehicle crashed onto the emergency lane. The national highway agency shut down the highway until the truck could be lifted off the asphalt.

Due to the narrowness of the road, recovery specialists were unable to pull the truck upright with a straight



Cranes come in handy when winching won’t work

winch. Instead, to assist the tow truck already on scene, they called in a mobile crane with a 60-ton capacity. “First the crane lifted and lowered the self-lift system from the container on the truck,”

explained Dragt. “Later the crane was used as a restrainer to ‘catch’ the truck after it was winched over.” The crane also assisted with tipping the overturned container into an upright position.

MADE IN CHINA

continued from page 25

cable, raw textiles, and injection-molded products are all coming from China and other Asian countries,” explained Nevarez. “The reality is that in order to stay competitive, we must examine all options.”

In the end, Galaxy Towing chose the overseas option for its manufacturing base. The company develops and produces its products via a cross-cultural arrangement with experts in China, the United States’ second-highest trading partner with \$343 billion in sales last year. “Once our designs were completed,” said Nevarez, “we had to find a facility capable of producing the quantity and quality we insisted upon.”

Two years ago, Galaxy chose a factory in China to manufacture its towing equipment. American and Chinese engineers got to work and the assembly line began to roll. The first prototypes appeared last year.

The Chinese factory covers a sprawling 325,000 square feet. According to Nevarez, the company uses an underwater plasma cutter to slice the steel for its products. “All welds are performed by a robotic weld workshop and are inspected by an ultrasonic weld tester,” he added. Then the products are sand-blasted and given an electrophoresis treatment to rustproof them.

All of Galaxy’s gear is owned and designed by Hadley Towing Equipment, Inc. of Whittier, CA. The line includes the following products: standard-duty car carrier, zero-degree car carrier, light-duty combo wrecker, integrated self-loading wrecker, true medium-duty wrecker, 35-ton wrecker, and 40- and 70-ton rotators. Galaxy’s domestic workforce numbers 50 employees and is increasing as Galaxy’s distributor network grows.

While most of Galaxy’s products are built from the ground up in China and then exported whole to the U.S., one recent exception is a 60-ton rotator unit that was manufactured in China and shipped to Chicago, where the customer will mount it on a Peterbilt chassis. Likewise, another rotator unit will be shipped from China to California, where Galaxy will unite it with its chassis.



Galaxy cabover

Many Features

Galaxy Towing’s advertising materials list multiple features to lure new customers. Galaxy’s light-duty wrecker, the Model 4000, features a 6,000-pound underlift de-rated to 4,000 pounds of extended capacity. “Our five-ton carrier is a diamond-plate, solid side-rail unit with a full 21-foot useable platform,” said Nevarez. “A side-mount 8,000-pound winch adds to the flexibility of the unit.” The winch is designed to accommodate late model luxury vehicles equipped with only one tow hook on the driver or passenger side. Added Nevarez, “the sub-frame is equipped with not only top slide pads but also with side wear pads for additional protection and stability.”

Three years after the company’s inception, Nevarez feels that Galaxy Towing is making “strong inroads” into

the crowded U.S. market. “The sheer economics of the end product have already driven our factory to an unexpected level of production so early on,” said Nevarez.

He pointed to one client, Armada Towing and Transport, Inc., of San Bernardino, CA, as proof that Galaxy’s business model is working. According to Nevarez, Armada reported that it saved over \$24,000 by purchasing three wreckers from Galaxy Towing Equipment. One of Galaxy’s other original customers is the California Freeway Service Patrol (FSP) Program sponsored by the state Highway Patrol and Department of Transportation. Armed with a \$40 million annual budget, FSP’s fleet of 300 tow trucks patrol 1,400 miles of congested freeways to clear traffic obstructions and assist motorists in need.

Nevarez heads up marketing efforts for the company, which included send-

ing the Galaxy crew to the Western States Tow Show in Reno, NV this past June. “The buzz has been out there since the Reno show,” he said. “We’ve been aggressively marketing throughout the country.”

Ambitious Plans

Nevarez asserted that word-of-mouth and “positive publicity” about Galaxy’s pricing structure have generated a lot of business. “The savings on one of our light-duty products is equal to 1700 gallons of fuel or one year of insurance premiums for one unit,” he explained. “The larger the unit, the larger the savings.”

According to Nevarez, Galaxy’s customers average a 20 to 35 percent savings on each piece of equipment compared with other manufacturers’ offerings. Galaxy’s initial sales target is 150 units per month, with a goal of 300



Galaxy flatbed



Galaxy rotator

to 400 units sold per month over the next five years.

But what about the popular "Buy American" theme? Has Galaxy wrestled with potential clients that have concerns about manufacturing done overseas rather than in the U.S.? "We have not encountered that thus far," said Nevarez. "Our customers are aware that an ever-increasing number of American-designed products are being manufactured outside of the continental United States. The end users are quite relieved at the price structure and savings, which make them more profitable."

According to Nevarez, for customers concerned about quality control due to the production line being 6000 miles away from the home office, Galaxy has implemented measures to ensure that its equipment meets its domestic and international standards. Hadley Towing Equipment, Inc., the California company that designs the Galaxy line, has been in business since the early 1990s. As for the Chinese half of the partnership, "our factory has been ISO 9001-certified since 2001," said Nevarez.

"Our concept was on the drawing board for at least five years"

In addition, he said, "we are manufacturing to SAE J2512 (towing equipment specifications) and SAE J706 (winch specifications) recommended practices. All equipment is factory-tested and inspected by inspectors from Hadley Towing Equipment prior to departure from the factory in China."

Money Matters

On the financial front, Galaxy Towing Equipment has opened a new division, Galaxy Financial, which offers retail financing for clients with "A" through "D" credit ratings. Nevarez added that Galaxy Financial also offers dealer floor plans at rates comparable to existing industry lenders.

Production of towing equipment outside the United States has proven beneficial for Galaxy Towing and its customers. "Overseas manufacturing has allowed us to incorporate improvements and changes to the equipment and still maintain substantial savings," explained Nevarez. In addition to a fleet of vehicles ready for purchase in the U.S., customers can special order new equipment to be built at the factory in China. Deliveries take approximately eight weeks.

"We got involved in the painstaking design, engineering, and planning in order to bring some relief to the entire towing and recovery industry," said CEO Mark Hassan. "All of us are dedicated to producing a great product at outstanding savings," added Nevarez. "And we intend to keep it that way so that our industry can grow even stronger." ☛

SNEED TOWING INSURANCE

Nationwide Quotes

General Liability • Auto Liability • Auto Physical Damage
Garage Keepers Legal Liability • On Hook/Cargo • All Filings Handled

Call 800-619-7827

(901) 372-4580 • Fax (901) 333-7827
email: towing@sneedinsurance.com



076N369733A

ROBERT YOUNG'S WRECKER SALES

ROANOKE, VA

NEW AND USED WRECKERS
Distributor for



- 15 to 60 Ton Units
- 20 to 60 Ton Sliders
- 30-40-50 Ton Sliding Rotators
- 5 to 20 Ton Rollbacks
- We also sell chains, recovery straps, and supplies

1-800-246-4785
(540)-982-3809



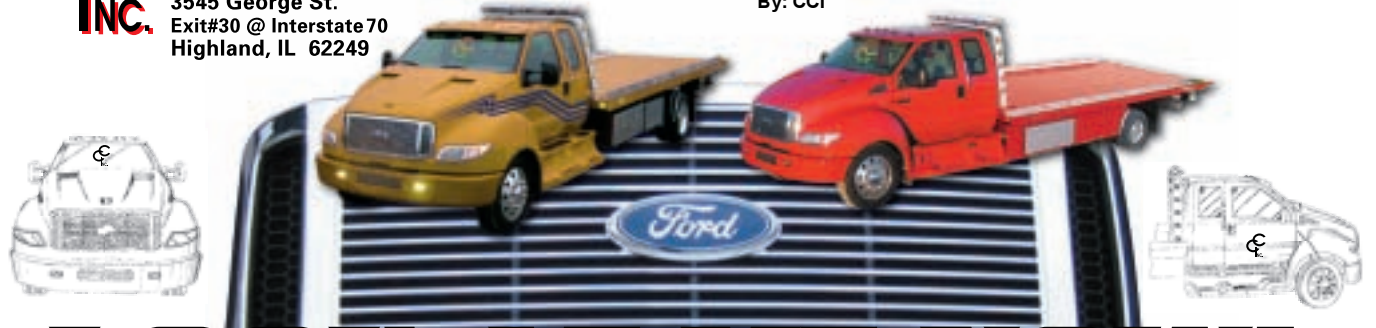
patent pending



By: CCI



Distributor of
Vulcan Products



LOOK AT ME NOW!



Kenworth T300 315HP 10 speed
w/Chevron 30' Aluminum IV Car



Hino 258LP 220HP Auto
w/Chevron 21' Steel Carrier



Freightliner M2 210HP Auto
w/Chevron 21' Steel Carrier



Ford F650 Super Cab 260HP Auto
w/Chevron 21' Steel Carrier



Ford F550 Ext. Cab Diesel Auto
w/Chevron Renegade Twin Line Wrecker



Ford F650 Super Cab 260HP Auto
w/Vulcan 21' Steel Carrier



Peterbilt Model 335 315HP 10 speed
w/Chevron 30' Steel IV Car



Ford F650 Super Cab 260HP Auto
w/Extreme Magna Pro Star & Chevron 21' Alum Carrier



Kenworth T300 315HP 10 speed
w/1016 Medium Duty Wrecker

800-443-5778 or 618-654-5555

www.chevroncommercial.com

We Specialize In Insuring Tow Trucks!

On Hook/Cargo Coverage
Garage Keepers
Workers Compensation
Repair Garages
Body Shops
Service Stations
Pennsylvania Only

CALL FOR A FREE
NO-OBLIGATION QUOTE

Penn Hills 412-244-1000
Cranberry 724-779-6300

Robinson
412-788-8200

FEDELE INSURANCE
SERVICES, INC.

PROVIDING AFFORDABLE INSURANCE
SINCE 1971

HAULING HISTORY

Getting Kicks On Rt. 66

*Towing on the "Mother Road"
is a Brown family affair*

By John Gunnell

They called it the "Mother Road" and "America's Main Street." When Marty Milner and George Maharis starred in the television series named after it, U.S. Highway 66 was the busiest and most traveled road in the United States. Its weekly appearances on the silver screen made the roadway famous and a symbol of personal freedom.

