

TRENDS

Tire Industry News

Editor: Bob Bignell

Issue 1202

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Manual Updated

AGM September 12,
2012

2012 Winter
Conference in
Jamaica



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 Ontario Tire
Dealers Association

President: Mike McClory

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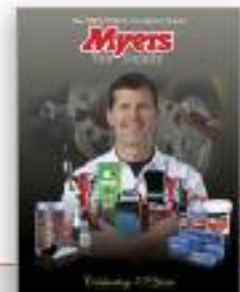
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President's Message



The morning of June 20, 2012 the Aris Valley Golf and Country Club was buzzing with activity. Before the 12:30 Shotgun Start begins for the 2012 OTDA Annual Fundraiser & Charity Golf Classic there is lots of work to be done. Prize tables to set up, Putting Contest to organize, Sponsor signage at the entrance and posted on the beautiful fairways and greens throughout this lavish 27 hole Golf Course the Registration Desk is set up and manned until all the golfers are organized and ready to Tee Off. It takes a lot of work by volunteers to make this a success and it was most certainly a success. I anticipate this will be a record event for the OTDA. This fundraiser is necessary to help fund the OTDA to continue to provide a strong association for our Members and at the same time over the years donating close to \$400,000.00 to local Ontario Charities. To everyone involved in the 2012 OTDA Annual Fundraiser & Charity Golf Classic, this year's Co Chair's Bob Bignell and

Eric Gilbert, all the Volunteers, Sponsors and Participants Thank You for all the effort and generosity that make this a truly tremendous day for everyone! Next year the Classic is at Rockway Glen Golf Course and Estate Winery in Niagara so keep an eye out for the details in future Trends.

Upcoming events include our Annual General Meeting (AGM) On September 12, 2012 at the Marriott Gateway on the Falls at 4:00pm. This is the same hotel where the OTDA will be hosting the Tire Dealers Association of Canada's Convention September 18 to 20, 2014. Niagara Falls is the perfect spot in Ontario for a National Convention. The theme for the upcoming TDAC Convention is "Be In The Game" and promises to live up to the title. Network with suppliers, potential customers and attend all the informative seminars, panel discussions and events. Remember to register early to reserve your spot for this great opportunity.

Mark your calendar, January 19 -26, 2013 is the date for the upcoming Annual OTDA Winter Conference. Check out the details in this issue of Trends. It's being held in Jamaica. Last year was a sell out in Costa Rica so we are anticipating Jamaica will be in huge demand. The luxurious Iberostar Rose Hall just outside Montego Bay has all the amenities necessary to provide OTDA attendees with an amazing conference. Try to be there. It's going to be outstanding. Meet and mingle with other Ontario Tire Dealers and industry representatives in a beautiful setting. Relax and rejuvenate after the busy

selling season this winter with us in Jamaica.

On a final note I would like to take this opportunity to thank our dedicated OTDA Director Eric Gilbert for all his efforts and diligent work with the Ontario Tire Stewardship. Eric's participation with the OTS since its inception has helped fashion the Tire Recycling Program. Always looking out for the interest of Ontario Tire Dealers is one of Eric's great achievements. Long before the advent of the OTS, Tire Recycling and the environment have always been one of Eric's passions. After a great deal of consideration Eric has decided to resign from the Ontario Tire Stewardship Board. Eric's outspoken opinions, objections and attention have given the Ontario Tire Dealers a voice within the Ontario Tire Stewardship Board. In order to maintain a strong presence within the OTS we will appoint a new Director to the OTS Board immediately. Eric has assured me that he will work closely with the new appointee to provide a smooth transition into what promises to be a challenging position. It's a Good thing the OTDA has a pool of very dedicated Directors because Eric's shoes will be hard to fill!

Good Luck and Good Selling!
Have a Great Summer,
Mike McClory – OTDA President

TRENDS

Tire Industry News

**If you have a Website....
Send it to us and we will link it to our Website!!!**

Please take note to use the correct current address as listed below!

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Bruce Barnim	Health & Safety	TireCraft Ontario
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Dwight Rose	Membership Development	O.K. Tire Store (Brantford)
Don Frisby	Committee Support	Frisby Tire Co. (1974) Limited
Ron Spiewak	Committee Support	Northumberland Tire Sales
Eric Gilbert	Director-at-Large	Ericway Tire
Paul Hyatt	Director - Consultant	Superior Tire & Auto
Ron Waites	Director - Consultant	O.T.D.A.
Dave Nicksy	Director	Wheelz One Stop (Kal Tire)
Bob Bignell	Executive Director	Veritech Mfg. & Wholesale Inc.

MARK YOUR CALENDARS

OTDA AGM - September 12, 2012

OTDA Winter Conference - January 19 - 26, 2013

OTDA Annual Fundraiser & Charity Golf Classic - June 19, 2013

Rockway Glen, St. Catharines

TDAC National Trade Show & Conference - September 18 - 20, 2014

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Take Notice that a general meeting of the members of Ontario Tire Dealers Association will be held at: **Marriott Gateway on the Falls at 6755 Fallsview Boulevard, Niagara Falls, ON L2G 3W7 on Wednesday September 12, 2012** at 4:00 p.m. for the following purposes.

- a) Hearing the reports and statements, to be read and laid before the members at the annual meeting
- b) The election of Directors
- c) Appointing the accountant and fixing, or authorizing the Board to fix, their remuneration

Dated at Drayton, Ontario this 26th day of July, 2012.

Robert Bignell, Executive Director

A Dealer Member of the Association seeking election as a Director shall forward a signed Notice of Intent to Seek Election form to the Head Office of the OTDA, to be received by the **Executive Director** of the OTDA at least **seventy-two (72) hours** prior to the annual meeting.

As a **Dealer Member** of the OTDA you are entitled to vote either in person, or by proxy, at any annual or special meeting of the Corporation. If you are unable to attend, please return your proxy to the Executive Director at 22 John Street, Box 516,, Drayton, Ontario, N0G 1P0 or by fax or email.

