

TRENDS

Tire Industry News

Editor: Bob Bignell
Issue 1301

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Dealers Association

President: Mike McClory

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President's Message



The Ontario Tire Dealers Association has become a conduit for issues relating to the Ontario Tire Stewardship program. These issues include the reduction of Collector allowances. With help from the OTDA the OTS's decision to decrease the Collector allowance has been postponed pending further analysis. That's the good news. Recently the OTDA polled our membership in an effort to identify concerns and comments relating to the Ontario Tire Stewardship program. The results were astronomical. Many of our members have been subject to OTS audits and disallowed Collector claims. The Collector allowance is not a source of revenue but cost recuperation based on a sound study commissioned by the OTDA. The cost to responsibly collect and store tires destined to be recycled in Ontario was assessed by our study to be \$1.29 the OTS and Waste Diversion Ontario agreed to \$0.88 and proposed recently to reduce this by another 10%. The Ontario Tire Dealers Association immediately responded, and our voice was heard.

"Now is the time for all good men (and ladies) to come to the aid of the Party". A familiar saying that fits the current OTS decision to substantially increase the Stewardship fees on Agricultural and Off the Road Tires in Ontario. This will certainly have a severe negative impact on sales for the Ontario Tire Dealer. We will surely see an increase in the amount of tires coming from other provinces and the United States leaving the OTS to absorb even more cost resulting from unpaid OTS Stewardship fees. Farmers will face higher costs resulting in consumers paying more for consumables. We need to speak up now! If you feel this will impact your business write your local MPP and copy your correspondence to WDO, OTS and the OTDA at info@otda.com so we can organize our strategy to abort this illogical step by the Ontario Tire Stewardship. We need to communicate that arbitrary fees should not be imposed by a arms length government program that has a monopoly on disbursing funds for recycling tires in Ontario.

In the words of one of the pioneer members of the Ontario Tire Dealers Association the late Bob Arthurs "Man the Torpedoes" Bob was OTDA President when the Previous Ontario Tire Tax was introduced and very instrumental in its abolishment. Through a vigorous OTDA campaign the Ontario Government was forced to reverse this Tire Tax. We can prevail again with your comments and suggestions. It's time to pull together and be united in our effort to sustain a viable tire recycling program in our province. The Ontario Tire Stewardship program is meeting even exceeding the diversion and recycling targets but failing to recognize the importance of Users, Collectors, Haulers and Processors alike. The Ontario Tire Stewardship

must come up with a compromise in the implementation of the new Stewardship fees on Agricultural and OTR Tires. It's their responsibility to ensure the program is affordable to the Ontario tire buying public. Perhaps looking for more innovative and imaginative ways to deal with this problem rather than just raising the Stewardship fee would be one avenue for the OTS explore! Innovation before taxation!

We wrapped up another OTDA Annual Winter Conference in Jamaica what a great time! To all who attended a warm hello, for all those who could not attend there's always next year you missed a great conference. Thank you to our generous sponsors Federated Insurance, Liberty Tire Recycling, Myers Tire Supply and Prema Canada. Also Travel Only our OTDA Annual Winter Conference organizer, thanks for all the great work producing such a wonderful and truly valuable experience. Probably the most valuable component of the conference is networking with our peers in the Tire Business. It brings to light a varying array of issues, concerns and suggestions that face the Ontario Tire Dealer now and into the future.

Mark your calendar the OTDA Annual Fundraiser & Charity Golf Classic June 19. As always it promises to sell out quickly so register early to secure a spot for this awesome event.. Ariss Valley Golf and Country Club is preparing to host our day of Fun, Sun and lots of laughter. Nothing quite like a gathering of tire Industry professionals armed with clubs and lots of balls to ensure a great time.

Mike McClory
OTDA President

TRENDS

Tire Industry News

**If you have a Website....
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Changes to the Ontario Used Tires Program

The Ontario Used Tires program continues to divert over 95% of used tires generated in Ontario and recently surpassed the 50 million tire recycled mark since program launch in September 2009.

Despite its success there have been some recent notable changes to the program.

On January 28th, 2013, the Government of Ontario passed a Regulation 84/03 that requires Ontario Tire Stewardship (OTS) to implement a cost-recovery based funding model for the Ontario Used Tires Program. The regulation requires OTS to calculate Tire Stewardship Fees (TSFs) based on the prior year's actual program costs and to undertake an annual end-of-year reconciliation of actual program expenses and revenues.

In proceeding under this regulation OTS has moved to a weight-based system for classifying tires. These classifications can be found at <http://www.rethinktires.ca/wp-content/uploads/OTS-Tire-Classification-3.pdf>

The effect of this regulation and the new classification system is that tire stewardship fees (TSF) will change as of April 1st 2013.

These changes include a reduction in passenger and light truck TSF from \$5.84 per tire to \$5.69 per tire and a notable increase in TSF on off-road tires – increases from the current TSF range of \$22.24-\$250.20 per tire to \$29.40-\$1,311.24 per tire. Notably off-road tires weighting between 120kg -250kg will bear a TSF of \$117.60, 250kg-375kg \$182.28 and 375kg-700kg \$352.80.

These increases that will impact the Ontario agricultural sector have raised

strong objections from both tire dealers servicing farmers as well as farmers themselves.

This change to how the Ontario used tire program is funded will also put additional cost-control pressure on the Ontario used tires program – any significant increases in program cost over the previous year will result in stewards having to pay “top-up” payments to cover program revenue shortfalls.

In part, this new formula is driving OTS to reduce its transportation and processing incentives with a view to reducing overall program cost.

OTS claims that hauling and processing incentives are too high citing evidence haulers are paying used tire collectors significant premiums to secure supply of their used tires. Of note, there are also claims that used tire Processors are heavily discounting crumb rubber sales into the United States and that this discounting is due to excessive tire recycling subsidies provided to Ontario used tire processors by OTS.

OTS has proposed to reduce used tire processing incentives rates downward by about 10% to become effective in July 2013. In response to the proposed reductions Ontario used tire Processors have been seeking a deferred implementation schedule to account for existing commercial agreements that are in place.

Similarly, used tire transportation rates paid to Haulers are being adjusted on May 1st 2013 to reflect the market realities that have developed since the program launched in September 2009.

OTS had proposed to also reduce the used tire Collection Allowance (CA)

paid to used tire Collectors. This reduction was also based on the observation that some Haulers are paying some Collectors for their used tires.

OTDA noted in its response to the OTS consultation that, “...as OTS reforms its processing incentives and payments to Haulers the surplus that is currently being paid to some Collectors will largely disappear.” The Collection Allowances paid to Collectors by OTS as of September 2009 are cost-based and were set based on an activity based costing study to measure the costs associated with collecting passenger and medium truck tires from consumers.