While the story lines were okay, the highway was the real star of the show with its real-life people painting a vivid portrait of roadside America — on a line from Illinois to California — and the country's creeping transition into franchise blight.

"Route 66" depicted the diners, drive-ins, and dives that did booming business along the shoulders of America's two-lane highways. From greasy spoons to gritty grease monkeys, the show realistically depicted a time in American history when traveling across the land was full of kicks and adventure, rather than an endless parade of standardized mile markers flying by in a high-speed blur.

Brown's Wrecker Service, Inc., of Bloomington-Normal, IL (Bloomington and Normal are sister cities), has a "connection to Route 66 through our business" according to Sheryl Brown. This family-operated towing service started hauling in cars in 1955. Brown's has been in the same location in Bloomington for that entire time. "It gets in your blood," Sheryl admitted. "We've done this a long time and seen lots of changes, but we love towing."

The Hall Of Fame

That love of the business may explain why Brown's Wrecker Service recently became the first full-time towing and road service company in the State of Illinois to be inducted into the Route 66 Hall of Fame in Pontiac, IL. Every year, companies or people who have a long-time association with Route 66 are nominated to receive this very prestigious honor from the Illinois Route 66 Association. In the past, gas stations that operated a wrecker may have been inducted, but Brown's is the first company to be inducted whose main business is towing.

A ceremony took place in June at the Route 66 Hotel and Conference Center in the state capitol in Springfield. About 300 people were in attendance. A press announcement noted that Brown's Wrecker Service has been fea-



Brad and Larry Brown with their Rt. 66 plaque

ured in numerous local and national magazines over the years and has also received several awards in the field of towing. It also mentioned the towing firm's efforts to beautify its premises and get a street named for the family business. That was realized when Dinsmore Street in Bloomington became Brown Street.

"Celebrating 52 years in business in 2007, Brown's started out with a 1948 Ford tow truck," noted a news release. "They still deliver timely, professional, courteous service with employees who possess over 140 years of combined experience, using the newest, most sophisticated, and up-to-date equipment available."

Picky, Picky

How did Larry and Sheryl Brown earn this tribute? "To begin with, we're very, very picky," said Sheryl. "We're picky about our operators and we're very picky about our equipment."

Brown's Wrecker Service has been written up in the Springfield, Pontiac and Bloomington newspapers, as well as in *Route 66 Magazine*. Awards the company has won in the past include completing all the requirements for four-star Towman Ace Award and winning one of the industry's oldest honors, a Towman 500 Award. They also got a Premises Beauty Award, which the City of Bloomington gives businesses for upgrading their facilities.

"We try to avoid being old-fashioned and we redid all our offices three years ago with white wainscot and got lots of compliments on the remodeling," Sheryl pointed out. "This is all inside a big, red, barn-style Morton metal building and when an ad salesman called on us, he went by two or three times and didn't know it was a towing business."

Larry Brown's grandfather actually started the family's involvement in the towing business. Then his father took

over, before Larry. Now Larry and Sheryl's son Brad is in the business, too. She described Brad as "second to none in the towing business — and as a son."

A Little History

According to Sheryl, Larry tried farming before settling into the towing business with his brother Gary. After Sheryl and Larry met, the couple had a well-running tow truck business that they operated out of a four-room house. They were running a produce business at the same time. "All of our invoices were handwritten back then," Sheryl recalled.

"Larry's dad was quite a person," Sheryl said. "When Larry wanted to get into bigger trucks, his dad told him that he shouldn't do that — and he was right." Today, Brown's focuses on light- and medium-duty towing. "We used to do heavy, but not any more," Sheryl declared. "Heavy-duty towing takes a lot of time and a lot of people."

Brown's has tried a lot of things over the years and found what works best for the company. Larry towed for a municipality for 36 years. "Then, they decided to go to a franchise situation," Sheryl explained. "They wanted a lot for nothing, plus a fee. We did the math and decided that working 24/7 all year long, towing 700 cars for next to nothing and paying really good employees to do

A Nostalgic Trip

When the Route 66 Association inducted Larry and Sheryl Brown into the Route 66 Hall of Fame, it wasn't only because the couple are successful towing service operators. The Browns also have emotional tie-ins to the historic highway that has been such a big part of their life and work.

This nostalgia for the "Mother Road" is reflected in the collector cars and trucks that the Brown family owns, which have been restored by their son Brad.

In 1995, Larry, Sheryl and a local radio announcer took a ride over Route 66 from Lynchburg through Bloomington in their classic '55 Chevy Bel Air convertible. "Boy, was it hot," Sheryl recalled.

Brad has restored four cars for the family collection. Sheryl described them as "the '55 Chevy, a '55 Chevy drag racer, a Dodge Charger and a '60s-something Caddy convertible."

Brad's big contribution to the history of the family-oriented company was his restoration of a 1948 Ford tow truck as a replica of the first vehicle that Brown's put into service way back in 1955. Brad located a similar Ford truck, mounted an old-time Weaver Auto Crane wrecker on the back, and completely restored the vintage vehicle with the company's old name and phone number lettered on the doors.

The '48 Ford is used in parades and other activities that promote the company. Last September, an independent auto repair shop borrowed it to take to the famous Thresherman's Reunion in Pontiac, IL.

Brad Brown also collects toy wreckers and has over 300 of them at the current time. "Brad likes cars," said his mom Sheryl. "He's a pretty good mechanic — he's pretty good at everything, in fact."

R&L PRODUCTS, INC.
Concepts That Excel

Self-Adhering
COLLISION
WRAP FILM



Self-adhering WRAP covers and protects cracked windshields, broken windows, sprung doors, caved-in roofs and any opening to protect vehicle interior from risk of damage from rain, wind, snow, dirt, etc., outdoors or indoors.

Part No.	Size / Description
428	36" x 100' Roll windshield
432	18" x 100' Roll doors, hoods & lids
433	48" x 100' Roll doors
434	24" x 50' Roll sidewindows



Detroit, MI 48211
1-800-584-8111
(313) 873-8806
Fax (313) 873-8809

it just didn't add up for us, so we walked away and it really worked out for us."

These days, Brown's really has a family focus — as well as an "extended family" of employees and customers. After 52 years of towing, this way of looking at life had become probably the most important motivator of Larry and Sheryl's combined thinking.

"You miss a lot of things in 52 years of towing and as you get older, you realize what you missed," is how Sheryl puts it. "You don't want your child to miss what you missed. As they say, 'Days go slow, but years go fast.' The changes we've made in the last three years, in the way we're running our business, give everyone a little extra personal time that's worth a lot."

A Tough Business

Sheryl said that she and Larry always tried to take care of their employees. "Since we're family, we consider employees family," she said. "We always tried to take care of our employees and offered them health insurance, a 401K plan, and profit sharing; the drivers

See GETTING KICKS ON RT. 66, page 34

Illinois Rt 66 Association

Route 66 was created in 1926 and was part of the federal highway system until 1985, when it was formally decommissioned and replaced by interstate highways. Illinois was the first state to have its section completely surfaced. The highway also passed through Missouri, Kansas, Oklahoma, Texas, New Mexico, Arizona, and California.

With the removal of federal Route 66 highway signs and the lack of any designation on maps, many people thought the road no longer existed, even though most of its 2,448 miles of pavement do still exist. The first state Route 66 Association was formed in 1987. Two years later, 15 people met in Pontiac, IL to form an association that was formalized in October 1989 in Dwight, IL.

The purpose of the Route 66 Association of Illinois (www.il66assoc.org) is to "preserve, promote and enjoy the past and present of U.S. Highway 66" with a focus on the portion in the State of Illinois. The group promotes tours, fairs and other public events along Route 66 and publishes a newsletter, a map and a series of travel brochures.

Each year on the second weekend in June, the association sponsors a weekend motor tour from Chicago to St. Louis in odd years and St. Louis to Chicago in even years on Route 66. The free Route 66 Association of Illinois Hall of Fame Museum in Pontiac was established in 2004. It commemorates the people, places and events that gave Route 66 its special character.

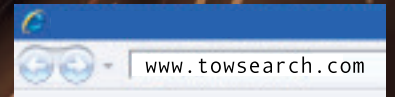
The association hopes to convince federal and state governments that Route 66 should receive special designation as a historic or scenic highway. A preservation committee has been formed to work on preserving what is left of the road. An oral and written history project is part of its efforts.

 <p>JUMBO LIFT (317)359-3078 TOLL FREE U.S. (800)-827-3755 OR (800)-495-8626 FAX: (317) 359-3079 EMAIL matjack@sprynet.com</p>	<p>INTERNATIONAL WRECKERS A DIVISION OF INDIANAPOLIS INDUSTRIAL PRODUCTS, INC. 1441 SAULIER CIRCLE WEST DRIVE, INDIANAPOLIS, IN 46229</p>  <p>TURBO LIFT</p>	 <p>MATJACK Visit our website www.matjack.com</p>
 <p>Landing Bag Provide for a controlled cushioned landing for a rolled over trailer</p>	<p>JUMBO SAFELIFT AIR CUSHIONS. THE BEST PROFESSIONAL TOWERS USE ONLY THE BEST PROFESSIONAL EQUIPMENT, BECAUSE THEIR REPUTATION RIDES ON IT! JUMBO CUSHIONS ARE THE BEST CUSHION IN THE RECOVERY BUSINESS.</p>	<p>Matjack Air Bags lift up to 70 tons with only one inch clearance, which allows you to place recovery straps or cushions. Also, they are great for load shifts and taking the stress off kingpins during rollovers!</p>

An out of town box truck carrying frozen food breaks down in your city...

Driver: Dispatch, this is 21... I've got trouble on I-45 southbound just past the interchange.

Dispatch: 10-4, Let me get you some help...



LOWSEARCH.COM
for the industry!

ARE YOU LISTED?