NOTICE OF INTENT TO SEEK ELECTION

I, _____ of _____

Ontario, am a Member of the Association and am eligible to become a Director, and hereby give notice of my intention to seek election for a two-year term, to the board of Directors of Ontario Tire Dealers Association, at the next annual general meeting.

Dated at _____ this _____ day of _____, 2012

Signature

PROXY FORM

I HEREBY AUTHORIZE _____

to be my **proxy** at the September 12, 2012 general meeting of **Ontario Tire Dealers Association**.

Name (Please print)

Signature



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Treadlines

New Chair & Vice-Chair for WSPS Vehicle Sales & Service Advisory Committee



Jim Telaporos (Past-Chair), Bob Bignell (Chair), Dwight Rose (Vice-Chair)

It is with pleasure that I share the results of the election for Vice-Chair of VSS Advisory Committee. I would like to thank all the committee members and everyone nominated for this position. Your participation is truly appreciated.

Dwight Rose elected as Vice-Chair, Vehicle Sales & Service Advisory Committee (VSSAC)

Congratulations Dwight! Your term as Vice-Chair will

be effective on July 10, 2012, after the Annual General meeting.

Effective July 10, 2012

VSSAC Chair: Bob Bignell

VSSAC Vice-Chair: Dwight Rose

Thank you for your enthusiasm and support.

Best Regards

Elgy Varghese

Advisory Committee Program Lead

WORKPLACE SAFETY & PREVENTION SERVICES

Workplace Safety & Prevention Services (WSPS) provides industry-specific health and safety products, training and consulting services to 154,000 businesses and 3.8 million employees in Ontario's agricultural, manufacturing and service sectors.

As one of four health and safety associations operating under the Health & Safety Ontario banner, WSPS is a trusted advisor to businesses, large and small, seeking to boost productivity and profitability by reaching zero work-related injuries, illnesses and fatalities.

Federated Committed to Support TDAC

At a meeting with Federated Insurance Vice-President of Corporate Relations, Doug Overwater and Mauro Di Tullio - Associations Services Coordinator and TDAC President Eric Gilbert with Executive Director Bob Bignell, Federated Insurance renewed their commitment to support the TDAC National Convention and Trade Show. The next national show has been scheduled for September 18 to 20, 2014. On the heels of a successful show this year in Quebec City and an OTDA show in Niagara Falls in 2010, the TDAC has decided that OTDA will host the national show in Niagara Falls in 2014. This is a break from the traditional four year cycle for TDAC shows. As a major sponsor, Federated acknowledges the value to the members of the training and information element of this event.



Doug Overwater, Eric Gilbert, Mauro Di Tullio

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OTDA Event a Team Effort

On June 20th the OTDA held its Annual Fundraiser and Charity Golf Classic to a more than sold out crowd. Ariss Valley Golf and Country Club opened up all 27 holes to accommodate our record breaking attendance. With unparalleled support from members in the form of sponsorship and auction items this was not only a record attended event but also will result in record fundraising and charity donations. Planning starts a year ahead of the first tee off, but as the date gets closer, it becomes clear that, as an organizer, you are not alone. Sponsorship and volunteer offers grow as each month passes. As the big day begins, you feel that you have completed most of the work, but then you see the outpouring of support from directors and member volunteers who pull the whole thing together as if they have been rehearsing for weeks. It is humbling to work with such a group. I can only say thank-you to the membership for supporting the event, to the directors for allowing me to chair, to the volunteers who made the day a success and particularly to my co-chair and mentor, Eric Gilbert.

OTDA Executive-Director and 2012 Golf Co-Chair, Bob Bignell



The Winning Foursome



TDAC 2014 Keynote Speaker Donald Cooper Auctioned Off



Eric Gilbert at the Auction.



President Mike McClory starts out the presentations.



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Hunter sets up the Tire Changer Auction with the winning bid going to OTDA Director ron Spiewak of Northumberland Tire.

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2013 Winter Conference

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After 30-year run, Hyatt sells Superior Tire

By: Kathy McCarron



Superior Tire & Auto Inc. is marking its 70th year in business with a change in ownership.

Paul Hyatt, who has owned the company for about 30 years, has sold the dealership/franchisor to two partners who were Superior's first franchisees—General Manager Frank Bongiovanni and Howard Minsker, who operates a franchised location in Toronto.

Mr. Hyatt told *Tire Business* the move is a semi-retirement for him, but he will remain with the company as chairman, while Mr. Bongiovanni will serve as president and Mr. Minsker will become COO.

In explaining his decision to sell the company, Mr. Hyatt told *Tire Business*: "After 57 years, I think we've accomplished what we wanted to and the number two reason is there was a perfect pair of young guys to

move the company to."

Mr. Hyatt, 74, began his career with the Scarborough-based dealership when he was 17, working for the founder, Walter Chudy, as a part-time tire buster, sweeper and counterperson. After a career as a teacher—and marrying Mr. Chudy's daughter Irene—Mr. Hyatt became a partner and vice president of the dealership. He became owner and president in 1981.

Under his leadership, Superior Tire has grown to 15 locations—three co-owned and 12 franchised stores—in Ontario. The 12th franchised store is opening in June in Port Perry, Ontario.

Messrs. Bongiovanni and Minsker were the first franchisees when Mr. Hyatt started the franchise program more than 20 years ago. They sold their original franchise and Mr. Minsker purchased another franchised store in Toronto. Mr. Bongiovanni moved to the corporate office as general manager seven years ago.

"We're looking to expand. We're looking for new locations. We want to grow the company and certainly make it more profitable whatever way we can for our existing franchisees, too," Mr. Bongiovanni told *Tire Business*.

He said the dealership will focus on growing the franchise network in the Ontario market.

"We don't do too much as far as warehousing now, but we're looking at expanding warehousing and taking opportunity buys and any deals that come up where we can store the tires in our warehouse and therefore pass the savings on to our stores," Mr. Bongiovanni added.

Mr. Hyatt, who is a past president of the Tire Industry Association, the Tire Dealers Association of Canada and the Ontario Tire Dealers Association, said there have been many challenges to running the tire dealership over the years.