OTS has now deferred the proposed July 1st 2013 reduction in the CA until further notice.

OTDA remains committed to the effective recovery and recycling of used tires in Ontario. OTDA will continue to work with OTS and the Ontario Government to try to ensure that the Ontario Used Tires Program remains an environmental success while addressing the very real and very problematic issues associated with the new off-road tire stewardship fees as they impact our members and their customers in Ontario's agricultural sector.

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Treadlines

Michelin Sets \$73 Million Investment for Nova Scotia Plant

Michelin announced plans to invest \$73 million (CDN) in its Waterville, Nova Scotia, truck tire plant to improve equipment and expand production capacity.

As promised, Michelin made an announcement yesterday afternoon in Waterville, Nova Scotia: the tiremaker will invest \$73 million (CDN) in its truck tire plant in the city.



From left: Nova Scotia Premier Darrell Dexter, Bibendum and Dana LeBlanc, president of Michelin North America (Canada) Inc.

The investment will cover equipment improvements, including the installation of new technologies in all aspects of the manufacturing process, and increased production capacity over the next four to five years. The project also will include a 3,000-square-meter assembly building expansion. Michelin anticipates the investment project will create some 50 new jobs in the area.

"Today's announcement shows once again that Michelin believes in both the province of Nova Scotia and our highly skilled employees," said Dana LeBlanc, president of Michelin North America (Canada) Inc. "The demand is growing in North America for our wide based tire products like the Michelin X One, and this manufacturing investment at Waterville will help us meet that demand.

"We appreciate our long-standing partnership with the provincial government and we are certainly proud of our over 40-year history of manufacturing in this province. This investment is even more special, as Waterville just celebrated 30 years of manufacturing last year."

Present at the announcement was Nova Scotia Premier Darrell Dexter, who said, "Companies like Michelin have demonstrated that Nova Scotians, and particularly the workers and industries in rural Nova Scotia, can be among the world's best in quality and productivity. This investment will help Michelin create an anticipated 50 new, high-value jobs in rural Nova Scotia."

The Waterville plant, which opened in 1982, Michelin Waterville manufactures radial truck, off the road and heavy-duty earth-mover tires. During the plant's last significant expansion period from 2005-07, Michelin invested \$92 million to begin production of X One tires for the North American marketplace.

Modern Tire Dealer

Michelin will invest \$74 million in Nova Scotia plant

Michelin North America (Canada) Inc. will make a \$74 million (\$73 million CDN) project investment at its Waterville, Nova Scotia, truck tire plant. Michelin says it anticipates the investment will create 50 new jobs.

"Today's announcement shows once again that Michelin believes in both the province of Nova Scotia and our highly skilled employees," says Dana LeBlanc, president, Michelin North America (Canada) Inc.

"The demand is growing in North America for our wide-based tire products like the Michelin X One, and this manufacturing investment at Waterville will help us meet that demand."

The Michelin X One was recently SmartWay-verified by the U.S. Environmental Protection Agency (see SmartWay verifies 3 Michelin retreads). LeBlanc said Michelin is proud of its 40-year history of manufacturing in Nova Scotia. The Waterville plant celebrated 30-years of manufacturing in 2012.

Michelin says its Waterville Plant will make capital investments in equipment improvements and increased production capacity over the next four to five years. The project will include the installation of new technologies in all aspects of the manufacturing process.

The expansion will support the success and continued growth of wide-based tire products like the Michelin X One for commercial trucking in North America. In addition, the project will include an assembly building expansion.

Opened in 1982, Michelin Waterville manufactures radial truck and off the road (OTR) and heavy-duty earthmover tires. During Waterville's last significant expansion period from 2005-2007, Michelin invested \$92 million to begin production of the Michelin X

One wide single truck tires in Waterville for the North American marketplace. Michelin Waterville celebrated the production of its 30 millionth tire in October 2010, which coincidentally was a Michelin X One tire.

Nexen Canada names national sales mgr.

Tire Business Staff Report
MARKHAM, Ontario— Nexen Tire Canada Inc. has named Jeff Bullock to the post of national sales director.



The company said he will be joining Nexen on Jan. 14. Mr. Bullock "brings with him over 20 years' experience in the tire industry and has been with several top manufacturers and distributors," Nexen said in a press release, without specifying which companies he has worked for. "His experience and vision of the future will be a great addition to our sales team."

Study: Fuel-Efficient Tires Maintain Winter Performance

February 04, 2013

A new study released today by Transport Canada shows that the winter weather performance of fuel-efficient medium truck tires is on par with that of non-fuel-efficient tires. A new study released today by Transport Canada shows that the winter weather performance of fuel-efficient medium truck tires is on par with that of non-fuel-efficient tires.



The findings were part of "Packed Snow Performance of Low Rolling Resistance Class 8 Heavy Truck Tires," which examined several brands of EPA SmartWay verified tires to assess their performance in packed snow winter conditions.

The study considered the impact of the tread designs and compounds employed to reduce rolling resistance on winter traction and braking. Transport Canada undertook the study in anticipation that proposed greenhouse gas emissions regulations in the country would force more Class 7-8 truck fleets to use fuel-efficient tires.

The study, conducted by the National Research Council, showed that current generation low rolling resistance tires offers a "similar level of snow traction performance as conventional tires," while reducing fuel consumption and emissions.

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OTDA will offer the TIA certification course Automotive Tire Service (ATS) Tuesday April 9 to Friday April 12, 2013 at the Hunter Training Facility at 1 -1199 Ringwell Drive in Newmarket, ON. Classes run Tuesday to Thursday 8:30 to 5:30 & Friday 8:30 to noon.

The cost is \$595.00 per student.

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ATS Course Outline

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Following is a list of the 15 Modules that make up the **Certified Automotive Tire Service (ATS) Program**:

Module 1 – Introduction.

Covers personal protective equipment (PPE) and general shop safety practices.

Module 2 – Tires.

Covers tire construction, nomenclature, sizing, application, and replacement guidelines.

Module 3 – Wheel & Fasteners. Covers wheel and rim nomenclature as well as fastener and bolt hole identification.

Module 4 – Raising the Vehicle. Addresses the step-by-step procedures and safety guidelines for lifting a vehicle with an above-ground lift or floor jack and jack stands.

Module 5 – Tire/Wheel Assembly Removal.

Covers the procedures for removing the assembly from the vehicle including wheel locks and wheel covers.

Module 6 – Torque & Clamping Force. Explains the relationship between torque and clamping force including laboratory tests that show the effects of lubricants.

Module 7 – RIST.

Covers the step-by-step procedures for wheel installation.

Module 8 – Demounting, Mounting & Inflation.

Covers the step-by-step procedures for demounting, mounting and inflating tires on rims with valve stem and band-mounted sensors.