ALLAN'S OWN



1991 DRESSER 540 LOADER,
4&1 bucket, new rebuilt transmission, like-new tires, new lights, VERY nice machine! (A#JW2), **\$37,500**



1996 50 TON CHALLENGER TRI-AXLE LOWBOY,
ground bearing, self-contained hydraulic detach, 24' well, new low-pro tires, excellent condition, (AJW4), **\$27,900**



1999 INTERNATIONAL EAGLE 9400,
w/Redtop N14 465-525hp Cummins, 18 spd LL trans. w/Powershift air take-off, 2006 NRC 45 ton slider wrecker w/3 stage 50,000# under-reach extends 130", 3 stage wrecker boom extends 30'6", 326" WB, new brakes, drums, slack adjusters, front springs & hangers, shocks, tires & wheels, 596k actual, Pristine condition! Very few operating hours since built, (AJW5), **\$195,000, Will Trade**

(812) 243-2420

2611 N. 25th Street Terre Haute, IN

heavyequip@joink.com

Contact Allan Willig - after hours, call (812) 466-2420

Changing your address?

Don't miss a single issue of **Footnotes!**

Just complete and return this coupon.

Please attach your mailing label from this issue or fill in your old address below. Address changes received by the 10th of the month will be effective with the issue mailed on the 1st of the next month.

OLD ADDRESS

Name _____

Company _____

Mailing Address _____

City _____ State _____ Zip _____

NEW ADDRESS

Name _____

Company _____

Mailing Address _____

City _____ State _____ Zip _____

Question or Problem?

Please call our circulation manager at 1-860-767-3200, ext. 238, weekdays, 8:30AM-5:30PM. ET. Or drop us a note at the address below. We'll do all we can to ensure that you enjoy full value on your Footnotes subscription.

**TOWING & RECOVERY
FOOTNOTES**

10 Bokum Rd. Essex, CT 06426

GETTING KICKS ON RT.66

continued from page 33

always get 40 hours, plus bonuses." She noted that the operators who work for the company are good and stay with them for a long time.

The Browns feel that towing is a tough business, but that it can be a good one when you have a good customer base. "We have customers, but we don't consider them customers — they're friends," Sheryl said. "We still do a lot on a handshake basis and customers stay with you when they know the way you do things is the way you do things for yourself."

Having enacted many changes over the past few years, the Browns are enjoying the fruits of their many years of hard labor like the Route 66 Hall of Fame induction and a proclamation from State Representative Dan Brady honoring their years of service to the Bloomington-Normal community. They are also enjoying traveling (a favorite

destination is Alaska) and watching Brad get involved in his own hobbies of restoring old cars and trucks and collecting toy tow trucks.

"We met a lot of nice people over the years and now we want to visit those interesting people as we travel. Things are a little different here lately and it's nice. In the end, you finally have to decide what's 'profitable' to you. We've been very fortunate in our family business and in life."

Sheryl does, however, have one big frustration with the way towing is going these days. Certain modern industry practices just don't fit her personal philosophy of doing onto others as you would have them do onto you. As she put it, "You can be a towing service, you can even get awards, you can keep your equipment impeccable and you can hire only the best drivers and some motor clubs won't give you a penny more for what you do. There are good motor clubs out there that pay decent rates, but the good ones really stand out today." ❖



The original 1948 Ford



The 1948 Ford restored

SHOWS, TRAINING & DEMOS

PUBLICIZE YOUR TOW SHOW, BIG RECOVERY DEMO, TRAINING CLASSES OR REPO EVENT!

Nov. 3-4

**Heavy Recovery Class
with Tom Luciano
Air Bag/Cushion Class
with Howard Eagan**

Indianapolis Industrial Products
Indianapolis, IN
800-827-3755
317-359-3078
www.jandhsupply.com

Nov. 16

**Advanced Level Light Duty
Towing & Recovery Class**
Presented by Wes Wilburn
Consulting

BA Products Factory • Columbia, MD
910-486-8928 or Fax 910-486-8930
weswilburn@aol.com

Nov. 16-18

American Towman Exposition
Baltimore Convention Center
Baltimore, Maryland
800-732-3869

Nov. 3-4

**Wreckmaster
Level 4/5 Class**

The Woodland Place
Vinton, VA
www.wreckmaster.com
1-800-267-2266

Feb. 23-24, 2008

Wreckmaster Level 2/3 Class
The Woodland Place • Vinton, VA
www.wreckmaster.com
1-800-267-2266

SEND YOUR INFORMATION:

E-mail: BCandler@TraderOnline.com; **Fax:** 757-314-2510;

Mail: Bill Candler, Towing and Recovery Footnotes,
Dominion Enterprises, 150 Granby St., Norfolk, VA 23510

Towing Tribute

Here is what was read when Brown's Wrecker Service was inducted into the Illinois Rt 66 Association's Hall of Fame: "Brown's Wrecker Service originated in 1955 when it was established over 52 years ago. The towing service served the "Mother Road" during its heyday and continues today while serving the entire McLean County area.

"While serving travelers under 11 different State Police Captains, the Illinois State Police called on the Brown Family Wrecker Service at all hours of the day and night. In addition to handling many of the State Police calls on "66" and the other state highways, the Browns have worked with eight different Sheriffs from McLean County.

"The business is designated as a "Towman

500 Award" winner, which recognizes the wrecker service as one of the oldest in the nation. Brown's Wrecker Service started with a vintage 1948 hand-cranked tow truck that is currently restored and a part of the family tow truck fleet. The Brown Family has recently been honored by the City of Bloomington City Council when they changed the name of the street the business is located on from Dinsmore Street to Brown Street.

"The five generations of Browns to run the wrecker business started with James Brown Sr. and was followed by his son James Brown Jr. and his wife Betty, who nurtured the business into a very successful operation. Also participating in the operation over the past 52 years are or were family members Larry Brown and his wife Sheryl, Gary Brown, David Brown, and Brad and Lane Christian Brown."

TOW TRUCK TRADER

See our Website!
trfootnotes.com

CATEGORIES

- Associations
- Business for Sale
- Businesses Wanted
- Cab & Chassis
- Car Carriers
- Clothing
- Collection Services
- Communications
- Computer Hardware & Software
- Dealer Inventory Listing
- Equipment
- Fifth Wheel Units
- Finance/Leasing
- Heavy Duty Trucks
- Help Wanted
- Insurance
- Job Training
- Lien Services
- Light Duty Trucks
- Log Books
- Medium Duty Trucks
- Misc./Parts
- Miscellaneous
- Motor Clubs
- Safety Products
- Security Services
- Signs
- Skip Tracing Service
- Tires & Rims
- Trailers
- Wanted Ads
- Wheel Lifts/Add-on Units
- Winches
- Wrecker Repair

Sell your equipment here!

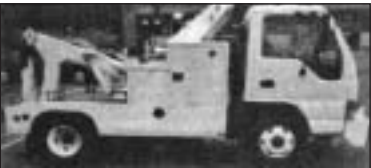
Contact your sales representative today by calling

(877) 219-7734

Light Duty



2004 CHEVROLET 3500 DURAMAX DIESEL 84 IN C/A, 4 WHEEL DRIVE, LOADED INTERIOR, CENTURY 301 EXPRESS SELF LOADER, SINGLE LINE WINCH & EXTENDABLE BOOM, 126000 MILES, VERY CLEAN, NO RUST, NO PROBLEMS, READY TO WORK. CALL TOM 618-667-7778



4 Cylinder Diesel-Auto, Auto Loader, In cab controls, Custom built big tunnel boxes, AC, Push bumper, Winch, 1998 with on 9,700 miles, Looks/Runs New! \$24K OBO WILL ALSO SELL BED SEPERATELY!!!

Medium Duty



2002 KENWORTH T300 CENTURY ROLLBACK

8.3 Cummins, 9-Speed, Air Conditioning, Aluminum Wheels, Air Ride, 28' Rollback, 600,000 Miles. \$29,900.

Call Larry Wehrs
Wehrs Chevrolet
800.562.0907



HAVE WHT, RED & BLK AVAIL/2008 CHEVY C-5500 Allison auto, 325hp/gas, loaded w/ 21ft 1035 Dual-Tech steel carrier, wheel lift, R-rails, 1-48" tool box, Jetstream light bar, work lights, all chains & straps, mag tow lights, switch panel, trailer hitch, DOT kit, (Simulators are NOT INCL.) \$46,870 Ask for Dennis, McDonough Truck & Trailer 866-320-9196



2004 Int'l 4300 215hp DT-466, 6-speed manual, air brake/air ride, eng. Brake, alum wheels, loaded, 162K W/ 21ft Century steel r-rails \$35,500 Ask for Dennis, McDonough Truck & Trailer 866-320-9196



2001 Pete 335, 215hp cat, 6-speed, alum. wheels 245K. W/21ft steel Jerr-Dan shark carrier. \$30,000. Ask for Dennis, McDonough Truck & Trailer. 866-320-9196.

TOWING & RECOVERY FOOTNOTES

Call: 1-800-444-7686 x238

M-F 9-5 ET

Write: T&R Footnotes

10 Bokum Rd., Essex, CT 06426

Fax: 1-860-767-2458

Heavy Duty



Edinburg Trucks
2007 ZACKLIFT UNDERREACHES, Edinburg Trucks is a Zacklift distributor, we ship nationwide. Turn your tractor into a wrecker or upfit an older wrecker. www.edinburgtrucks.com, 800-809-8761

WE BUY TRUCKS



HOLMES 750 25 TON, EXTENDABLE BOOMS, 45K REAR DRAG WINCH, HYDRAULIC STIFF LEGS, 71 WHITE 4000, 290 CUMMINS, 9 SPEED. ROAD-RANGER, P/S, 34K REARS, HENDRICKSON SPRING. GOOD STRONG RUNNING WRECKER!