"To continue 70 years of growth, that is always a challenge. There's not too many companies that equal that record. So it's a matter of changing with the times and keeping ahead of the changes that are taking place in the marketplace.

"And I think that's extremely important," Mr. Hyatt said.

Meanwhile, the new owners must deal with a "very competitive" Toronto market, according to Mr. Bongiovanni.

"Price increases, the big box stores and just a lot of independents out there make it a very competitive business. We can almost buy tires at almost every street corner, if you know what I mean. There's a lot of retail outlets selling tires in the GTA (Greater Toronto Area)," he said, adding, "But we shall survive."

Dynamic Tire adds retreading to portfolio

Tire Business staff report

MISSISSAUGA, Ontario (May 1, 2012) — Canadian tire distributor Dynamic Tire Corp. has branched into retreading through its Ironhead Rubber Technologies Ltd. subsidiary, which opened a 21,500-sq.-ft. pre-cure retread plant in Mississauga earlier this year.

The plant, rated by Ironhead at 220 tires a day at full capacity, uses an 11-step retreading process developed by retread industry veteran Marcel Leclair using available retreading equipment from a variety of suppliers. Ironhead designs its own tread patterns and engineers its own compounds and contracts out the molding to local suppliers, the company said.

Mr. Leclair, who has 29 years' experience with Bridgestone Canada—including business manager, retreads, from 1998-2007—is president of Ironhead Rubber.

Ironhead's quality control process comprises both nondestructive nail-hole and shearography inspections, the firm said. The company also has developed a bar-

code system to track every tire through the retread process and allow fleet supervisors to manage their retread program and casing supplies.

The plant uses equipment from a range of well-known suppliers, including Steinbichler Optotechnik G.m.b.H (shearography); Matteuzzi S.r.l. (builders); Hawkinson Companies (nail-hole detection); Qingdao Mesnac Co. Ltd. (buffers); Central Marketing Inc. (chambers); etc.

Ironhead is starting business with a broad array of tread patterns available for many applications. There's a tread application search function on Ironhead's website that sorts by axle position, application and end-use conditions.

The plant, located in a purpose-built building in Mississauga, employs six during the start-up phase. At full capacity employment would reach 20, Ironhead said. The company put the investment at more than \$1 million.

Ironhead is going to market through a

dealer network, Mr. Leclair said. "We will be supporting dealers by promoting our product directly to the fleets by way of our own manufacturers' representatives, but we will not sell directly to fleets or end users."

Brampton, Ontario-based Dynamic Tire is the importer and distributor of a range of tires, including Aeolus, Galaxy, Primex, Runway, Sailun, Triangle, etc.



Marcel Leclair



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Fountain Tire partners with Royal Tire

July 09, 2012

Fountain Tire reports it has entered into a 50/50 partnership with Royal Tire, a tire retailer with nine locations across Northern Ontario.

The partnership is an important step in Fountain Tire's long-term strategic plan to expand into new markets from its base in Western Canada, the company says. The resources that Fountain Tire brings to the table are expected to enable Royal Tire to drive growth across its consumer, light truck, commercial truck and OTR tire businesses.

"The opportunities we envision for mutual growth and shared learning make our relationship with Royal Tire very exciting," says Fountain Tire's CEO Brent Hesje. "This partnership is a perfect fit in terms of our shared values of local ownership and concern for the well-being and success of our associates, customers and communities."

Since the company's beginnings in 1983, Royal Tire associates have excelled at serving the needs of consumers and commercial tire accounts in the trucking, mining and logging sectors, Fountain Tire reports. Royal Tire's tire and automotive service network includes locations in Sudbury, Sault Ste. Marie, Timmins, Marathon, Huntsville, New Liskeard, Wawa and Matachewan.

Together, Fountain Tire and Royal Tire will identify opportunities to grow the business through shared best practices and implementing systems and efficiencies. In particular, the Northern

Ontario tire retailer will adopt Fountain Tire's proven shared ownership structure. Managers who have proven they can offer superior service to their customers will be offered the opportunity to become 50/50 partners in their operation.

"Our shared goal is to surpass the expectations of our valued customers at all Royal Tire locations," says Phil Shaw, one of Royal Tire's equity partners. "The new relationship is going to create some amazing synergies. It's definitely an exciting time to be a Royal Tire associate."

Royal Tire customers will continue to be served by the associates they have come to know and trust.

"Our partnership with Fountain Tire is good news for our customers," says Gary Foley, also an equity partner in Royal Tire. "This is very much a collaborative partnership based on common values and the desire to excel at personalized service. In particular, we share Fountain Tire's belief in the power of shared ownership to attract the best and the brightest people and create the conditions in which superior service thrives."

Established in 1956, Fountain Tire has 154 locations spanning from Vaughn, in Ontario, to Victoria, British Columbia. The company is also a leading provider of tires and tire-related services to commercial truck fleets and off-road vehicles used in the agriculture, oil and gas, mining, construction and aggregate sectors. The majority of Fountain Tire managers own equity in their store.



Ron Spiewak of Northumberland Tire gets the winning bid for the Live Auction Hunter Tire Changer.



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Due to our large membership and purchasing power the TDAC/OTDA has been able to secure remarkable "members only" fleet discounts. For TDAC/OTDA members you need only purchase a single vehicle to obtain the discount.

Fleet concessions apply only to vehicles purchased and registered in the name of a TDAC/OTDA member company, except when used in conjunction with the Fleet Buyer Qualification Letter

If you are planning on leasing the vehicle through an independent leasing company such as National Leasing please advise the leasing company that you qualify for fleet concession discount from Chrysler through the TDAC/OTDA.

TCA Fleet Discounts are deducted from DEALER invoice and NOT Manufacturer's Suggested Retail Price (Window sticker price). In other words, a TDAC/OTDA member pays DEALER INVOICE, LESS the TDAC/OTDA Fleet Discount plus the negotiated dealer profit, freight and applicable taxes.