Module 9 – Balance and Run-out. Address the basic principles of balance and run-out including the use of pin-plates to secure the assembly to the balancer.

Module 10 – Puncture Repair.

Covers the general industry guidelines for puncture repairs in passenger and light truck tires as well as the step-by-step procedures for installing one-piece and two-piece repair systems.

Module 11 – Tire Conditions Analysis. Uses images from the Passenger and Light Truck Tire Conditions Manual to show technicians the signs of common problems that may require removal from service.

Module 12 – TPMS Identification. Explains the different types of TPMS currently in use and how they can be identified.

Module 13 – TPMS Service Requirements.

Covers the step-by-step procedures for servicing valve stem and band-mounted sensors.

Module 14 – TPMS Relearn Procedures.

Uses the TPMS Relearn Chart to explain the relearn requirements for the most popular domestic and foreign vehicles.

Module 15 – TPMS Diagnostics. Covers the necessary steps to correct a malfunction with common electronic scan tools including the replacement of a sensor on popular Asian

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Senate Committee confirms discriminatory pricing of tires sold to Canadian tire dealers result tire prices that are on average 32% higher than in the US

February 11, 2013 (Drayton, Ontario) The Senate Committee on Finance has confirmed the Tire Dealers Association of Canada's (TDAC) findings that discriminatory "country pricing" by tire manufacturers is forcing tire consumers across Canada to pay anywhere from 30-50% more for the same tires selling in the US.

"Many US based tire manufacturers use their supplier contracts with Canadian tire retailers to force them to buy tires wholesale directly from their Canadian affiliates rather than directly through much less costly US wholesale distribution channels." Says Bob Bignell, Chair of the Tire Price Disparity Committee of the Tire Dealers Association of Canada adding, "If a Canadian retailer buys wholesale tires from a US wholesale distributor rather than through the manufacturer's Canadian sales division, both the Canadian retailer and the US distributor have their supplies of tires cut off by the manufacturer. In the end it's the Canadian tire consumer who gets gouged by higher tire prices."

Notwithstanding tire manufacturer's practices of barring cheaper US wholesale tires from being imported into Canada, even Canadian made tires are more expensive in Canada than they are in the US. In October 2011 TDAC wrote to Finance Minister Jim Flaherty noting that, "Incredibly the wholesale prices of tires manufactured in Canada are 30% cheaper in the United States than in Canada."

Bob Bignell notes that, "Given that the US and Canadian dollars have been at parity for a long time, that many tires sold at higher prices in Canada are made here and that there are no import duties or tariffs on imported tires, there is no excuse whatsoever

for tire prices in Canada to be more than 5% higher than they are in the United States. There is simply no rationale whatsoever for a tire made in Nova Scotia to cost a Nova Scotian more than an American."

Over the next year TDAC will be undertaking a number of measures to protect Canadian consumers in the next year:

- A Canada-U.S. border-wide, brand-by-brand tire price survey of passenger, light truck and medium-truck tire prices to highlight the worst offenders in penalizing Canadians on tire pricing;
- Publishing the results of those price surveys and making those results available to consumers and Canadian regulators;
- Petitioning tire manufacturers directly on behalf of Canadian tire consumers to get them to recognize the consumer impacts of the massive disparity between Canadian and US wholesale tire prices. The basic premise of TDAC position to manufacturers is that "There is no excuse for Canadians paying more for tires than Americans do."

About the Tire Dealers Association of Canada (TDAC)

The Tire Dealers Association of Canada is comprised of the Western Canada Tire Dealers Association, Ontario Tire Dealers Association, L'Association des Specialistes Pneu et Mecanique du Quebec and Atlantic Tire Dealers Association representing over 2,000 tire dealers across Canada.

For further details, please contact:

Don Huff, Environmental Communication Options,
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**OTDA / TIA COMMERCIAL TIRE SERVICE (CTS) CERTIFICATION &
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Three Day Instructors Course

OTDA will offer the TIA certification courses Commercial Tire Service (CTS) for instructors **Wednesday April 3 – Friday April 5, 2013** at the Hoffman Training Facility at 6500 Millcreek Drive, Mississauga, Ontario. Classes run from 8:00 am to 5:30 pm Wednesday, Thursday & Friday.

Cost is \$745.00 plus HST

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The TIA CTS Training Program is based on the TIA CTS Manual which contains step-by-step procedures for every aspect of servicing medium truck tires and wheels as well as safety guidelines, OSHA regulations and other important information.

Following is a list of the 16 Modules that make up the Certified CTS Program:

Module 1: Safety. Includes Personal Protective Equipment, lifting safety, and other topics like heat stroke and frostbite prevention.**Module 2: Basic Tire Info.** Addresses tire construction, sizing and nomenclature, inflation pressure, tread design and compound for different applications, speed rating and all special service ratings and identification.

Module 3: Rims and Wheels. Outlines the difference between rims and wheels including the nomenclature for both assemblies. It will also identify and address the different type of hub and drum assemblies for commercial vehicles.

Module 4: OSHA Regulations. The video will include the script of the OSHA Regulation 29 CFR 1910.177 with images supporting the wording. The Manual will also include the OSHA Demount/Mount and Rim Matching Charts.

Module 5: Emergency Road Service. Demonstrates how technicians can protect themselves when working on the side of the road or on a job site.

Module 6: Jacking and Lifting. Outlines procedures for properly jacking, lifting and supporting trucks, tractors and trailers. It will focus on jack and jack stand identification and operation as well as the proper position of each when lifting one, two, or three axles.

Module 7: Torque. Defines the relationship between torque and clamping force when installing wheels and rims. This in-depth look at how tightening a fastener creates the force that holds the assemblies to the vehicles will help technicians understand the importance of the RIST procedure (Remove debris, Inspect components, Snug in a star, Torque to spec).

Module 8: Wheel End Safety. Addresses wheel end fires, commercial vehicle inspection, wheel-off prevention, and wheel end maintenance.

Module 9: Hub-Pilot Wheels. Puts the basic principles of the previous two modules to work with hub-pilot wheel removal as well as the inspection and installation guidelines that accompany the RIST procedure.

Module 10: Stud-Pilot Wheels. Focuses on stud-pilot wheel removal as well as the inspection and installation guidelines that accompany the RIST procedures.

Module 11: Demountable Rims. Addresses demountable rim removal as well as the inspection and installation guidelines that accompany the RIST procedures.

Module 12: Single-Piece. Dedicated to single-piece demount, mount and inflation procedures with an increased emphasis on disc wheel inspection, valve stem installation (including torque) and concentric bead seating techniques.

Module 13: Multi-Piece. Covers the basics for demounting, mounting and inflating two-piece and three-piece multi-piece assemblies.