518-563-6656

'96 Freightliner with 99 7 Car Trailer M11 Cummins, 330 HP, 10SPD. Everything works. Ice Cold Air. Being Used Daily. Complete with all Equipment. \$18,500.00. 708-385-8500



1986 Mack Superliner 200K miles IMMACULATE, heavy spec, wet line, a/c, headache rack, Aluminum fenders & 120 gal. tanks. 2001 Trail-Eze 48" x 102" sliding axle air ride trailer. Forklift package, 20K lb winch, center full length rub rail, cable roller guide, wireless remote. \$59,995.00 Firm- You won't find a better combo anywhere. Call Bob @ 508-965-3238



I PAY CASH FOR TANDEM AND SINGLE AXLE AIR BRAKE TOW TRUCKS, Call Ken Malpocker 314-974-0282. E-Mail- kmalpock@purposewrecker.com

381975

HKA10JD3

FIFTH WHEEL WRECKER

- Electric/Hydraulic
- 20-Ton Lift
- Fits Any Tractor



800-992-1478 TowYourOwn.com

1973 Ford Medium Duty Wrecker 30' single cable mast, 50 ton drag winch on rear, hydraulic stabilizing feet, 534 Ford motor runs great, needs a little body work & radiator repaired at the top. Asking \$5000 but open to reasonable offers. 2 Used 8' long hydraulic cylinders, 2 New 5' long hydraulic cylinders still in original crate, Fiberglass 50 gal hydraulic oil tank, sloped for mounting on truck. Asking \$100 each. 570-275-8822

SPEEDYBOOT MFG. CO. LLC

PAT PEND MADE IN USA
VERY FAST, VERY STEALTHY VEHICLE IMMOBILIZATION
SEE SPEEDYBOOT.COM and call: 1-800-982-6575

WEST END SERVICE, INC., serving our customers since 1928. Miller authorized distributor, Century, Challenger, Holmes, Chevron, Champion & more. 800-425-4455. www.westendservices.com



HEAVY DUTY HYDRAULIC PLANATARY WINCH 30,000LBS. HIGH, NEUTRAL, LOW, BRAND NEW IN CRATE. DRUM CAPACITY 350' OF 5/8 CABLE. 518-563-6656

Business For Sale

FOR SALE:

Towing & recovery business located in Southeast Florida 31 years-turn key operation

SERIOUS INQUIRIES ONLY CALL (561)-718-0939

Established Towing and Auto repair business for sale. State Towing and approved impound yard. Southwest Washington. Call 360-942-5603

Signs

TowSigns.com
Serving the Towing Industry Since 1985

1-800-800-9470
www.TowSigns.com

Tires & Rims

Insurance

JUNKCARINFO.COM

Want to Make Extra Cash
Get those extra leads to pick up more junk cars and trucks in your area.
You have nothing to lose and everything to gain, there are no monthly fees and sign up is free.
You only pay when you pick up a vehicle. So Log on and Sign Up Today!

info@junkcarinfo.com
Phone • (773) 491-9054

www.STORMINS.com

SERVICE-SELECTION-SAVINGS
Why Shop Anywhere Else?
334-774-7138
Used NRC Quickswap
Have truck? We'll sell!

EQUIPMENT SALES & SERVICE
1-800-243-7516
E-mail: daness@verizon.net
QUALITY NEW & USED EQUIPMENT

CLEAN GOOD
RUNNING/STATIONARY PYLON

03 INT'L 4300, DT-466, 220 H/P, Auto, 308K Miles, (Engine Sleeves, Injectors Etc. 100K Ago), Front End, King Pins/Spindles/Rotors/Brakes 9-07, Jerr Dan 21' Steel 2 Car Carrier and Wheel Lift, ALL LIGHTING OPTIONS.

NO MILES LIKE NEW

05 INT'L 4300, DT-466, Auto, A/C, P/W, P/D, Tilt, Tele Wheel, 25,500 GVW, Compressor, Jerr Dan 19' Aluminum 2 Car Carrier and Wheel Lift, All Lighting and Options, Removal Rails.

\$28,900 NEW INJECTORS/RUBBER

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

25 TON WITH HDU UNDERLIFT

89 Pete 378, CAT 3306B, 350 H/P, 9SPD, 65% Rubber, A/C, P/S, Tilt, 80 Gal. Alum. Tank, Dual Exhaust, 138" C/A, 155K Miles, Alum. Wheels, Century 25 Ton Hydraulic with 25,000 LB. Underlift, 2 up right boxes P/Side 3PR. Tools, Lanyard Control All Lights & Options.

AUTOGrip WHEEL LIFT

03' RED F450, 6.0 Diesel, Autotrans, XLT (80K) Miles, Chevron, Singleline Integrated Wrecker, X-Boom, All Lighting & Options. Still has warranty.

MOTOR REBUILT 7-06

02 INT'L 4300, DT-466, Auto, 230K Miles, Loaded, Vulcan 21' Steel, Stationary Pylon, Diamond Deck, All Lighting & Options. (Clean)

ALL HIGHWAY MILES

00 INT'L 4700 Black, DT-466, 210 H/P, 6+1 trans, loaded 324k miles, Chevron 19' aluminum 2 car carrier & wheel lift, All Lighting & Options. **\$20,500**

ALL HIGHWAY MILES/22' BED

00 INT'L 4700 Black, DT-466, 210 H/P, 6+1 Trans., 304K Miles, Loaded, Chevron 22.5' Aluminum 2 Car Carrier & Wheel Lift, All Lighting & Options. **\$21,500**

\$13,500 F-650 WITH 21' STEEL VULCAN

98 F-650 Cummins 190 H/P, 6 SPD, Approx 200k (Motor Knock, Truck Good on Long Runs) A/C, P/S, Heated Mirrors, Driver Air Seat, Rubber 75%, Vulcan, STL, Diamond Deck, R/Rails, Simulators, 5k Timbren Blocks, Wheel Lift, All Lighting & Options.

BANGED UP YARD TRUCK, NO TITLE

90 F450, 7.3 Diesel, 5SPD, A/C, PS, PW, PD, Jerr-Dan HPL 1000, Twin Line Hydraulic Winch & Wheel Lift, 84" C/A Tunnel Box, No Title. **Does Not Run**, Body and Chassis Needs TLC. **\$ 3,500**

DYNAMIC AUTOLOAD

\$15,900 NEW RUBBER / RBLT WHEEL LIFT

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

AUTOLOAD WHEEL LIFT

01 Ford F-450, XLT, 7.3 Diesel, Auto, 224K Miles, (Clean), Century Midnight Express D/Side Box, In-Cab Controls, Rubber Good, All Lighting and Options.

EXTENDED CAB/NICE SHAPE

04 INT'L 4300, 225 H/P, A/C, P/W, P/D, Tilt/Tele Wheel, HTD Mirrors, 173 K Miles, Champion 21' Steel 2 Car Carrier and wheel Lift, Removable rails, All Lighting Options.

EX CAB FORD 650

04 WHITE F-650, XLT, 230HP Cummins, Automatic, Loaded, 150K, Chevron 22.5' Aluminum 2-Car Carrier, Removable Rails, All Lighting & Options.

07 FORD 550 XLT, 6.0 Diesel, Automatic, Loaded, Chevron, 19FT Aluminum 2 Car, All Lighting & Options.

DON'T MISS THIS ONE REDUCED:
TAKE-OFF: \$1000 WITHOUT PLOW

87 F350, W/54K ORIGINAL MILES, 460 4-SPD w/Power Angle Plow, New Tires, A/C, P/S, Chrome Wheels, Run Boards, P/Bumper, Dollies, Single Cable Hydraulic & Wheel Lift. **\$7,000**

SPECIAL PRICING ON ALL CHEVY 6500 FLATBEDS
6500 CHEVY & 22' STL INDUSTRIAL BED

02 CHEVY 6500, CAT 3126, 210 hp, Allison auto, 132k miles, loaded, new rubber, Chevron 22.5' Series 14 industrial carrier diamond plate deck & 4k wheel lift, strobe bar, (2) 49" alum. boxes, All Lighting & Options.

6500 CHEVY & 20' STL DIAMOND DECK

02 CHEVY 6500, CAT 3126, 207 hp, Allison auto, 166k miles, loaded, new rubber, Chevron 20' diamond plate deck, r/rails, steel carrier and wheel lift, strobe bar, (2) 49" alum. boxes, All Lighting & Options.

CRACKED MOTOR / MUST MOVE
CHEVRON 12 TON WRECKER ON 6500/108" C/A

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**

99 INT'L 4700, Diesel, Auto, Loaded, 119K Miles, (Runs Like A Top), 60" Integrated 10-Ton Wrecker, Single Line Ex-Boom, Self Loader, Frame Forks, (New Paint & Lighting), In-Cab Controls, Simulators.

96 INT'L 4700, T4, 175 HP, 5 SPD, 108 CA, 141K, Rubber 75%, A/C, P/W, Century 612, 10 Ton Twinline, All Lighting & Options.

4x4 EAGLE SELF LOADER 50,000 MILES

86 F-350 4X4, 7.3 Diesel, 4 SPD, 60" C/A, Eagle Single Line Integrated Wrecker & Wheel Lift, Fiber Glass Sides **\$7,900**

GREAT SHAPE 77,000 MILES

99 INT'L 4700 Black, DT-466, 195 H/P 6+1 Trans., 22.5 Rubber, 77K Miles (Great Shape) Chevron 21.5 Steel 2 Car Carrier & Wheel Lift All Options & Lighting.

ALL USED 4X4's REDUCED

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!**

FORD SUPERCAB 4X4 CARRIER

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.

SERIES 14 INDUSTRIAL CARRIER

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

2003 INT'L 4300, 230 H/P, A/B, AR

6 Spd., 200K Miles, Loaded, Rubber 85% Chevron 21.5" Aluminum (Series 14 HD) Removable Rails, Air Brake & Ride, All Lighting & Options.

STUMP PULLERS

HOLMES 440 FOUR TON WRECKER 60" C/A, Angled Tailgate, Tow-Sling, Hanger Bearing, Flood/Stop/Tail/Turn & Marker Lights, Chrome Rails, (Decent Shape), Some Top Side Panel Rot. **\$1,500**

NORAR 4 Ton Wrecker, 60" C/A, Angled Tailgate, Tow Sling, Hanger Bearing, Stop/Tail/Turn & Marker Lights, Chrome Rails, (Good Shape) No Rot. **\$1,600**

GMC TOP KICK

3116 CAT, 170 H/P, 5 SPD., Trans., Loaded, Century 412 Hydraulic Wrecker & Wheel Lift 36" C/A (Well Maintained) All Lighting & Options. **\$17,500**

CHEVRON TWIN LINE 84" C/A

92 F-450, Diesel, 5 SPD, XLT, Rubber 80%, 84" Chevron 408 Eight Ton Hyd & Wheel Lift, 60" C/A Body w/24" Tunnel Box, (2) 9000 LB Planetary Winches, All Lighting & Options.

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.

00 INTERNATIONAL 4700 White, DT466, 195 HP, Loaded, 114K Miles, (New Clutch & Cam Sensors), Chevron 21' Alum. Series 14 Industrial Bed & 4k lb. Wheel Lift, All Lighting & Options.