NEW FOR 2012: Employees of TDAC/OTDA member companies who are required to purchase their own personal vehicle for work purposes may also qualify for the program discounts. If the TDAC/OTDA member company provides the Chrysler dealer the Fleet Buyer Qualification Letter (available from dealer) stating that the employee is receiving a CAR ALLOWANCE on an ongoing basis (for items like mileage, depreciation or other related expenses) for the personal vehicle and that the vehicle is being used in the performance of company duties they will qualify for the discounts.

This is a great opportunity for active TDAC/OTDA members to save thousands of dollars on the purchase of new Chrysler Dodge and Jeep vehicles. Please ask for the **Fleet Manager** at your local Chrysler dealer and be sure to identify yourself as a TDAC/OTDA member and that you want to use the fleet discount program set up for the TDAC/OTDA. It is imperative that you advise the Fleet Manager that you wish to purchase a new vehicle using the TDAC/OTDA Fleet Discount. You also must provide proof you are an active member. A fleet sale is a sale that is licensed and registered in the company name. These discounts are not available for retail purchasers.

For further information on Chrysler Dodge Jeep vehicles or to locate a Local Dealer please use their website at www.fleetchrysler.ca or email them at fleetinfo@chrycan.com

For more program details view the OTDA website at www.otda.com

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TDAC, Regional Associations Establish Price Parity Committee

As concerns mount over the impact of cross-border shopping on retailers, following the introduction of higher limits on personal exemptions, the Canadian tire industry is taking a proactive stance.

"The Federal Government increasing the allowance in how much you can bring across it makes it all the easier for consumers to take their business south of the line," says TDAC Executive-Director Bob Bignell.

"We've been dealing with it on a regional level for several years," he notes.

WCTD President Ken Essex says "Our big issue is the fact that the Federal Politicians have pointed the finger at the Canadian Business people in general saying we are gouging the Canadian buying public. Which is not the case at all."

"It's easy to throw the retailers under the bus," says Bignell.

"This has been an issue for many years. But when the currency is at parity it exposes the disparity in pricing. The last time when the currency was at parity, once the American dollar strengthened, the issue subsided. But this time, with the currencies now at par for an extended period it's become so much of an issue that the regional associations have requested TDAC to take it on as a national effort."

"As a result, we've formed the Price Parity Committee on a

national level, with three representatives from each of the four regions plus TDAC president, Eric Gilbert, and chaired by the TDAC Executive-Director, for a total of 13 people," says Bignell.

The intent is to work with the Retail Council of Canada and others on a campaign to resolve the issue, hence the formation of the committee makes for broad cooperation.

"Not only does The Retail Council have a major mandate, but the timing is beneficial for us because we were just beginning to look at the situation nationally; and had decided to work with other groups," says Bignell.

The TDAC Executive-Director notes that one of the categories the council had earmarked to be addressed was tires, so it turned out to make good sense, given that TDAC represents some 2000 companies across Canada.

Bignell, Essex and other leaders have already met the Retail Council of Canada, who have presented a submission to the Canadian Senate.

"I am told the Senators and staff who listened to that submission really had their eyes opened," says Essex.

Tim Pawsey
Editor, The Tracker



67 Passenger Coach with cargo, Toronto to Montreal, 542.4 km, 6 hours and 14 minutes.



CR976A



Bus & Coach Driver
Checklist

Less noise for a more comfortable ride
Enhanced steering on dry or wet roads
Prominent anti-hydroplaning function

Tractor Semitrailer carrying 46,500 kg, Ottawa to Pittsburgh, 869 km, 10 hours and 4 minutes.



CR960



Transport Truck Driver
Checklist

Superior abrasion resistance
Heavy load capacity capability
Great turning traction and stiffness

Oil Tanker Truck with 34,500 L of fuel, Edmonton to Seattle, 1274 km, 15 hours and 48 minutes.



CM980



Tanker Truck Driver
Checklist

Excellent steering and traction
Superior abrasion resistance
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Commercial Tire Checklist

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Integra Tire expands into Ontario Market

Tire Business staff report

Posted July 3, 2012

MISSISSAUGA, Ontario (July 3, 2012) — Village Tire & Auto of Mississauga has joined the Integra Tire & Auto Centres Ltd. network, becoming the first Integra Tire associate location in Ontario.

Village Tire & Auto, owned by Alan and Ann Langley, joined the Integra network after operating their business as a Goodyear Auto Service store for 16 years.

Mr. Langley was a district sales manager for the greater Toronto area for Goodyear Canada prior to starting his own business. Mrs. Langley was a customer service manager for a large plastic container company.

Village Tire, located in Mississauga's Streetsville neighborhood, becomes Integra Tire's 74th location.

Integra Tire founder David Cosco started the business in 2008 with a simple business model: to operate and remain a Western Canadian network.

As the Integra Tire network grew, however, to 73 locations

in western Canada, it became clear that moving to Ontario and the Atlantic Canada was the next logical step, Integra Tire said.

Expanding nationwide will not only support the western stores but also will improve and solidify better programs and relationships with manufacturers and distributors.

Edmonton, Alberta-based Integra Tire has six corporate-owned locations and 68 independently owned associate locations. The business expects to announce more signings in Ontario and the Atlantic Provinces yet this year.



Integra Tire Founder David Cosco and Village Tire owner Alan Langley mark the opening of Mr. Langley's Integra Tire store in Mississauga, Ontario.

TBC Names Midas Executives

Tire Business staff report

PALM BEACH GARDENS, Fla. — TBC Corp. has named Mike Gould, a 32-year veteran of Midas Inc.'s franchise and company-owned shops operations, senior vice president and chief operating officer for Midas, along with four other executives to head up the franchise organization in North America.

Mr. Gould most recently was senior vice president, franchise operations, at Midas.

TBC also named Tim Garza, a long-time automotive retail executive and a TBC employee since 2009, vice president of Midas franchise operations. Mr. Garza, who spent 33 years in senior management posts at Southeast Toyota Distributors L.L.C., most recently was division vice president for TBC's Tire Kingdom stores in Florida and Georgia. TBC also named three region managers for the Midas business: Phil Hultquist, formerly west region manager for Midas, becomes vice president for the west division; Gerry Schwall, Midas' northeast region manager, becomes Midas east division vice president; and Glenn Root continues as vice president of Midas' Canadian operations.