Module 14: Balancing. Addresses tire assembly balance and run-out including static/dynamic imbalance, non-concentrically seated beads, hub-pilot run-out, tire/wheel run-out, as well as, the balance and run-out limits for all types of truck tire and wheel assemblies.

Module 15: Repair. Dedicated to tire repair and outlines the general puncture repair guidelines and limitations, as well as, the step-by-step procedures for installing one-piece and two-piece repairs in tubeless radial truck tires.

Module 16: Load and Inflation. Covers the relationships between vehicle load and inflation pressure so technicians have a better understanding of how to use the Tire and Rim Association tables.

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Are manufacturers' pricing policies harmful?

Paul Hyatt

Are tire manufacturers' pricing policies hurting the U.S. economy?

During the 2012 presidential campaign, candidates Mitt Romney and Barack Obama both declared in their speeches that they would put America back to work and increase manufacturing jobs in the U.S.

How will that be possible? With the practice of "country" or area pricing, retailers are buying elsewhere at more competitive pricing.

Asia and India are only too eager to offer their products at prices based upon purchased units rather than locations, and take advantage of these short-sighted policies.

Consider the following manufacturers' corporate policies. Notwithstanding duties, a container of tires coming from Japan or Atlanta is priced differently in New Brunswick or Ontario—higher by 15 to 25 percent than in the U.S., and different again whether it lands in far away Vancouver or New York—and the Canadian dollar—in late December—was at a higher value than the U.S. dollar.

Consider the fact that tires made in the U.S. are priced differently for the same unit quantity in areas of similar population within the States—even with shipping costs removed from the equation.

Consider the fact that tires made in Canada, then shipped to points in the States, can be purchased by Canadian dealers from a U.S. dealer at a lesser cost than they can in Canada.

The manufacturers attempted to suppress the gray market activity with

voiding out-of-country warranty claims and registering and checking serial numbers at point of delivery. In trying to defend this "country pricing" policy with these tactics, they not only helped the downward slide of their North American workforce but turned their backs on the very entrepreneurship that made America great.

Fortunately, Canadian and American tire dealers faced this challenge, as they usually do with government and manufacturers' detrimental policies, by finding other methods of survival, often taking advantage of loopholes and finding friendlier and more reasonable sources of supply.

Not too many years ago there were only a few major tire manufacturers. Today there are many spawned by the ineffectiveness of corporate management to respond to changing markets and their inadequacies of pricing policies.

I have been in the tire business for 58 years as a tire buster, retreader and an owner and have seen many changes over those years—some good, some bad. It still amazes me that manufacturers continue to ignore the dynamics of today's international marketplace and continue their policies of price disparity and country pricing.

Some of these international companies are indeed proposing new plants with robotic manufacturing in the U.S. to take advantage of the huge marketplace that is present in North America. As we now approach the so-called "financial cliff" in the U.S., will manufacturers focus on ways to sell North American-made tire products within North America without their hurtful policies of country pricing?

As there is no disparity with shipping costs or handling between the two countries, with similar labor costs and notwithstanding duties if any, I wonder why country pricing continues to exist—hurting both the North American manufacturing plants and their diminishing workforce.

There is no area disparity when it comes to retail customers who price shop online—and purchase tires from other areas and countries where the price is better.

Will this practice of hurting the U.S. economy continue because they are oblivious to the harm they create?

Will tire manufacturers continue to foster the practice of encouraging gray market activities and expanding global shopping among successful dealers and consumers in the global marketplace?

Will price disparity continue because it fits their marketing scheme?

I guess President Obama has his work cut out for him!

Paul Hyatt is the former owner of Superior Tire & Auto Inc. in Scarborough, Ontario. After running the company for about 30 years, last year he sold the dealership/franchisor to two partners who were Superior's first franchisees. He also is a past president of the Tire Dealers Association of Canada, the Ontario Tire Dealers Association and the Tire Industry Association. Mr. Hyatt can be reached at phyatt@superiortire.ca.



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ATD Moves into Canada With TriCan Tire Buy

American Tire Distributors closed out November with the announcement that it has stepped over the northern border and purchased the assets of Edmonton-based TriCan Tire Distributors.



The purchased gives ATD 15 distribution centers spanning the entire country, and marked the first time ATD has moved outside of the continental U.S.

Calling it a “significant step for ATD,” president and CEO Bill Berry said, “Given the similarities of Canada’s retail structure and leading tire brands, expanding ATD’s footprint and distribution services into Canada represents a natural step for the company’s growth plan. After thoroughly evaluating the marketplace, it became clear that TriCan was going to be the best partner for us in Canada.”

ATD said it will operate TriCan, founded in 1978, as a standalone business unit and already is planning for expansion of the distributor’s footprint. TriCan will retain its name and management team, led by Chris Fletcher, president of TriCan since October 2006.

“Today’s announcement is very positive news for TriCan’s customers and employees,” said Fletcher. “By offering more products from larger distribution centers while our team continues to deliver unsurpassed customer service, TriCan will further differentiate itself as the leading distributor in Canada.”

In addition to its latest acquisition, ATD has 102 distribution centers in 45 states.



The RMA has set June 2-8 as the 2013 National Tire Safety Week.

Part of the RMA's "Be Tire Smart - Play Your PART" program, NTSW is a focused push to help consumers learn how to keep their tires in proper working condition, including inflation, condition and tread depth checks.

RMA said that "many participating retail outlets use the opportunity to promote tire care through advertising, promotions, free tire pressure checks and community and media outreach."

According to the RMA, more than 20,000 tire dealers, auto dealers and automotive service shops participated during the 2012 National Tire Safety Week.

Those dealers interested in obtaining free RMA materials for National Tire Safety Week can order them online at betiresmart.org.



