



American Towman ShowPlace-Las Vegas 2019 Conference & Training Schedule



Schedule Subject to Change | Revised April 29, 2019 | * Extra Fee

Wednesday, May 8, 2019

7:00 AM – 5:00 PM

Registration Open

Training & Classes

8:00 AM – 6:00 PM

CTTA Light Duty Level 1 Towing/Recovery Certification Part I of IV*: 9 Hours Classroom
Terry Abejuela, Certified Instructor, CTTA, fee required, Cypress

8:00 AM – Noon

Heavy-Duty Recovery Training: Conventional & Rotator-Part I of III*, Classroom
Bruce Campbell, WreckMaster, fee required, Joshua

12:00 – 3:00 PM

CTTA Towing Regulatory Oversight Council (TROC) Intake Meeting, Palm

1:00 – 5:00 PM

Heavy-Duty Recovery Training: Conventional & Rotator-Part II of III*, Hands On
Bruce Campbell, WreckMaster, fee required, Arena

1:00 – 5:00 PM

FHWA SHRP2 TIM TRAINING – FREE 4 Hour Certification, Sonoma A
Nevada TIM Coalition: Jose Norena, Big Valley Towing; along with Nevada Highway Patrol, NDOT Maintenance, Las Vegas Fire, Parsons Transportation

6:00 PM

Live Recovery Demonstration, sponsored by *Jerr-Dan Corp.*, South Point Arena

CONFERENCE PASSPORT SEMINARS*

CONFERENCE KEY: Business (BUS), Insurance (INS), Legislative (LEG), Safety (SAF), Sales & Marketing (S&M), Towing & Recovery (T&R)

TIME	KEY	SEMINAR
1:00 – 1:50 PM	BUS	Why Are More Towing Companies Using Software? , <i>Tom Bacon, Towbook, Sonoma B</i>
1:00 – 1:50 PM	S&M	Brand Yourself Online to Dominate Your Market , <i>Daniel Ostrov, Whiterail Media, Sonoma C</i>
2:00 – 2:50 PM	INS	Insurance Strategies for Today's Volatile Market , <i>Bobby Tuttle, CIRT, Sonoma C</i>
3:00 – 3:50 PM	S&M	How to Make Your Company Stand Out Online , <i>Porter Perkins, Podium, Sonoma C</i>

Thursday, May 9, 2019

7:00 AM – 6:00 PM

Registration Open, South Point Hotel & Casino Exhibit Hall Pavilion

Training & Classes

8:00 AM – Noon

Heavy-Duty Recovery Training: Conventional & Rotator-Part III*: *by WreckMaster*, Joshua

9:00 AM – 1:00 PM

Recovery Billing Course*, Recovery Billing Unlimited, **Part I of II**, Sonoma D

10:00 AM – 1:00 PM

CTTA Light Duty Level 1 Towing/Recovery - Part II of IV*: 3 Hours Hands-On, Concourse

CONFERENCE PASSPORT SEMINARS*

CONFERENCE KEY: Business (BUS), Legislative (LEG), Safety (SAF), Sales & Marketing (S&M), Towing & Recovery (T&R)

TIME	KEY	SEMINAR
8:00 – 8:50 AM	T&R	Reducing Line Tension with Snatch Blocks , <i>Terry Abejuela, American Towman, Sonoma A</i>
8:00 – 8:50 AM	BUS	IoT – The Connected Workforce , <i>Daniel Young, US Fleet Tracking, Sonoma B</i>
9:00 – 9:50 AM	T&R	Effective Lockout Techniques , <i>Dave Kisselburgh, Automobile Club of Southern California, Sonoma A</i>
9:00 – 9:50 AM	T&R	How to Safely Strap & Tow a Motorcycle , Sonoma B <i>Miguel Cifuentes, Road America & Skip Gosser, Aumsville Equipment Sales/AmeriDeck</i>
9:00 – 9:50 AM	SAF	Building an Advanced Warning Area , <i>Randall Resch, American Towman, Sonoma C</i>
10:00 – 10:50 AM	S&M	Keep Pace with Google Changes , <i>Dennis Wencel, Lift Marketing Group, Sonoma A</i>
10:00 – 2:00 PM	LEG	Working with Legislators , <i>Joanne Blyton, TRAA-LAN, Sam Johnson, TROC, CTTA</i> <i>Brooks Ellison & Kirk Blackburn, Ellison Wilson Advocacy, Sonoma B</i>
10:00 – 10:50 AM	BUS	OSHA and the Towing Industry , <i>Brian J. Riker, American Towman, Sonoma C</i>
11:00 – 11:50 AM	SAF	Three Proven Ways to Improve Fleet Safety , <i>Eleanor Horowitz, Samsara, Sonoma A</i>
11:00 – 11:50 AM	BUS	Are you Busy? Or Just Dizzy? <i>John Borowski, AutoReturn, Sonoma C</i>