"TBC has great respect for the Midas legacy of more than 56 years as a premier supplier of automotive service," said Orland Wolford, TBC vice chairman and president and CEO of TBC Retail Group.

"We are committed to supporting Mike, Tim and the entire

Midas organization to take advantage of the market opportunities ahead of us."

Mr. Wolford also praised the tenure of Alan Feldman, who was Midas' CEO for nine years prior to the TBC acquisition. He left the business following the completion of the merger/acquisition on April 30.

"Alan Feldman led Midas during a period of great transition and, along the way, he nurtured relationships with all of Midas' constituents—franchisees, employees, vendors and the investment community—as Midas became a provider of a full range of automotive services," Mr. Wolford said.



Mike Gould, senior vice president and chief operating officer for Midas; and Tim Garza, vice president of Midas franchise operations.

BUSINESS FLEET TOP NEWS

May 16, 2012

Low Tire Tread Depth and Underinflation Increase Collision Chances, NHTSA Study Says

The National Highway Traffic Safety Administration (NHTSA) released the results of a new study in April that focused on the specific tire problems that contributed to collisions. The study used data collected via the National Motor Vehicle Crash Causation Survey for 2005 through 2007 to determine its findings.

The NMVCCS data used is a sample of 5,470 crashes. In 9% of them, one or more vehicles experienced tire-related problems before a crash. Out of the tire-related crashes, half (50%) involved a single vehicle. Out of crashes that did not involve tire-related factors, only 31% involved a single vehicle.

The study found a number of

specific tire conditions that affect crashes, too. For example, when tires are underinflated by 25% or more, tire problems are three times as likely to be cited as critical events before a crash. Another finding is that of the SUVs that experienced tire problems before a crash, 45% of them rolled over. For other vehicle types than SUVs, though, fewer than 25% experienced tire problems before rolling over.

Tread depth was another factor. Of tires with tread depth in the range of 0 to 2/32 of an inch, 26% were in vehicles that experienced tire-related problems before a crash. Out of vehicles that had tire tread depths in the 3/32 to 4/32 of an inch range, though, only 8% involved in crashes experienced tire-related

problems before the crash occurred.

The study also found that drivers who were less familiar with the vehicles they were driving experienced tire problems before a crash more significantly than “chance,” according to NHTSA.

Lastly, 11.2% of vehicles experienced tire-related problems when road conditions, such as a wet road, a road underwater, or just a slick surface, were present when compared with regular road conditions (only 3.9% of vehicles experienced tire-related problems before a crash).

RMA Revises Bulletin on Motorcycle Rims

July 09, 2012 – Tire Review

The Rubber Manufacturers Association (RMA) has revised its Tire Information Service Bulletin (TISB) Volume 28, "Never Mount Passenger Car Tires on Motorcycle Rims Fitted to Motorcycles or Sidecars."

The recently revised bulletin cautions against installing passenger tires on motorcycle rims, explaining that motorcycle tires and corresponding motorcycle rims are designed with a bead seat diameter and flange contour that are different than passenger car tires/rims. Therefore, any attempt to mount a passenger car tire on a motorcycle rim may cause inflation pressure loss or the beads to break with explosive force; the result could be serious injury or death.

“Not every tire is meant for any rim,” said Charles Cannon, RMA president and CEO. “Caution needs to be taken to ensure motorcycle tires are mounted on motorcycle rims only.”

For a copy of the newly revised TISB Volume 28, Number 3, and other service bulletins, visit RMA’s website at www.rma.org.



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The Canadian Automotive Service Sector Consumer Behaviour Study indicates that one third of participants rely on their vehicle to earn a living.

May 25th, Ottawa, ON – AIA’s “The Canadian Automotive Service Sector Consumer Behaviour Study” has now been released and indicates that one out of three participants agree that they rely on their vehicle to earn a living. In addition, the average daily commute is estimated to be 39 minutes for Canadians across the country. The report, contracted to J.D. Power and Associates by AIA Canada, aims to shed light on the motivations and influencers of consumer behavior when it comes to the repair and maintenance of their vehicle. Designed to benefit all AIA member companies, the overall goal of this study was to gain a better understanding of consumer attitudes and habits at the shop level.

“Our vehicle fleet in Canada is growing in size and aging”, states AIA Canada President Marc Brazeau. “At an average age of 8.5 years, it is surprising to find out through the Canadian Automotive Service Sector Consumer Behavior Study that as vehicles age, there is a significant decline in the frequency of service visits as well as a significant increase in the amount spent per visit. The industry would benefit from a concerted effort to promote the benefits of regular maintenance, as vehicles get older. Frequent visits with a lower price tag result in happier customers, compared to those who come in less frequently and face a high repair bill.”

The study found that 56 percent of

all last service occasions were prompted due to routine maintenance. In addition, six percent of service occasions were, “Service provider scheduled maintenance” and 13 percent were, “Tire replacement/seasonal change”. That being said, it is safe to say that three quarters of vehicle service occasions are routine, or seasonal, therefore predictive in nature. Contrary to previous belief, Canadian drivers regard the maintenance of their vehicles with importance. These figures are a credit to the success of programs such as the industry-led campaign, Be Car Care Aware. However, an exception may be younger drivers (aged 18 to 24), where only 50 percent cited routine maintenance as the reason for their last service occasion. The study suggests an educational campaign targeted to younger drivers might be beneficial.

“Automotive Service Providers (ASPs) should also take note of the communication preference of their customers”, said Dave Fifield of Wakefield Canada and Chairman of the AIA Market Research Task Force. Nearly 4 out of 10 (37%) auto owners demonstrated a preference for their ASP to communicate with them via email – not far behind those who prefer phone calls (46%) and well ahead of those preferring traditional mail (12%). In addition, texting and social media have now become an option for ASPs when communicating to their customers. A number of participants aged 39 and under – many of

whom will be service customers for many years to come – indicated text messaging as their preferred means of communications.