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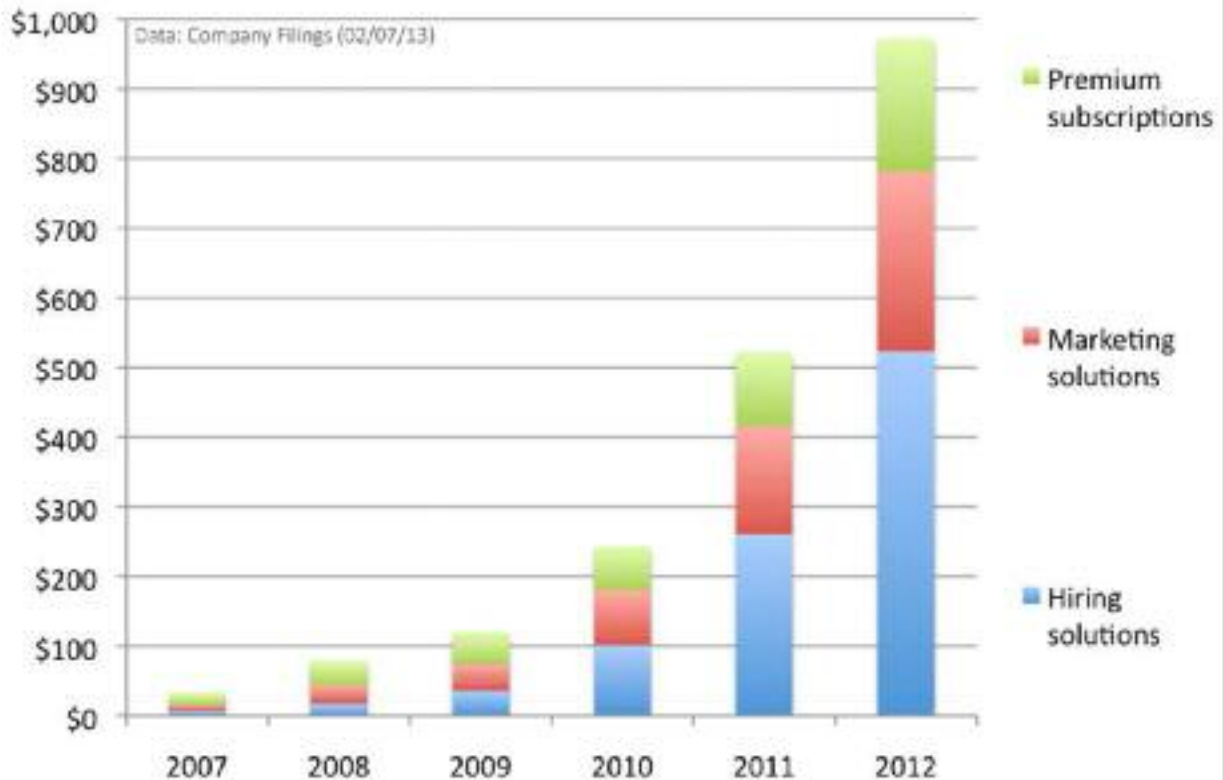


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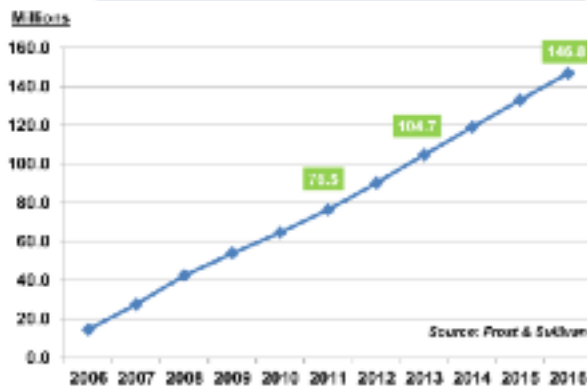
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LinkedIn's Annual Net Revenue By Product

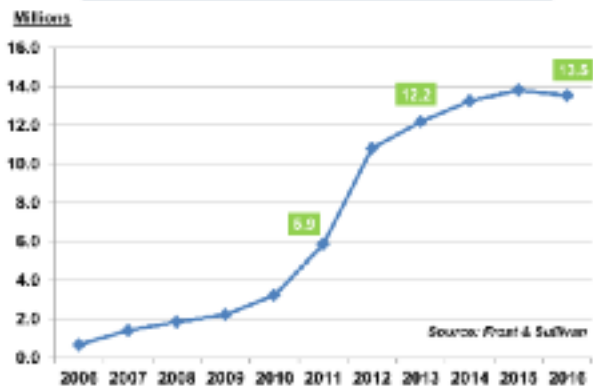


▶▶ TPMS – Tremendous Aftermarket Growth

NA TPMS-Vehicles In Operation

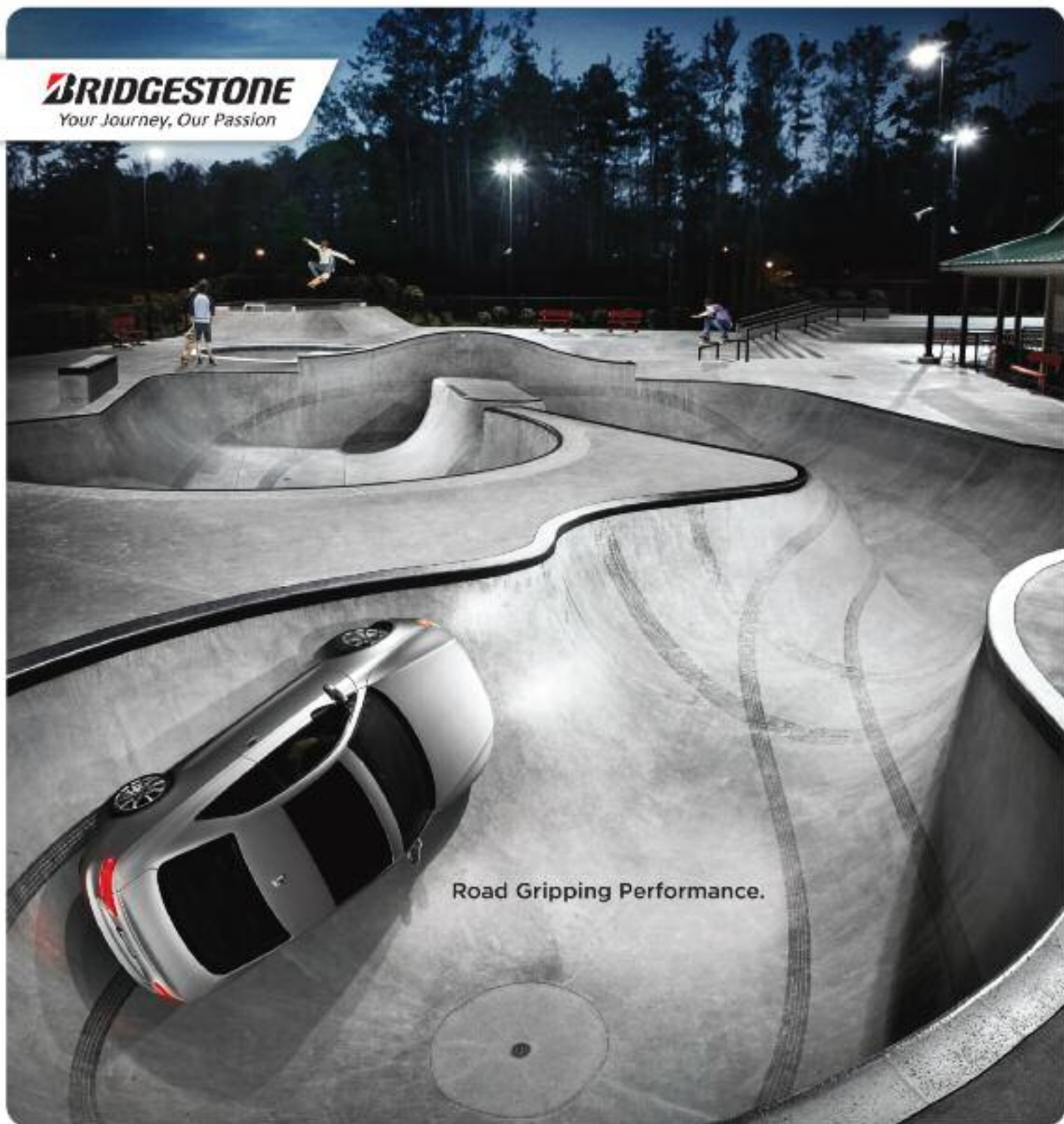


Replacement Sensor Forecast



- North American Aftermarket strengthening with more vehicles coming "on-road"
- Accelerated learning & adoption during growth curve for successful Service & Repair facilities in the United States and Canada