CHEVRON 4-CAR STEEL TOP RACK

126" Long, 93.75" Wide, Sub Frame, (No Winch), **\$ 1,500**

4-CAR ALUMINUM TOP RACK

LIKE NEW 2005 CHEVRON SERIES 20, 4-car aluminum top rack. **\$ 1,850**

Dan Depalma, Jr or Sr. at
EQUIPMENT SALES & SERVICE
Bloomfield, NJ
(973) 743-7516 or (800) 243-7516

WHEEL SIMULATORS
(800) 677-0365

Low Prices - High Quality
16" thru 24.5"
www.wheelsimulator.com

TOW TRUCK INSURANCE AT AFFORDABLE RATES:

◆ Auto Liability ◆ Physical Damage ◆ On Hook/Cargo
◆ Garage Liability ◆ Garage Keepers Liability
◆ State & Federal Filings ◆ Commercial Property
◆ MCS-90 ◆ Low Premium Financing

(Assistance in obtaining I.C.C. Authority)

CALL:
Austin Insurance, Inc.

FOR PERSONALIZED SERVICE
1-800-548-7538
"We'll Come See You"

WE ALSO INSURE:

◆ Auto Salvage/Recycler Programs
◆ The Repossession Industry
◆ "New" Workers Compensation
◆ "New" Auto Transport Program

We provide coverage in the following states:
KY, TN, AR, MO, IL, IN, OH, OK, KS

Call (270) 628-3226 after 6:00 p.m.
2109 Broadway, Paducah, KY 42001
Fax: (270) 444-6809

VALLEY FORD TRUCK

5715 Canal Rd., Cleveland, OH 44125
Cleveland's Only Authorized Dynamic Distributor!

Cheveland's Newest Chevron Distributor!

 <p>2007 Ford F-450 / XLT DYNAMIC 701 LIGHTNING BODY 6.0L diesel, automatic, alloy rims, 60" CA, 34 gal. fuel cell, 17,500 GVW, dynamic 701 BTW, sling, outside and inside controls, tow dollies jet strobe LED light bar, LED light in kit, federal escape strobe light bar.</p>	 <p>2007 Ford F-550 DYNAMIC 701 BTW / XLT 6.0L turbo, automatic, 4x4, 84" CA, 34 gal. fuel cell, 17,500 GVW, dynamic 701 BTW, sling, outside and inside controls, tow dollies jet strobe LED light bar, LED light in body, texture decking.</p>	 <p>2008 Ford F-550 6.4L Diesel Auto Trans, Loaded Chassis 16000 pound GVW, Chevron Renegade 408V 8 Ton Telescopic Boom, Auto Grip wheel lift with in cab controls.</p>
 <p>2007 Ford F-650 JERR-DAN SHARK TILT BED / XLT 230 Cummins diesel, auto air compressor pkg., 21' steel dual angle Jerr-Dan tilt bed w/ wheel lift, 102" wide body, removable blade rails, 2-48" steel tool boxes with stainless doors, LED lighting Jerr-Dan rotator light bar, 2 sets of work lights, chains and straps, 2nd car tow lights.</p>	 <p>2008 Ford F-650 XLT Cummins diesel, Allison Auto Trans, Air compressor pkg, Chevron Serious 10 21.5 Steel Car carrier w/ Wheel lift, 2 - 49" aluminum tool boxes, Whelen strobe light bar, LED lighting, Chains and Straps. In attachments.</p>	 <p>2008 FORD F-750 / XLT 22' 7.5 TON STEEL CARRIER 4,000# WHEEL LIFT 6.7L Cummins, Allison 3000 5SPD auto, 2,200 miles, 33,000 GVW, wireless remote for winch, 10,000lb highspeed winch.</p>

800-533-2400 LBarton@Valley2.com

Help Wanted

EMPLOYMENT OPPORTUNITIES FOR A CAREER

*** JOIN A WINNING TEAM ***

United Road Towing

"The Nation's Largest Towing Company"

- Drivers Light, Med, Hvy (CDL & Non-CDL)
- Mechanics Welcome (All Shifts)
- Dispatchers Welcome (All Shifts)
- Management Positions Welcome (GM, Ops)

The United Road Towing Edge !!

- ☞ Health Benefits- Med, Dental, Life, 401k, STD
- ☞ Paid Holidays, Training, Uniforms, Vacations
- ☞ Latest Technology, Safety Bonus Programs

Positions available today in:
CA - NV - AZ - FL - TN - IN - IL - CT - MA

Interested Call 877-4URSTOW ext.2213
or email jobs@unitedroadtowing.com
www.unitedroadtowing.com

SAVE MONEY ON INSURANCE

"We Insure The Best Towers In The Industry"

Call today for a free quote
800-537-7152

Providing specialized insurance solutions to the towing industry for a quarter of a century.
CA 0D25393

PACIFIC GENERAL INSURANCE AGENCY

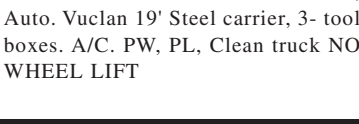
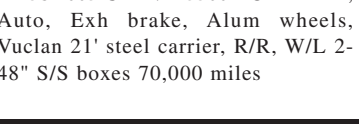
Providing Quotes in: IL, IN, IA, MI, MN, OH, NC, MO, KY, NE, KS, WI, GA, TN, MS, AL

CALL 800-888-0545

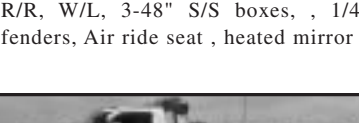
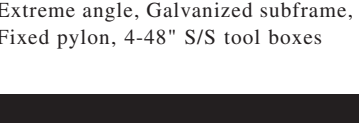
MEYER TRUCK CENTER

ASK FOR DAVE **913-764-2000** ASK FOR DAVE

 <p>#0424 2006 ISUZU NRR DIESEL. Auto, Vuclan 19' Steel carrier, 3- tool boxes. A/C, PW, PL, Clean truck NO WHEEL LIFT</p>	 <p>#4758 2005 CHEVY 5500 DURAMAX. Auto, Exh brake, Alum wheels, Vuclan 21' steel carrier, R/R, W/L 2-48" S/S boxes 70,000 miles</p>
---	--

 <p>#8060 2005 IH 4300 DT466, Auto, Air brake, Vulcan 21' steel carrier, R/R, W/L, 3-48" S/S boxes, , 1/4 fenders, Air ride seat , heated mirror</p>	 <p>#0058 2005 HINO 238LP, Toyota 220hp, Allison Auto, Vulcan 21' Steel Extreme angle, Galvanized subframe, Fixed pylon, 4-48" S/S tool boxes</p>
---	---

 <p>#5039 2003 CHEVY 5500, Duramax, Auto, Century 602 Aluminum body, 84" CA, Tow sling , Aluminum wheels, Good rubber, Clean truck</p>	 <p>#9700 200 CHEVY 3500HD 454GAS , Auto, Champion 19' Aluminium , W/L , PL, PW, Tilt ,Cruise, A/C, Approx 50K on motor</p>
---	---

 <p>#5039 2003 CHEVY 5500, Duramax, Auto, Century 602 Aluminum body, 84" CA, Tow sling , Aluminum wheels, Good rubber, Clean truck</p>	 <p>#9700 200 CHEVY 3500HD 454GAS , Auto, Champion 19' Aluminium , W/L , PL, PW, Tilt ,Cruise, A/C, Approx 50K on motor</p>
---	---

 <p>#5039 2003 CHEVY 5500, Duramax, Auto, Century 602 Aluminum body, 84" CA, Tow sling , Aluminum wheels, Good rubber, Clean truck</p>	 <p>#9700 200 CHEVY 3500HD 454GAS , Auto, Champion 19' Aluminium , W/L , PL, PW, Tilt ,Cruise, A/C, Approx 50K on motor</p>
---	---

SALES PARTS SERVICE ACCESSORIES
email: meyertc@gabs.net
SEE MORE INVENTORY AT
www.MeyerTruckCenter.com

Computers & Hardware

Beacon Software Company

Take Back Control

Make drivers accountable, empower your dispatchers, analyze employee performance, track customer trends, and increase profits while you take back control with Dispatch Anywhere.

Trusted by 6000+ Towers

Call us today: 866-437-6653
www.beaconsoftco.com

ALEXANDER INSURANCE AGENCY SINCE 1975

Serving the finest towing companies in:
AR, AZ, CO, NM, OK & TX

CALL 800-950-7911

TEXAS ONLY, 5 minutes from Austin Texas D.O.T. Paying too much for truck, cargo, storage insurance? Many companies to shop for you, free quotes. **Dan Central Insurance**, 800-315-1753 x115, 512-451-6651 x115, dbernbaum@centralins.com

MISSISSIPPI TOWERS, Wellington Associates of Jackson, your Towing & Recovery Insurance Group agent for Mississippi. Call Bill Crawford, CIC, Billy Horne, CIC, 800-442-0290.

KORTH INDUSTRIES INC. SALES SERVICE

GREENVILLE, WI 920-757-5023

- Quick Swaps in Stock
- New Composite Bodies
- Sliders, Rotators, Rollbeds
- Made to Order

TOWTALK.NET

PURPOSE WRECKERS SALES WITH THE NEW USED TRUCKS

NUSED • (New Beds, Used Chassis)



2006 FORD F650, 230HP CUMMINS, STK #246401

auto trans, 108K mi, power windows/locks, am/fm cd, stainless steel sims, a/c, 8,000 lb winch, 2-48" toolbox w/ SS front, Jet Stream light bar

2007 335 PETERBILT STK #696572

315 hp Cummins, 2-57 gal alum fuel tanks, air ride, CENTURY MODEL SER#5130-0358-106, 25 ton boom, 2-25,000 lb winches, alum body air winch free spools

2004 IH 4300 DT466E 6 cyl, 6 spd, pw, pl, ac, cruise, Century 21" steel, 112K mi, 8K lb winch, steel cab protector, 10K lb deck, remote winch free spool, dual controls, 2-48" tool boxes, independent wheel lift, upper floods, lower work lights, stk#618555

2007 FORD F650, stk#394228
230 hp Cummins, auto trans, 26,000 lb gvw, air brake, air ride, am/fm Cd player, a/c, drivers air seat, stainless steel rims, tilt, cruise, chrome, front bumper, Vulcan 21" steel, ser.#21S8-3900, 8K lb winch, removable rails, ditch snake recovery unit, planetary winch on ditch snake, hyd. ext, outriggers, dual controls.