Customers appreciated a vehicle inspection during their service visit – two-thirds believed their vehicles are being inspected during the service occasion, and in those instances, customers cited a significantly more satisfying visit. They also indicated a higher level of forward intended loyalty (70 percent) and advocacy to the automotive service brand. Indications are that conducting an inspection – either a walk-around or multi-point inspection - can not only boost overall service satisfaction, but encourage the customer’s intention to recommend a shop.

AIA is giving its members access to the full report at no cost in order to help them understand the benefits of promoting aftermarket repair and maintenance. The report may also be purchased by non-members for \$1500. Knowing a customer’s vehicle maintenance behavior can help the aftermarket industry use the proper strategies to educate the consumers on how to maintain their vehicle, which can result in a better environment and can also contribute to safer, more reliable vehicles for the driving public.

AIA members can download a copy of the full report from the AIA website.

Employees' Vehicles for Business Use

by TOM ROSS

Risk Management

www.federated.ca

April 2012



TOM ROSS
Federated Insurance
Training Manager

Companies that have employees using their own personal vehicles in the course of business have the potential of serious problems for both the employer and the employee. Obviously, these vehicles will not be scheduled on the company's automobile policy and there is a very real possibility that a claim may be denied under the employee's own policy as it was being used for business purposes.

What are the risks?

Generally, an employer will be held responsible for the acts of an employee while the employee is engaged in the employer's business. In the case of an automobile claim arising from a company's operations, that company can expect to be held liable for the employee's actions even if the organization does not own the vehicle. Further, the fact an employee may have violated instructions to operate the vehicle carefully and in observance of all traffic laws will not prevent the company from being held liable if there is an accident for which the employee is fully or partially at fault for.

Relying on an employee to maintain their own insurance for business use of their personal vehicles is dangerous. Has there been full disclosure to the insurer of the intended use of the vehicle? Are Third Party Liability Limits adequate for the potential exposure? Are there any possible scenarios that exclude coverage under the policy? How will legal expenses be paid if the company is named in a subsequent lawsuit?

What are your options?

Besides restricting usage to company vehicles, another possible recourse is through a **Non-Owned Automobile Policy** purchased by the company.

What Vehicles are covered?

Other automobiles not owned by the company, but used on the company's behalf including, employees' vehicles while being used in connection with business of the company, vehicles rented by the company or on its behalf, and those vehicles operated for the company under contract are covered.

Who is covered?

The policy provides coverage for the Named Insured (the company) and every partner or employee who drives, in connection with the business, a vehicle not owned by the organization, or by any person residing in their same premises (eg, coverage for spouse).

What is covered?

The Non-Owned Automobile policy provides Third Party Liability coverage that responds when a non-owned vehicle is uninsured or has insufficient limits and covers defence costs. When the non-owned vehicle is insured elsewhere, Third Party Liability under the Non-Owned Automobile policy applies on an excess basis over the owner's automobile policy. For a company, defence costs may pose a more frequent exposure. Regardless of whether the company is ultimately found liable, the Non-Owned Automobile policy can respond for costs incurred from a lawsuit.

It is highly recommended that companies review the features and benefits of a Non-Owned Automobile policy with their Risk Services Coordinator as part of an overall risk management program.

For more information, contact a Risk Services Coordinator at 1-800-387-5953 (Mississauga) or 1-800-461-3117 (London).

The information provided is intended to be general in nature, and may not apply in all provinces. The advice of independent legal or other business advisors should be obtained in developing forms and procedures for your business. The articles are designed to provide information, but should not be construed as eliminating any risk or loss.

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Northern exposure: fleetHQ goes Canadian



The Goodyear Tire & Rubber Co.'s Goodyear Canada Inc. subsidiary is converting its network of 110 independently owned Truckwise Tire Centers in Canada to fleetHQ Tire Centers.

The company says this will create a consistent business solutions brand that offers products, services

and information tools for trucking fleets and owner-operators throughout North America.

"The decision to transition from Truckwise to fleetHQ will expand and strengthen the fleetHQ brand throughout North America," said Dwight McGill, general manager, Commercial Tire Systems, Goodyear Canada.

FleetHQ offers a wide range of business solutions designed to help trucking operations of all sizes, including: The fleetHQ Solution Center; TVTrack national account programs for fleets of all sizes; Trailer-Readiness; Gold Medallion retreaded tires; and Tire Pix photo service.

As part of the conversion, Goodyear will replace Truckwise signage with fleetHQ signage. "We have already started this process," said McGill.

Michelin to expand in Nova Scotia?

Crain News Service report

WATERVILLE, Nova Scotia (May 2, 2012) — Nova Scotia is studying the feasibility of moving Waterville's airport in order to make room for Michelin North America (Canada) Inc. to expand its Waterville truck and OTR tire plant.

The provincial government said it will conduct a \$100,000 feasibility study, with the cooperation of Michelin and the municipality of the County of Kings, to "support potential expansion" at the 30-year-old plant.

Michelin acknowledged it requested that the province study the situation, but a spokesman stressed "at this point it is just that (a study). The spokesman said Michelin considers opportunities continuously, "and we want to get the Waterville site prepared for any opportunities that could potentially come by in the future."

The study is to be completed by summer's end.

"The province continues to explore opportunities that will grow the province's economy and create good jobs for Nova Scotians," said Nova Scotia Premier Darrell Dexter in a statement.

"Attracting, retaining and growing businesses like Michelin requires hard work, and we're ready to get that work done," said Diana Brothers, warden of municipality of the County of Kings. "A successful feasibility study will show a way to support and promote Michelin's growth and the needs of the airport. I'm confident we'll find a win-win way to do it."

Michelin employs about 3,500 in Nova Scotia, including 1,200 at the Waterville plant, which is one of Michelin's key manufacturing sites for its X-One wide-base single truck tire. The company invested \$82 million there in 2006-07 to add capacity for the X-One.

The airport, which occupies land adjacent to the Michelin plant, is managed by Waterville Airport Cooperative Ltd. It has one 3,500-foot runway serving primarily private aircraft.