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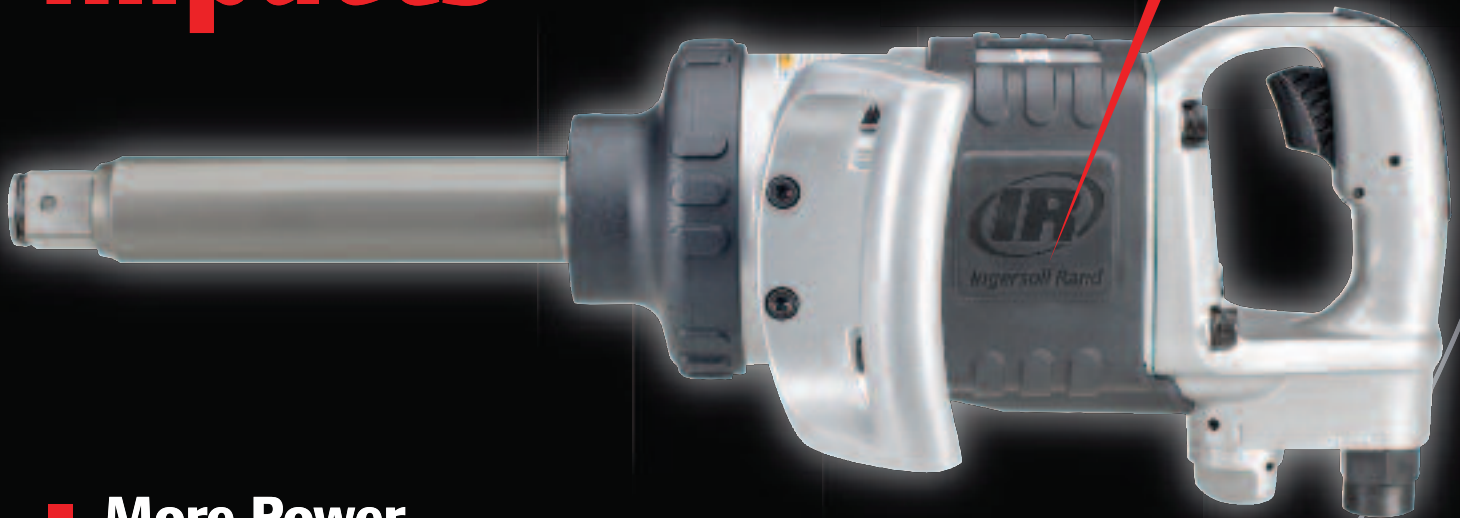


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Dear Mr. Bignell,

On February 4, 2013, the Royal Canadian Mint stopped distributing pennies to financial institutions.

There are still a lot of pennies in piggy banks, cash registers and old coffee cans across the country – and **pennies will remain legal tender** – but they're going to become increasingly rare. The Government of Canada is encouraging businesses to start rounding cash purchases up or down to the nearest nickel.



Rounding is basic math – you don't even need to adjust your cash register.

Eliminating the penny has been part of the government's agenda for awhile now. With that in mind, CFIB has prepared materials you can print off, or forward electronically to inform staff and customers of the coming changes.

To learn more, or to download a useful *Getting used to penniless transactions* piece, please visit www.cfib.ca/penny.

CFIB's Business Counsellors are available to answer your questions. Contact us at cfib@cfib.ca or by calling 1-888-234-2232.

Dan Kelly
President and CEO

Charges laid in Whitehorse tire shop death

Worker was crushed when truck backed over him
Yukon officials have laid charges in connection with a fatal workplace accident last year where a tire shop employee was crushed by a truck he was working on.

The victim's employer, his supervisor, and the owner and supervisor of the truck are facing charges under the Occupational Health and Safety Act.

In November 2011, Denis Chabot, 34, an employee at Integra Tire, was servicing a North 60 Petro fuel truck.

After completing the work he told supervisors it was ready for pickup. Then Chabot apparently did

one final check.

That's when the North 60 driver showed up, climbed into the running vehicle and backed up. Chabot was crushed and died from his injuries.

Both companies involved, North 60 and Integra Tire, have been charged. Safety officials say the truck should have been locked out until servicing was complete and the driver should have checked for danger before backing it up.

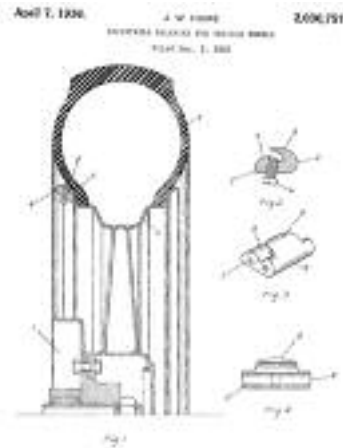
Both supervisors involved, Frank Taylor with North 60 and Paul Bubiak with Integra Tire, have also been charged for failing to properly train their workers.

Happy Birthday! Clip-on Wheel Weights Turn the Big 8-0

December 03, 2012

The first patent for a clip-on wheel balance weight that attached to a wheel flange was applied for on Dec. 3, 1932, exactly 80 years ago, by James W. Hume from Jackson, Mich.

Little known fact: Today marks the 80th anniversary of the clip-on wheel balance weight.



"The first patent for a clip-on wheel balance weight that attached to a wheel flange was applied for on Dec. 3, 1932, exactly 80 years ago," said Gregory Parker, marketing manager for wheel weight maker Perfect Equipment,

which itself was founded 73 years ago.

"Before this invention there were all kinds of crazy patents for ways to cure wheel

imbalance, but none of them really addressed the efficiency requirements that budding OEMs required for their new assembly line process. The clip-on weight, patented by James W. Hume from Jackson, Mich., was quick and easy to install on the rim flange without removing the tire and could fix an imbalance in mere seconds."

