



Dear BC Towing Industry,

In the past week WCABA met with Associate Deputy Minister and CEO of Finance, Sheila Taylor. ICBC's oversight is currently under the Ministry of Finance. The purpose of the meeting was strictly to communicate the various towing industry issues we have been experiencing over the past couple of years with the ILO program and of course the whole relationship with the towing industry, ICBC and police agencies through out BC.

Our message was clear from a "towing industry perspective only". We don't need to tell you, the towing industry is a cornerstone industry that operates on a 24/7 and 365 days a year working with our partners, the police agencies across our province. It is important that the province needs to clearly understand that as well. We have requested the BC government engage with regards to the Federal Competition Bureau opinion that was requested by ICBC. This has resulted in the uncertainty in the towing industry over the past year. We fail to see the legality of what ICBC has done, especially in light that other crown monopoly insurance companies in Canada have maintained status quo.

The WCABA was formed by founding members in the towing industry. It is our belief that a united and cohesive BC towing industry should be and is our long-term goal. It is about our industry and not as a sideline that has the collision industry giving away our storage and pushing for a "one tow system" that cuts out portions of their own industry as well.

There is no question the uncertainty has caused distrust in addition to some members of the towing industry working with ICBC in a secret fashion. I want to remind everyone the successful bidder to the Rental Industry "Request for Proposal" (RFP) tendered by ICBC 4 years ago was given to Hertz Rent a Car who barely had a presence in the province of BC.

Many of you have communicated that you are very concerned that ICBC may put out a RFP and go to one towing supplier in the lower mainland. Any company that believes they have the inside track with ICBC may find themselves out bid by a company that's not even in this jurisdiction. This is exactly what happened with the Auto Rental business.

The board of Directors of the WCABA are asking for your support in joining our BC towing membership. We feel it is important that a new perspective and strategy has merit in communicating with the BC government, which is the sole shareholder of ICBC. By joining you are financially supporting a towing only perspective and lobbying effort.

Please contact us if you require further information.

Yours truly,

Western Canada Automotive Business Association

A handwritten signature in blue ink, appearing to read "Dale Finch", is positioned above the name and title of the signatory.

Dale Finch
President & CEO

Founding Members

Jamie Davis
Garry Leach
Jason Davis
Tom Lutz
Don Kleinfelder