This report appeared on the website of European Rubber Journal, a U.K.-based sister publication of Tire Business.



The Waterville airport is on land adjacent to Michelin's truck and OTR tire plant. (Waterville Airport Cooperative Ltd. photo)

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Canadian Census Highlights

- The total population of Canada is 33.5 million.
- The number of seniors (age 65 and over) is nearly 5 million, an increase of just over 14% from the previous census. Back in 1971, 8% were 65 and older.
- The number of seniors is at the highest rate ever in Canada.
- The working-age population, aged 15-64, only grew by 5.7% and account for 42% of the total population.
- The population of children under 14 only grew by 0.5%. Those under 14 make up 16.7% of Canada's population; in 1961 the figure was 34%.
- The population of children under 4 increased significantly, by 11% between 2006 and 2011.
- The first baby boomers hit retirement age (65) in 2011.
- The fastest-growing age group are 60-64 year-olds, at 29%.
- The second fastest-growing group are centenarians, those over 100. 5,825 Canadians are over 100 years old.
- Saskatchewan had the highest fertility rate of all the provinces. It also has the highest rate of centenarians of all the provinces and territories.
- The working age population in Alberta encompasses 70% of the overall provincial population.
- There are a higher proportion of people over 65 living in rural and remote areas than in or near big cities.
- Wood Buffalo, Alta., is the manliest town in Canada, with 54.4% of the overall population.
- Cobourg, Ont., is where the ladies are. It is the city under 100,000 with largest proportion of women, 53.6%.
- Nunavut is the youngest territory or province, with 32% of the population under 14.
- The median age in Canada in May 2011 was 40.6. In 1961, it was 26.3.
- Nearly two-thirds of all teenagers live in central Canada.

MarketSnapshot

Total Light Vehicles in Canada

June	Current Month		YTD			YTD Market Share			
	2012	2011	2012	2011	12/11	2012	2011		
Acura	1,310	1,133	33.3%	7,237	8,498	72.9%	0.8%	0.8%	
Audi	1,355	1,464	4.5%	10,034	9,619	4.0%	1.2%	1.1%	
BMW	3,200	3,542	-9.4%	15,339	14,454	6.1%	1.8%	1.8%	
Chrysler/Fiat	23,001	23,611	-2.6%	124,866	130,601	7.1%	16.0%	16.0%	
Ford	30,889	38,444	-18.1%	142,321	140,311	1.3%	18.4%	17.4%	
General Motors	22,069	27,863	-20.8%	117,347	124,051	-6.2%	15.5%	15.2%	
Honda	13,047	8,451	49.0%	64,544	52,271	23.5%	7.5%	6.5%	
Hyundai	14,141	13,434	5.2%	71,842	66,221	8.3%	8.9%	8.9%	
Infiniti	798	837	-4.8%	4,023	3,245	23.4%	0.8%	0.4%	
Jaguar	71	84	-15.5%	392	400	-12.0%	0.0%	0.0%	
Kia	7,302	7,077	3.0%	29,243	33,066	-10.7%	1.2%	1.1%	
Land Rover	361	268	30.2%	2,174	1,458	47.6%	0.3%	0.2%	
Lexus	1,340	958	39.4%	7,038	8,402	-16.4%	0.8%	0.8%	
Mazda	7,250	7,010	3.4%	27,827	34,818	-20.3%	4.2%	4.2%	
Mercedes-Benz	3,342	3,071	8.8%	17,314	14,726	17.6%	2.0%	1.6%	
MINI	701	657	6.8%	3,121	3,660	-14.7%	0.4%	0.4%	
Mitsubishi	2,389	1,911	19.8%	10,310	11,555	-11.2%	1.2%	1.1%	
Nissan	8,116	10,586	-22.4%	43,132	43,333	0.5%	5.0%	5.0%	
Porsche	291	342	-14.9%	1,470	1,266	15.7%	0.2%	0.2%	
Subaru	-	27	100.0%	21	181	-88.4%	0.0%	0.0%	
smart	241	218	10.1%	987	1,028	-4.8%	0.1%	0.1%	
Suzuki	2,370	2,462	-3.7%	14,732	14,177	3.9%	1.7%	1.6%	
Suzuki	507	457	10.9%	2,522	3,047	-17.2%	0.3%	0.4%	
Toyota	17,044	19,448	-12.4%	80,946	77,162	5.0%	10.6%	9.6%	
Volkswagen	8,903	8,508	4.8%	28,832	28,142	2.5%	3.3%	3.2%	
Volvo	818	836	-2.3%	3,431	3,867	-11.2%	0.4%	0.4%	
Light Vehicle Sales	184,648	194,790	-6.2%	864,911	897,772	-3.7%			
Passenger Car	71,903	74,820	-4.8%	400,362	392,041	2.0%	46.3%	44.8%	
Light Truck	83,555	87,566	-4.5%	454,549	445,131	2.0%	53.7%	55.1%	
GM/Ford/Chrysler Nameplate	76,921	84,728	-9.2%	380,728	366,665	3.8%	44.9%	43.8%	
Import Nameplate	83,528	80,568	3.8%	473,821	478,507	-1.0%	55.1%	52.3%	
Sales History	2005	2006	2007	2008	2009	2010	2011	12/11	
January	74.2	80.2	81.2	102.4	74.8	87.6	88.6	87.3	15.7%
February	122.7	97.4	97.0	111.0	80.2	100.2	99.0	106.7	11.2%
March	144.9	101.3	100.7	100.0	127.6	146.4	133.6	157.8	2.8%
April	123.2	122.1	102.0	175.2	142.9	149.7	122.9	157.3	-1.4%
May	127.6	163.2	162.5	104.5	154.0	154.9	149.0	175.7	17.9%
June	161.4	127.3	106.2	109.5	134.6	151.6	134.8	160.0	2.9%
July	154.8	141.8	142.4	149.5	133.0	148.8	141.6		
August	142.5	153.8	155.4	147.2	132.4	135.1	142.4		
September	124.2	125.6	124.0	124.1	124.5	125.1	124.5		
October	114.2	114.4	120.8	122.7	121.6	122.2	124.7		
November	120.2	123.8	117.3	109.2	102.1	115.0	121.1		
December	117.0	120.3	112.9	94.4	111.2	111.7	114.6		
Full Year	888.5	815.4	822.5	663.8	721.0	786.4	837.8	854.9	

Note: Sales figures above are in thousands.