2007 HINO, stk#S50445, 220 hp, Vulcan 21", steel RR

2004 378 PETERBILT 430 hp C12
CAT, 13 spd, 310" wb, 450K mi, Jake, Alcoa alum wheels, sleeper, dual chrome exhaust, drivers air seat, new Century 7035, 35 ton boom, 2-35,000 lb planetary winches, hydr rear spades, air winch, free spools, code 3 light bar, 2 yr. 100K engine warranty. Stk#821763

2001 KENWORTH T300, 300 hp

Cummins, 10 spd, 188K mi, 33,000 gvw, air ride, air brakes, alum wheels, a/c, 192" wb, Vulcan model 897, 14 ton boom 2-14,000 lb winches, 84" body, 36" tunnel tool box compartment, 2 pr axle forks, 6K lb strapless wheel lift, med duty truck hitch, amber strobe light bar, upper floods, lower work lights. stk#869950

1997 PETERBILT 475 hp Cat

15 spd, 356 K mi, air ride, 300" wb, eng. brake, a/c, dual exhaust, stainless steel visor, 24.5 alum wheels, drivers air seat, Vulcan model V55, 30 ton boom, 2-25,000 lb winches, hydr rear spades, 5 pr axle forks, flood lights, air & elec. hookups. Stk#417356

1998 CHEVY C6500, stk# 517708

3116 Cat diesel, 6 spd, 217K mi, cruise, 100" CA, pwr windows, 19.5 tires, air, dual steel fuel tanks, 10 ton boom, 2-8,000 lb winches, 6500 lb wheel lift, 24" tunnel tool boxes, code 3 mx 7000 light bar, upper floods, lower work lights, self load dollies, car sling, 1 pr axle forks.

2007 KENWORTH T800 Cummins

475 hp, 18 spd, eng. brake, 40K air ride, 38" sleeper, dual air ride seats, a/c, 24.5 alum wheels, cb, am/fm/cd stereo, Century model 5130, 25 ton boom, 2-25,000 lb winches, air winch free spools, mx 7000 light bar, air & elec hookups, 24" alum tool box hydr rear spades, w/ d-rings, wired remote for wheel lift. Stk# 177749

2007 378 PETERBILT 475 hp

Cummins, 18 spd, air ride, 36" sleeper, eng brake, 24.5 alum wheels, a/c, dual polished alum fuel tanks, am/fm/cd-cb stereo, Century model 5130, 25 ton boom, 2-25,000 lb planetary winches, air winch free spool, mx 7000 strobe bar, alum body w/24" tunnel, 3 stage underlift w/tilt. Stk# 6444402

1997 379 PETERBILT Det 60

series, 10 spd, 646K mi, air ride, eng brake, dual alum fuel tanks, 294" wb, a/c, 2001 Century 5130, 25 ton boom, 2-25,000 lb winches, alum body, air winch free spools, 115" reach underlift, hydr rear spades, 24" alum tunnel box, Whelen strobe light bar, 5 pr axle forks, Aero light pylon. Stk# 440123

1996 FREIGHTLINER FLD 280 hp

Cummins M11, 9 spd, 157K mi, a/c, 11R25.5 alum wheels, 32,000 lb gvw, spring susp, 1-100 gal alum fuel tank, 2002 Century 716, 2-16k winches, 16 ton boom, hydr rear spades, 3 stage underlift, 6,000 lb tire lift, 3 pr axle forks, air sift pto, cable tensioners, 3mx, 7000 lightbar, winch free spool handles. stk#837876

1996 IH 4700 DT 466 6 CYL DIESEL,

7 spd, 321k mi, 11R22.5 tires-alum wheels, drivers air seat, tractor package, air brakes, am/fm/cd stereo, Century 716 form 3, 16 ton boom 2-16,000 lb winches, hydr spades, 3 stage underlift, 3 pr med duty truck hitch, mx 7000 light bar, air & elec hookups. Stk#392674

2007 IH 4300 220hp, DT466E auto

trans, 26K lb gvw, pw, pl, tilt/steer, 2 man pass seat, 8K lb winch, removable rails, dual controls, 2-48" tool boxes w/SS fronts, v-chain, remote winch free spool, bunny ears in deck, cable roller guide. stk#445666

Contact your friendly salesman at :
Purpose Wrecker Sales
St. Louis, Mo (636) 639-9700
www.purposewrecker.com

409931

HKA11GL

SELL YOUR EQUIPMENT HERE!

Contact your sales representative today by calling

877-219-7734

CALL TODAY PARTS TOMORROW

Zip's offers same-day shipping on the industry's largest inventory of repair parts and accessories.



800-222-6047
www.zips.com



THE PARTS WAREHOUSE

1-800-243-7516

CHEVRON • CENTURY
HOLMES • CHALLENGER
EAGLE • VULCAN
CHAMPION • DYNAMIC

Custom Chain Assortments

"We Specialize in Old and Obsolete Parts"

All types of Lighting Products

WHELEN • FEDERAL • SIGNAL
UNITY • CODE III
WINCHES:
RAMSEY / BRADEN / WARN



8600 Frederick Road
Ellicott City, MD 21043

1-800-425-4455
www.westendservice.com



CALL FOR INVENTORY

Discount

PARTS

Holmes

CENTURY & JERR-DAN PARTS!

Snatchblocks, dollies, cables, straps, slings, lights, chains!

Hamman Engineering

(800) 337-2350

(731) 627-2231

www.zacklifts.com



DON'T MISS THIS BARGAIN!!
All "BRAND NEW!!"
2007 Freightliner Coronado, 510HP, Series 60, 18sp, Rotator, Spec Tri-Axel, Vulcan V-100 (50 Ton), 144" Underlift, SP850-XP Recovery Unit, Check out the price on this one for a real deal!

"SOMEONE IS MISSING ON THIS ONE!!!!"
"Challenger 8807 on a 2001 Sterling, 50 Ton stick boom, SDU/2 Underlift, Low miles, Built new as a wrecker, Rotator-spec, Tri-Axel chassis. \$178,500

2001 KENWORTH T800 w/ Century 7035, Cummins 460, 13SP, Less Than 210L miles. Built New as a Wrecker for a Miller Show Truck.

"AFFORDABLE ROTATOR!!!"
1997 Century 1060S. New SDU/3 Underlift (144" reach), 1997 Western Star, 425 CAT, Heavy Spec., Built New as a Rotator! \$255,000

2006 JERR-DAN 500-280
Long Stinger on a 2000 Freightliner Century, 435 Cummins, 13sp, Air-ride, Aluminum wheels, IMMACULATE! Call for a deal.

2003 FREIGHTLINER M2 w/ Century 21" R/R, 6SP, Call for details!

01 CHEVROLET 3500
Extended Cab, Duramax, Auto, Black, Century 301M

2005 FORD F-450,
Diesel, Auto, White, Vulcan 810 Intruder

2004 FORD F-450
Super Cab XLT, Diesel, Auto, Aluminum Wheels, Century 301M, Dollies, Go-Jacks. Beautiful! Runs & Drives Like New

2003 FREIGHTLINER M2 3126 CAT, with a Vulcan 28" Wood deck. Call for details!

2002 CHEVROLET C6500 CAT 3126, 6 SPD, 108" CA WITH A VULCAN 892 WITH SS BODY AND DOUBLE TUNNEL BOXES. CALL FOR DETAILS

INTERNATIONAL WRECKERS
6 to choose from,
Call for Details

1971 AM GENERAL, M816.250 CUMMINS, NEW REAR TIRES, OTHER UPDATES, ONLY 35K MILES WITH "ARMY STYLE ROTATOR" EVERYTHING WORKS!

MANY USED CARRIERS AVAILABLE

CROUCH'S WRECKER & EQUIPMENT SALES

Kingston Springs (Nashville), TN
(800) 628-5212 or (615) 952-3287
E-mail: crouchsales@comcast.net

www.zacklifts.com

•Medium & Heavy Duty Underlifts

•Exceptional Pricing

• Ask About Free Shipping



•Visit

www.zacklifts.com
For more Information



(800) 337-2350
HAMMAN ENGINEERING

Robert Young's WRECKER SALES & ACCESSORIES

1-800-246-4785



2006 Peterbilt 378, 20,000lb Steer Axle, 52,000lb Rears, 17,000lb Pusher Axle, Triple Frame, 550 CAT, 18 Speed, Power Windows, Power Door Locks, A/C, Cruise, Tilt, Leather Interior, Air Ride Seats, All Aluminum Wheels, NRC 40 Ton Sliding Rotator, 3 Stage Boom, Lower Aux. Winches, 50,000lb Under Reach, 60" Tunnel Tool Box, Winch Covers, Stainless Package, Light Pylon, LED Lights, 72" Argent Light Bar.



1988 Ford F-350, 4x4, Power Windows, Power Lock, Cruise, Micro Lock Brakes, A/C, Dual Tanks, 5 Speed Trans, Century 10 Ton, Whelen Light Bar, 3,000lb Wheel Lift, New Front Tires



Used mechanical wreckers, Holmes 750, Holmes 600, and Welbuilt



1997 International DT466E, Automatic, Chevron 410 Bed w/ 2-10,000lb Winches, Power Windows, 90,000 miles



1977 GMC General, 350 Cummins w/ Jakes, 13 Speed Trans., 750 Holmes, 32,000lb Triple "K" Under Reach, Drag Winch.



1997 KENWORTH T 600 w/48" Sleeper, 60 Series Detroit, Super 10 Trans., NEW NRC 25 Ton Fixed Boom, 35 lb under reach, 72" Tunnel tool box lights, Winch Covers, Light Pylon, Wired Remote Control.

www.robertyoungtrucks.com

WESTERN WRECKER SALES, INC.