Since that first patent for clip-on wheel weights was granted, there have been hundreds of subsequent patents on many different types of wheel balance weights, many of them referencing that first Hume patent (#2,036,757) as the father of the rim flange, clip-on design.

"Today, we want to simply pause and recognize this product on its 80th birthday," said Parker. "The clip-on wheel balance weight has helped to provide millions of vehicles and millions of families with a safe and comfortable ride for more than three generations. Now that's a great American invention!"

PUBLISHED ON JANUARY 25, 2012

Oil change group: More consumer ed needed on TPMS

Tire Business Staff Report

WASHINGTON (Jan. 25, 2013) — The National Highway Traffic Safety Administration (NHTSA) should require auto makers to educate consumers about the maintenance requirements of tire pressure monitoring systems (TPMS), the Automotive Oil Change Association (AOCA) told the agency.

AOCA submitted its comments to NHTSA as part of the

agency's request for comments on the economic impact of the TPMS rule on small businesses. Like the Tire Industry Association, which also sent comments, AOCA said consumers are told too little about TPMS, how it operates and what it costs to be maintained.

"Consumers routinely arrive at small business automotive service facilities with malfunctioning

TPMS equipment, like corroded sensor valves, and are caught completely off guard by both the problem and the cost involved," said AOCA President Patricia Wirth.

The average cost of a TPMS sensor valve replacement is \$103, and more often than not the garage owner must eat the cost, rather than lose the customer forever, Ms. Wirth said.



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 Private Motor Truck Council**

**February 27, 2013
 Honourable Glen Murray Minister of
 Transportation
 77 Wellesley St. West, Ferguson Block, 3rd Floor
 Toronto, ON M7A 1Z8**

Dear Minister,
 Re: Administration of Ontario's MVIS Program
 The Ministry of Transportation (MTO) recently issued a Request for Expressions of Interest¹ (RFI) for the purpose of eventually issuing a Request for Proposal (RFP) for a private, for-profit contractor to administer the Motor Vehicle Inspection Program (MVIS) which oversees approximately 13,000 inspection stations in Ontario. These stations comprise independent garages, auto and truck dealerships, franchised chain garages and truck and bus fleets. Vehicle owners – public and fleet owners – pay for the system. The MVIS program generates about \$10 million per year in licensing and document fees that flow directly into Ontario's consolidated revenue fund. The associations who are signatories to this letter and who comprise most of the members of the MVIS Stakeholder Advisory Committee established by MTO in 2010, are writing to ask that you direct the Ministry to set aside the current RFI in order to open discussions with us on a different service delivery model whereby the stakeholder associations would jointly establish an administrative body to assume that role. The MVIS program is in desperate need of modernization. Given new vehicle technologies and information systems that allow for the effective exchange of data there are tremendous opportunities for improving the accountability and safety assurance delivered by MVIS. However, to do this the administration of the MVIS program must be responsive to changes in public policy and the realities of the sector being regulated. Under the model envisaged by the RFI, the contractor operates under a rigid set of requirements for the contract period and is not in a position or receptive

to real-time developments in public policy and technology. Meaningful input from the public and affected industries during the contract period are restricted. The model we propose would be more flexible and responsive. It would be based on substantive and clearly defined goals as defined by the Minister of Transportation. All of this would, in our collective view lead to better long-term outcomes for Ontario's road safety and economy than any other alternate service delivery option. We would like an opportunity to meet with you at your earliest convenience to discuss this further. In the meantime, please do not hesitate to have your staff contact any one of the organizations listed below should there be any questions.

1 RFI No.OSS_00373464 Motor Vehicle Inspection Station Program Review

Sincerely,



Automotive Aftermarket Retailers of Ontario
 Rudy Graf, President

Rudy Graf



Canadian Transportation Equipment Association
 Don Moore, Executive Director

Don Moore



Independent School Bus Operators Association
 Steve Hill, President

Steve Hill



Ontario School Bus Association
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 Doug Switzer, President/CEO

Doug Switzer



Ontario Tire Dealers Association
 Mike McCleary, President

Mike McCleary



Private Motor Truck Council of Canada
 Bruce Buchanan, President

Bruce Buchanan

Maryland House Taking Up Tire Repair Legislation, TIA and RMA Agree

February 08, 2013

Maryland legislators are considering a TIA-drafted and RMA-supported bill to prohibit improper tire repairs.

Maryland legislators are considering a TIA-drafted and RMA-supported bill to prohibit improper tire repairs.

Following TIA's prescribed direction of seeking to prohibit improper repairs instead of legislating specific proper repair steps, Maryland's HB122 would prohibit an "automotive repair facility from repairing a tire unless the facility demounts and removes the tire from the wheel and rim, (and) performs a visual and tactile inspection of the tire's interior and exterior surfaces, and repairs certain damage to the tire in a certain manner."



It also would set specific circumstances under which a tire could not be legally repaired, including tread depth; apparent damage to the sidewall, shoulder, or belt edge area; a "puncture, cut, or other breach" exceeding one-quarter inch in diameter or width; or a repair where patches would overlap in any way.

Violations under HB 122 would bring a fine of \$500 for each violation.

In its testimony before the Maryland House of Delegates Economic Matters Committee on Feb. 6, the

RMA called the bill a "carefully balanced, pro-safety initiative" with "minimally intrusive regulation on those who fail to follow decades-old and well-known tire repair practices.

"No doubt, a majority of tire and service providers follow long-standing, industry tire repair safety standards," the RMA stated. "Unfortunately, a minority of players can cause substantial risk to consumers and disadvantage tire dealers repairing tires the right way."

Further, the RMA testified, "HB 122 will level the playing field toward improved safety as more service providers abandon unsafe repair practices and implement the appropriate standards and practices. Service providers that have invested the time and resources to train and implement proper repair procedures should not be affected. Only those that ignore proper tire repair guidelines will be at risk of penalty."

TIA also testified before the committee in support of HB 122, as did the Chesapeake Automotive Business Association.

"Nobody testified against us," said TIA executive vice president Roy Littlefield, "but I believe that it will take a great deal of lobbying and grassroots effort to pass the bill." Kevin Rohlwing, TIA's senior vice president of training, drafted the bill's language.

Worth noting, too, is that Delegate Benjamin Kramer, a member of the Maryland House of Delegates Economic Matters Committee, said at the hearing that he plans to introduce yet another tire age-related bill later this month. He offered a similar bill last year that failed last year after strong lobbying by TIA, RMA and other groups and tire dealers.

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A North of the Border Look at Tire Scammers

December 04, 2012

[Editor's Note: This story about a continuing tire-related buying scam was first posted by Canada's Today's Trucking on Nov. 23, and then updated on Nov. 26.]

When todaystrucking.com phoned a company called Canstruct Inc. on Friday morning, nobody answered. Not only that, but none of the extensions listed on the company's website worked. And after our reporter hit "pound to hear more options," the line went dead.