12 Noon – 5:00 PM

Exhibit Hall Open

Training & Classes

12:15 – 3:00 PM

Allstate Roadside Services Luxury Vehicle Education, Concourse Booth #A20

12:15 – 1:00 PM: BMW | 1:15 – 2:00 PM: Achieving Efficiency and Accuracy | 2:15 – 3:00 PM: Maserati

5:00 PM

Live Recovery Demonstration, sponsored by *Miller Industries*, South Point Arena

6:00 – 9:00 PM

CTTA Light Duty Level 1 Towing/Recovery - Part III of IV*: 3 Hours Hands On, Concourse



American Towman ShowPlace-Las Vegas 2019 Conference & Training Schedule



Schedule Subject to Change | Revised April 25, 2019 | * Extra Fee

Friday, May 10, 2019

7:00 AM – 5:00 PM

Registration Open

Training & Classes

9:00 AM – 1:00 PM

Recovery Billing Course*, Part II of II, Recovery Billing Unlimited, Sonoma D

11:00 AM

Live Recovery Demonstration, sponsored by NRC, South Point Arena

1:00 – 2:00 PM

CTTA Light Duty Level 1 Towing/Recovery* - Part IV of IV Certification Testing, Cypress

CONFERENCE PASSPORT SEMINARS*

KEY: Business (BUS), Legislative (LEG), Safety (SAF), Police Towers (PTC), Sales & Marketing (S&M), Towing & Recovery (T&R)

TIME	KEY	SEMINAR
8:00 – 8:50 AM	SAF	Defensive Driving/Driving Professionalism , Brian J. Riker, American Towman, Sonoma A
8:00 – 8:50 AM	S&M	Handling Customers Today/Preparing for Tomorrow Mike Rappaport, OMG National, Sonoma B
8:00 – 8:50 AM	BUS	Understanding Electronic Payments , NXGEN, Sonoma C
9:00 – 9:50 AM	BUS	Billing for Liquid Debris Cleanup , Jim Figueira, Environmental Chemical Solutions, Sonoma A
9:00 – 9:50 AM	T&R	WHY are you here? Bear Godfrey, WreckMaster, Sonoma B
9:00 – 9:50 AM	BUS	From the Dispatch Office , Randall Resch, American Towman, Sonoma C
10:00 – 10:50 AM	BUS	Pricing: Are you Leaving Money on the Table? John Borowski, AutoReturn, Sonoma A
10:00 – 10:50 AM	BUS	Selling Your Value to Callers , Mike Porter, Speed's Towing, Sonoma B
10:00 – 10:50 AM	SAF	Roadside Safety , Terry Abejuela, American Towman, Sonoma C

12 Noon – 5:00 PM

Exhibit Hall Open

Training & Classes

12:15 – 3:00 PM

Allstate Roadside Services Luxury Vehicle Education, Concourse Booth #A20

12:15 – 1:00 PM: Ferrari

1:15 – 2:00 PM: Overcoming Obstacles

2:15 – 3:00 PM: General Motors

Saturday, May 11, 2019

CONFERENCE PASSPORT SEMINARS*

KEY: Business (BUS), Legislative (LEG), Safety (SAF), Police Towers (PTC), Sales & Marketing (S&M), Towing & Recovery (T&R)

TIME	KEY	SEMINAR
9:00 AM - Noon	PTC	Police Towers Conference , Ron Myers, Police Towers of America, Sonoma A