Need a TRUCK NOW?...
WWS can deliver
(pictures and specs online
www.westernwrecker.com)

NEW International Units Ready to Go

07 International, RED loaded chassis, DT466, auto, airbrakes, air ride, exhaust brake, alcoas, 21' Vulcan Steel, removable rails (vin 5930) \$72,950

07 International, WHITE loaded chassis, DT466, auto, airbrakes, air ride, exhaust brake, alcoas, 21' Century Steel, removable rails (vin 3001) call for price

07 International, Red loaded chassis, auto, airbrakes, air ride, exhaust brake, alcoas, 21.6' Vulcan Aluminum BLADE removable rail (vin 8849) \$71,950

07 International, White loaded chassis, 245hp, auto, airbrakes, air ride, exhaust brake, alcoas, 21' Century Aluminum, galvanized subframe (vin 5068) \$71,950

NEW International Units Ready to Build

07 International, RED EXTEND CAB loaded chassis, auto, air brakes, air ride, exhaust brake, alcoas (vin 9588)

07 Internationals, white loaded chassis, auto, air brakes, air ride, exhaust brake (vin 7924)

(TWO) 07 Internationals, white loaded chassis, 6 speed (vin 9355; 9343)

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

All chassis' pre-emission change! Get your deposit in - new emission requirements will increase truck prices substantially!

NEW Ford 450 Units

08 Ford F450, white loaded chassis, auto, diesel, 60CA (vin 6830) NEW EMISSION

08 Ford F450, SUPER CAB black loaded chassis, auto, diesel (vin 6833) NEW EMISSION UNIT

NEW Ford 550 Units

07 Ford F550, white loaded chassis, auto, diesel, 84CA (vin 3173) ready to build

07 Ford F550, 4x4 - white loaded chassis, auto, diesel, 60 CA (vin 5762) ready to build

NEW Ford 650 Units

07 Ford F650, WHITE SUPER CAB, loaded chassis, auto, air brakes, air ride, exhaust brake, 260hp, 21' Century Steel, removable rails (vin 6513) Call For Price

NEW GMC Units

2007 Chev C6500, white loaded chassis, 25,950 GVW, duramax, 215hp, 144CA (vin 5659) ready to build

2007 Chev C6500, white loaded chassis, 25,950 GVW, Auto Duramax, 215hp, 21' Century Steel, removable rails—102wide (vin 3373) \$68,962

NEW HINO Units

2008 Hino, white loaded chassis, auto, air brakes NEW EMISSIONS (vin 0016)

2007 Hino, white loaded chassis, auto, 220hp - (vin 0370) ready to build

NEW UD Unit

2007 UD, white loaded chassis (vin 0594) ready to build

New Freightliner Unit

2007 Freightliner M2, White loaded chassis, auto, airbrakes, air ride with dump valve, alcoas, 21' Vulcan Steel removable rails (vin 5525) \$72,978

All 2007 Units are pre-emission! Want to install your own unit?

Call us...our carryout prices will SURPRISE you! Over 35 Vulcan and Century Carriers or Wreckers in stock and ready to ship to your location.

Need a truck?

We have the chassis' ready to build! We have the units on the ground ready to install! We have the staff to build 'em - usually in less than 10 days CALL US - We can deliver!

Used Carriers, Rollbacks, Car Hauler

2002 International 4300, auto, 21' Century Steel, right approach (vin 1698) \$36,500

2002 Freightliner FL60 EXT CAB, Cummins 6 speed, 21' Century Steel Removable Rails (vin 6660) mileage 153,999 \$42,000

Used Wreckers

1989 Ford F350, Holmes P1 singleline 4 ton wrecker (vin 3172) AS IS does not run \$4,950

Need Parts for Vulcan, Century, American Wheel Lift, Holmes, Champion, Challenger? Need Parts for Ramsey or Warn Winches? Need Whelen, Federal Signal, Code3, BA Products, All Grip, Phoenix Accessories? No Problem...Call US - we can serve your towing needs!

The authorized dealer for Century, Challenger, Champion, Eagle, Holmes, Vulcan towing equipment and Ramsey and Warn winches. For over 45 years we have offered custom manufacturing and repairs in our 3 bay shop, parts and accessories with same day shipping, in-house leasing OAC. Wreckers are our only business! Call Daryl or Mike.



12841 NE Whitaker Way
Portland OR

Call us at 800-547-4985

Email info@westernwrecker.com
Website www.westernwrecker.com

www.zacklifts.com

- Cables
- Chains
- Straps
- Lights

DISCOUNT PRICES!

- Slings
- Dollies
- Blocks
- Simulators

1-800-337-2350
Hamman Engineering

MATTHEWS

GARAGE & BODY REPAIR

Please Call 770-382-0900 or 770-527-5163
email:matthewsgarage@bellsouth.net

NAC

- Hydraulic Wreckers • Rotators • Sliders
- Rollbacks • Quickswaps
- Frame Alterations • Tag Axles
- Aircushions • Matjacks
- Code 3 Lights
- Complete Installation
- Custom paint Schemes

Website Coming Soon!

WILL YOU BE IN BALTIMORE ON FRIDAY NOVEMBER 16, 2007?

If yes, stop by the B/A Products Co. factory in Columbia, Md for:

- Factory Tour of largest Tow Truck Accessories & Heavy Duty Rigging manufacturer in America.
- **FREE HEAVY DUTY & LIGHT DUTY DEMOS** by Wes Wilburn Consulting. 1 day class held by Wes Wilburn Consulting with Certification. Call 910-486-8928 or email: weswilburn@aol.com to register. Only \$195.00 if registered by 11/2/07. B/A Products Co. will pay \$100.00 of the fee.
- Free lunch, door prizes, shuttle from downtown hotels & Convention Center to B/A Products Co. factory (15 miles south of the city)

Wes Wilburn Consulting

B/A PRODUCTS CO. OPEN HOUSE NOVEMBER 2007

<p>Nov 3 Advanced Level Light Duty Class Atlanta, GA</p> <p>Nov 9-10-11 Advanced Level HD Towmasters Concorde, NH</p> <p>Feb 9-10, 2008 Advanced Level Light Duty Class FT Lauderdale, FL</p> <p>March 11-12 Two Day Heavy Duty Class Eagle Lake, TX</p> <p>April 16-17 Two Day Light Duty Class Myrtle Beach, SC</p>	<p>April 18-19 Tanker Recovery with Tom Luciano Myrtle Beach, SC</p> <p>April 26-27 Two Day Heavy Duty Class Indianapolis, IN</p> <p>May 3-4 Two Day Light Duty Class & Two Day Heavy Duty Class Des Moines, IA</p> <p>May 17-18 Two Day Heavy Duty Class St. Louis, MO</p> <p>June 21-22 Two Day Heavy Duty Class Salisbury, PA</p>
--	---

Each session is filled with some theory and LOTS of hands-on sessions. We focus on many different aspects of towing & recovery, including quicker/safer methods & new ideas from all across North America. Class prices range from \$195.00 per person for the one day sessions to \$395 for the two day sessions. There are significant discounts for preregistration.

For More Information Check Out: www.towcoop.com or Call 910-486-8928

Knowledge is power!

GET IT UP



Sava heavy lifting bags, now available from Zip's, give you the heavy-duty lift you need for the hardest jobs.

Zip's TRUCK EQUIPMENT INC.

800-222-6047
www.zips.com

ZACKLIFT
www.zacklifts.com



WHEEL LIFTS
Repo • Add-On



HAMMAN ENGINEERING
1-800-337-2350

Fifthwheelers • Underlifts • Wreckers

GIVE YOUR BUSINESS A LIFT

Raise your level of service, and profits, with Sava heavy lifting bags from Zip's.

Zip's TRUCK EQUIPMENT INC.

800-222-6047
www.zips.com

TOWING & RECOVERY FOOTNOTES

Name _____

Company _____

Address _____

City _____ State _____ ZIP _____

Daytime Phone : () _____

E-mail: _____

Text Only (up to 20 Words) \$47.00

Standard Photo (up to 35 Words) \$58.00

Large Photo (up to 60 Words) \$99.00

Jumbo Photo (up to 100 Words) \$162.00

Ad Color to any Photo Ad \$10.00

SUB TOTAL \$ _____

NUMBER OF MONTHS X _____

TOTAL AD CHARGE \$ _____

Please send a 12-month FOOTNOTES subscription to me at the address above for \$30.

SUBSCRIPTION CHARGE \$ _____

TOTAL AMOUNT ENCLOSED \$ _____

Check/Money order enclosed

Please charge to my MasterCard VISA DISCOVER AMERICAN EXPRESS

CREDIT CARD # _____ EXP. DATE (MO/YR) _____

CUSTOMER SIGNATURE _____

Faxed or e-mailed ads MUST include ad copy, name, address, and credit card information. We cannot confirm receipt.

Please publish my photo ad for: Light Medium Heavy Duty Equipment

1 month 2 months 3 months

WE DO NOT ISSUE REFUNDS. Photo Size _____

STATE ABBREVIATION REQUIRED

2	3	4
5	6	7
8	9	10
11	12	13
14	15	16
17	18	19
20	21	22
23	24	25
26	27	28
29	30	31
32	33	34
35		

* For Large and Jumbo Ads please add additional wording on a separate piece of paper.

Deadline: 1st of the month. One month prior to issue date. (Example: January 1 for February issue, circulated mid-February.) Ads must be received in our office by the deadline, otherwise they will appear in earliest available issue.

Payment: Check/Money Order, MasterCard, Visa, American Express or Discover credit card information must accompany order. **We do not issue refunds.**

Please submit this form with your payment to: FOOTNOTES, Classified Department, 150 Granby St., Norfolk, VA 23510 • (877) 219-7734 ext. 1 Fax: (757) 314-2510

WWW.CECILWILSON.COM



Price Reduced

Cecil Wilson, broker
205-956-2852
WWW.CECILWILSON.COM

2000 KENWORTH W900 W/NEW 2006 25-TON JERR-DAN, 460-N14 Cummins, 10 spd, 658k miles, Jakes, 370 rears, all alum. wheels, 11R-22.5 new tires, mid roof, 312" wb, 2 S/S air filters, planetary winches, wireless remote, heavy duty longer under reach w/bus bars, 5th wheel & pintle hook up, left hand controls, light metallic blue-green.