Todaystrucking.com was trying to reach the Dorval-based Canstruct for an explanation of why they're being investigated by the FBI.

Canstruct, AYA Distributors, and 3733581 Canada Inc. were all named in a scam warning that the Toronto Trucking Association (TTA) sent out to members last week.

"They are operating a very sophisticated scam that you don't want to get caught in," TTA Executive Director Connie Burbridge wrote.

The FBI started investigating the companies after building-supply manufacturers, construction companies and tire dealers across North America complained that Canstruct ordered materials, sent trucks around to pick them up and after the loaded trucks left the shippers, they were never heard from again.

According to the president of the National Lumber & Building Material Dealers Michael O'Brien, at least 50 of his member dealers were contacted and some lost up to \$200,000 worth of supplies.

Barry Steinberg owns Direct Tire &

Auto Service in Watertown, Mass. He's been in the tire business for almost 40 years and told todaystrucking.com in a phone interview that he's never seen anything quite like it.

"They're thieves and they're very good at what they do," he said. "They're the Bernie Madoffs of the tire business."

Steinberg admits to being tricked by the company on one transaction. Upon reflection, he said he should have become suspicious when the company called him from Montreal to order tires.

"There're a thousand tire dealers between me and Montreal. I should have asked 'Why me? Why are they ordering tires from me?'"

He said Canstruct presented him with references, an excellent Dun & Bradstreet report and even the name of a banker to call in case he had concerns.

Turns out the D&B report had been stolen from a legitimate company and the banker was a fake.

He also said he knew of one tire dealer in Mississippi who agreed to a delivery of more than \$150,000 worth of tires. A Canadian carrier picked up the load but en route home, the driver spotted a story about Steinberg and the scam in a truck stop, called the tire manufacturer, asked if he had been paid for the tires, and when the tire builder said no, the trucker turned around and brought them back to the fac-

tory. "It was almost a miracle," Steinberg said, adding, "he saved the tire company around \$150,000."

If you have any information or questions about the scam, you can call the Albany NY office of the FBI at (518) 465-7551.

Steinberg also said if any todaystrucking.com readers need more information, they can contact him at (617) 710-1000.

He added that they'd be welcome to buy tires from him too, with one proviso: "Tell them it's gonna have to be C.O.D."



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Ontario Proposes Mandatory Health and Safety Training

Jan 22, 2013

The province's Ministry of Labour is seeking input on a proposed regulation that would make specific training mandatory for all workplaces covered under the Occupational Health and Safety Act. The first training to be specified: occupational health and safety awareness for workers and supervisors. The ministry anticipates filing the regulation by July 1, 2013, and having it come into force on January 1, 2014. Other types of mandatory training would follow.



What the regulation would achieve

"In one sentence," says WSPS healthy workplace specialist Andrew Harkness, "occupational health and safety awareness training will encourage workers and supervisors to participate more in protecting themselves and the people they work with."

"In day-to-day terms, it will help them recognize hazards and follow safe work practices. From a broader perspective, workplaces need to provide workers and supervisors with the basics before offering more specialized training."

"It's like building a house without a foundation. Basic awareness training in conjunction with higher levels of training will help reinforce the workplace's health and safety culture and reduce the emotional and financial toll of injuries. It will also help all workplace parties meet their duties under the act. It's a building blocks approach."

How it came about

The regulation comes in response to two recommendations made in December 2010 by the Expert Advisory Panel on Occupational Health and Safety. The recommendations resulted from a comprehensive review of Ontario's occupational health and safety system. The non-partisan panel included representatives from labour, employers and leading academics who together conducted a series of public consultations.

According to the panel's report, its consultations revealed

- "a lack of foundational, basic information among workers about the existence of "the green book," that Ontario has an Occupational Health and Safety Act; and that owners, employers, supervisors and workers all have rights and responsibilities. In the view of the Panel, everyone needs to be aware of these rights and responsibilities, regardless of their role within the workplace."
- "how pivotal the supervisory role is in setting the tone of health and safety in a workplace or on a job site. Supervisors are instrumental in reinforcing safe work procedures and in establishing a culture of safety. However, the Panel also heard that, due to an absence of information and training, many supervisors are not prepared for this responsibility. It is imperative that supervisors have, at a minimum, a basic understanding of workplace health and safety and of their responsibilities under the legislation."

The panel made a total of 45 recommendations, which the Ministry of Labour committed almost immediately to implementing. Within three months, the labour minister at the time introduced legislative amendments that would bring Ontario one step closer to what he described as "the first major review and the largest overhaul of Ontario's occupational health and safety system in 30 years."

Ontario Proposes Mandatory Health and Safety Training

Proposed content requirements: occupational health and safety awareness training

The table below outlines proposed content for the first mandatory training to be specified under the regulation.

Workers	Supervisors
<ul style="list-style-type: none"> • Rights and responsibilities of workers and supervisors under the Occupational Health and Safety Act • Roles of workplace parties, health and safety representatives, and joint health and safety committees • Roles of the Ministry of Labour, Workplace Safety and Insurance Board, and health and safety partners, including WSPS 	
<ul style="list-style-type: none"> • Hazard recognition • Right to be informed of hazards • Reference to an employer's obligations to provide information and instruction to workers about controlled products as required under Regulation 860 (WHMIS) of the act • Latency and illness related to occupational disease 	<ul style="list-style-type: none"> • Recognition, assessment, control and evaluation of hazards • Where resources and assistance are available

What would be expected of employers

The regulation would require employers to

- provide basic health and safety training to
 - all workers and supervisors already in place
 - new workers who have not already completed an awareness training program, as soon as practicable after commencing work duties
 - new supervisors who have not already completed an awareness training program, within the first week of assuming supervisory duties
- maintain training records of completion to demonstrate compliance with the requirements.

The regulation would NOT require employers to retrain workers or supervisors who had taken the training elsewhere. However, it would require these employers to verify that the training has occurred and has met minimum proposed requirements.

Employers who ensure that their workers and/or supervisors have completed awareness training programs that met the minimum proposed regulatory requirements prior to the effective date of the new requirement would already be considered to be in compliance.

Resources to help employers comply

The Ministry of Labour has free, downloadable prevention awareness resources (<http://www.labour.gov.on.ca/english/hs/prevention/awareness.php>) in place now that could help employers meet the requirements. These include:

- Worker Health and Safety Awareness in 4 Steps, a workbook and employer guide
- Supervisor Health and Safety Awareness in 5 Steps, a workbook and guide that was piloted in December 2012 and will be launched early this year. The piloted version is available for downloading.
- Health and Safety at Work: Prevention Starts Here. Displaying this poster in workplaces has been mandatory since October 1, 2012

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Sheldon Skakun
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