Cecil Wilson, broker
205-956-2852
WWW.CECILWILSON.COM

1996 PETERBILT 4024, 330 Cummins 300 HP, 10 spd, air ride, mileage 160,000 approx. aluminum wheels, air driver seat, 2 passengers, 11R-22.5 tires, front 90% approx., Century 20 ton, 4024 T, ramsey 20,000 winches, whelan strobe light, Tail board, electric controls, color black



Cecil Wilson, broker
205-956-2852
WWW.CECILWILSON.COM

2008 PETE 335, Cummins 300 hp, pac car engine, automatic, air brakes, air ride, dump valve, aluminum wheels, 22.5 low pro tires, exhaust brake, New style 2008 21' FT Chevron steel Carrier w/removable rails, 2 - 50" boxes, Whelan strobe bar light



Cecil Wilson, broker
205-956-2852
WWW.CECILWILSON.COM

1999 PETE 379, extended hood, 36" sleeper, 500 cat engine, 18 spd, 367" WB, 342 rear ratio, 46000 rears, 20,000 front, Weights 62,000 lbs, oyster white color, w/2005 Century 1060 3 stage boom & SDU 3 under reach, portioned remote Controls, 50,000 lb drag winch, front tires floats 90% approx, rears 80% approx, mileage 600,000 approx



Cecil Wilson, broker
205-956-2852
WWW.CECILWILSON.COM

2005 CHALLENGER 50 TON ROTATOR, #8808, 2-50,000 planetary winches & also w/deck winches, 1 rear camera, aluminum body, SDU - 2 under reach, 55,000 lb retracted, 17,000 extended, corner strobes, Whelan light bar, radio remote, 206 CA, simulators, 1985 Kenworth C500, refurbished, 300 Cummins, 13 spd, spring suspension, rear GVW 46,000, Red color



Cecil Wilson, broker
205-956-2852
WWW.CECILWILSON.COM

WHITE 2004 F650, extended cab, cloth interior, cat engine, 7 spd, spring suspension, air brakes, Mileage 116,467 approx, simulators, 21 ft steel Chevron, removeable rails, 2 - 48" boxes, whelan strobe



Cecil Wilson, broker
205-956-2852
WWW.CECILWILSON.COM

2005 CHALLENGER 50 TON ROTATOR, #8808, 2 - 50,000 planetary winches & also w/deck winches, 1 rear camera, alum. body, SDU - 2 under reach, 55,000lb retracted, 17,000 ext. corner strobes, Whelan light bar, radio remote, 206 CA, simulators, 1985 Kenworth C500, refurbished, 300 Cummins, 13 spd, spring suspension, rear GVW 46,000 Red color



14 Ton Vulcan

Cecil Wilson, broker
205-956-2852
WWW.CECILWILSON.COM

2000 6500 CHEVROLET, 3126 cat, 210 HP, 6 spd, air brakes, raised roof, 22.5 aluminum wheels, 27216 GVW, 325,000 miles approx, overhauled 100,000 miles back, Vulcan 897 14 ton, 14,000 lb winches, 8,000 lb full extended, 10,000 retracted, 2 sets of forks, whelan strobe bar, bunk dollies, 26,000 tow rating, 150' x 1/2 cable, tandem hyd pumps



Cecil Wilson, broker
205-956-2852
WWW.CECILWILSON.COM

1996 FRT FLD 120 MID-ROOF, M-11 Cummins 330hp, 10 Spd, Eaton rears, 308 ratio, Virgin Tires 11-22.5, tires 6 Aluminum Wheels, air ride, 900,000 miles, overhauled 250,000 AGO, w/2000 V-50 25 ton Vulcan, left hand controls, planetary 25,000lb. winches, back up camera, corner strobes, strobe bar lights & wings, forks & spring hangers.



Cecil Wilson, broker
205-956-2852
WWW.CECILWILSON.COM

995 IHC 4700, 444E engine, 5 speed, red color, simulators, mileage 397,000 approx, 19 ft. Champion aluminum carrier, 2 - tool boxes, whelan strobe light, \$14,500



Cecil Wilson, broker
205-956-2852
WWW.CECILWILSON.COM

7 IHC 2002-2004, DT 7 Speed and Automatics and 21FT



Cecil Wilson, broker
205-956-2852
WWW.CECILWILSON.COM

1999 CHEVY 6500 CAT, 210 hp, 6 speed, 177,145 mileage approx., 108 ca, new white and red paint, 12 ton Chevron medium duty truck tow bar, whelan strobe bar, 6500 lbs wheel lift, w/forks, lots of lights, simulators, sun visor.



Cecil Wilson, broker
205-956-2852
WWW.CECILWILSON.COM

2001 PETE 379, LITE BLUE COLOR W/2007 25-TON JERR-DAN, 4475 hp CAT, 13 speed, 355 rears, tires virgin 70%, aluminum wheels, 2 air seats, 2 air cleaners, dual exhaust, 320" WB, plantry winches, wireless 8 function radio remote, 5th wheel & pintle hook, bus bars, forks, chain brackets, trailer lite & cord.



35 TON CHALLENGER

Cecil Wilson, broker
205-956-2852
WWW.CECILWILSON.COM

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.



PRICE REDUCED

Cecil Wilson, broker
205-956-2852
WWW.CECILWILSON.COM

2007 FREIGHTLINER M2, mercedes engine, 250 HP, 6 spd, 29,000 GVW, airbrakes, trailer hookups, Chevron model 1016.16 ton wrecker, aluminum body, intergrated wheel lift, retracted 12,000 lbs, extended 8500 lbs. tow rating 32,000 Car and truck L arms, hyd rear spades, total equipped, 136 CA



Cecil Wilson, broker
205-956-2852
WWW.CECILWILSON.COM

1995 IHC 4700, 444E, 108 CA, 5 speed, 389718 miles approx. color red, white and yellow, Holmes 552, 10 ton boom, 15,000 lb winches, 9/16" cable, 6500 lb wheel lift at full extension, simulators, rotator light bar, works every day. Medium duty truck tow bar, southern truck



Cecil Wilson, broker
205-956-2852
WWW.CECILWILSON.COM

1994 CHEV. KODIAK 3116 CAT, 275 hp, 8 speed, 215950 approx mileage, aluminum wheels, air brakes, 11 R.22.5 tires, Dual chrom exhaust, air driver seat, air horn, chrome bumper, 33,000 gvw, 1994 Century 4024, 20 ton, hyd spades, whelan strobe Bar light, bus bars, 3 sets of forks, remote cord, red color new



Cecil Wilson, broker
205-956-2852
WWW.CECILWILSON.COM

1997 FREIGHTLINER FL60 5.9 CUMMINS, 190 hp, 6 speed, w/approx. 200,000 miles, simulators, interior clean, lever lock brake, elec windows, 21 ft vulcan steel removeable rails, Whelan strobe bar light 2-48" tool boxes



Cecil Wilson, broker
205-956-2852
WWW.CECILWILSON.COM

USED 2007 KEMP'S 38,000 LB. 5TH WHEEL, 118" of reach, 4 sets of forks, bus bars, 4 tool boxes, fenders, 12 ft remote, Whelan 4 strobe bar, wet kit,



Cecil Wilson, broker
205-956-2852
WWW.CECILWILSON.COM

NEW 2004 NRC, 3 stage under lift, never has been installed, all controls and hookups for installation, total hyd. in prime, 38,000lb Lift, 80,000lb Tow Rating.



Cecil Wilson, broker
205-956-2852
WWW.CECILWILSON.COM

1989 FLD FREIGHTLINER, 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



Cecil Wilson, broker
205-956-2852
WWW.CECILWILSON.COM

2000 PETERBILT, 379 cat engine, 475 HP, 15 spd, air ride, double framed 924,000 miles approx. white color, 40,000 rears, standup sleeper w/rear window, New 35 ton Vulcan V70, planetary winches, Whelan strobe light, with or without paint, Aluminum body, corded remote wheel lift, bus bars, spring hangers, chain brackets, 6 sets of forks, trailer towing brackets



Cecil Wilson, broker
205-956-2852
WWW.CECILWILSON.COM

2004 - M2 FREIGHTLINER MERCEDES, Automatic Allison transmission, air ride, air brakes, 26,000 GVW, under CDL aluminum wheels, 22.5 virgin tires, rear new, front 50% approx., white and red color, 229,000 miles approx., 21ft steel Vulcan, removeable rails, independent head board, whelan strobe



Cecil Wilson, broker
205-956-2852
WWW.CECILWILSON.COM

2004 IHC 4300 DT 466, 215hp, Allison automatic, air ride & air brake, 26,000 gvw, under CDL, 19.5 tires, simulators, white & red color, tires 80% virgin approx., 260,000 miles, dump valve, 21ft Champion steel, removeable rails, independent headboard, whelan strobe, all chains and hook ups, super clean



Price Reduced

Cecil Wilson, broker
205-956-2852
WWW.CECILWILSON.COM

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.



Cecil Wilson, broker
205-956-2852
WWW.CECILWILSON.COM

2003 Pete 379, Reg cab, C15 cat, 475-550 HP, 10 spd, 373 ratio, 63" unibelt sleeper, 553,000 approx. miles, aluminum wheels & virgin approx. 95%, 2005 Aatac 35 ton, bus bars, 176 CA, 336 WB, front hyd outriggers, 4 sets of forks, 5th wheel, pental hook, trailer receiver, chain hook ups, radio remote, dual controls & in cab, 200 led lights, 26 strobes, air deflector, hood wings, 35,000 Ramsey 2 spd winches



Cecil Wilson, broker
205-956-2852
WWW.CECILWILSON.COM

2004 F650 XLT EC, automatic, black, cat 230 HP, 21 ft. Champion steel, removable rails, whelan strobe, Simulators, 2 - 60" boxes, mileage 115,000 approx



Cecil Wilson, broker
205-956-2852
WWW.CECILWILSON.COM

2001 TRIPLE K QUICK SWAP W/ 1998 INTERNATIONAL, 3406 cat, 410 HP, Jake, 10 speed, tires 80% virgin approx, color white, red & blue, Air ride, 2001 Triple K Kooma quick swap, electric over hyd, bus bars, 3 sets of forks

WWW.CECILWILSON.COM

we won't leave you stranded.

for comprehensive tow service insurance...



THE INSURANCE PROFESSIONALS, INC.

For over 25 years, The Insurance Professionals has been your choice for tow service underwriting. We respond quickly with the comprehensive coverage that private tow services need.

For more information call 800-266-4446.

We wrote the book on towing insurance. Broker inquiries invited.

8140 North Hayden Road, Scottsdale, AZ 85258-2466

phone: 480-991-3600

fax: 480-991-0990

www.theinspros.com