Source: DesRosiers Automotive Consultants Inc. (DAC), Association of International Automobile Manufacturers of Canada (AIAMC), Canadian Vehicle Manufacturers' Association (CVMA) www.desrosiers.ca

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Jack Angle retired from Michelin Canada on April 1, 2012 after 31 years of service.

Jack began his career in 1980 with BFGoodrich in Toronto as Marketing Coordinator. A few years later Jack was transferred to the Kitchener office where he held several other managerial positions; High Performance Manager (National), Pricing Manager and Private Brand Manager.

In 1990 Jack joined Michelin and held the position of Area Sales Manager, covering most of Ontario at one time or another for the next 22 years. Jack has been married to his lovely wife Carol for 42 years and they have 2 wonderful daughters Lori and Shari. Although his family is glad to find him with more time on his hands, the Michelin dealers accounts that Jack has built relationships with over the years are missing him. Jack Angle, known for his jokes and selective hearing, I doubt there will ever be another one like you. Heartfelt wishes to Jack and his family, and to the new adventure that lies ahead for you.



Friends of Jack Angle gather for his retirement.

Tire Business staff report

VERNON, British Columbia (April 13, 2012) — Thomas J. Foord, founder of Kal Tire, died April 12 in Vernon at age 89 due to complications from heart failure.

Mr. Foord, who founded Kal Tire in 1953, retired from day-to-day activities in 2005 but stayed on as chairman of the board and in 2009 transitioned to chairman emeritus.

Kal Tire is considered Canada's largest tire dealership and among the five largest in North America, with major holdings in the retail, commercial and wholesale ends of the business.

Born May 8th, 1922, in Instow Saskatchewan, Mr. Foord was the eldest of seven children. During World War II Mr. Foord served with the Royal Canadian Air Force, stationed in Newfoundland, where he met his wife Norah, who also was working there. After the war they married and returned in 1944 to her home town of Vernon, where they raised five children, all of whom still reside in Vernon. Mr. Foord's son-in-law, Ken Finch, is chairman and his son Robert Foord is president.

Mrs. Foord died just seven weeks ago, on Feb. 25 at age 92.

Mr. Foord got into the tire business in 1953 after trying to make a go at running a service station for about 18 months.

From that single outlet in Vernon, Mr. Foord — with the help in the early years from his partner Jim Lockhead — built the business steadily to what today is one of British Columbia's largest privately owned businesses. Mr. Foord spoke with Tire Business at

length in 2008 about the origins of his business and his philosophy on business.

Kal Tire, still owned by the Foord family, operates in 20 countries, employing more than 4,600.

In a statement, Kal Tire said the company's success "can be attributed to Tom's personal values, which still guide the direction of the company today."

A resident of Vernon since 1945, Mr. Foord was recognized as an outstanding citizen of the community. He served as honorary chair of the Vernon Hospice Society and was a long-time supporter of the United Way.

Tom and Norah Foord helped The People Place Society buy land for the building that serves as home to many North Okanagan community organizations.

In 1989, he was acknowledged by the City of Vernon with its Most Valuable People Award for his outstanding contribution to the community and in 1993 with its Corporate Good Citizen of the Year Award.

He received an Honorary Doctor of Laws degree for entrepreneurship from Royal Roads University in Victoria and an Honorary Doctor of Laws Degree for community service and entrepreneurship from the Okanagan University College in Vernon. In 2000, he was awarded the Order of British Columbia.

He received the Freedom of the City — Vernon's highest honor — in 2007 and was named to B.C.'s Business Laureates Hall of Fame in 2006.

In addition he was a founding member of the Western Canada Tire Dealers Association and is a member of that group's hall of fame. He was

elected to the Tire Industry Hall of Fame in 2003.



T.J. Foord

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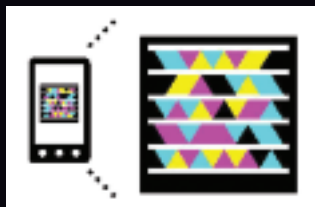
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Weed 'Em and Reap: Ford, Ohio State Look to Put Dandelion Roots to Use in Cupholders, Floor Mats and Interior Trim



Ford is looking at dandelions in a new way by researching their potential use as a sustainable resource for rubber

- Ford and The Ohio State University are looking at dandelions in a new way by researching their potential use as a sustainable resource for rubber
- A milky-white substance that seeps from dandelion roots is used to produce the sustainable rubber. The substance could potentially find its way into plastic parts in Ford vehicles, including cupholders, floor mats and interior trim
- Potential use of dandelion root as a rubber substitute is another example of Ford's investment in sustainable materials for its vehicles including soy foam seat cushions, wheat straw-filled plastic for interior trim and recycled cotton from blue jeans as sound-dampening material

Dearborn, Mich., May 10, 2011 – When homeowners see dandelions sprouting, they start thinking of ways to get rid of the weed, but researchers at Ford and The Ohio State University see a plant that can serve as a new sustainable resource for rubber.

“We’re always looking for new sustainable materials to use in our vehicles that have a smaller carbon footprint to produce and can be grown locally,” said Angela Harris, Ford research engineer. “Synthetic rubber is not a sustainable resource, so we want to minimize its use in our vehicles when possible. Dandelions have the potential to serve as a great natural alternative to synthetic rubber in our products.”

Not all dandelions are created equal, meaning not all can be used as a sustainable resource for rubber. The suitable species for this project is the Russian dandelion, *Taraxacum kok-saghyz* (TKS), which is being grown at The Ohio State University's Ohio Agricultural Research and Development Center (OARDC). A milky-white substance that seeps from the roots of this species of dandelion is used to produce the rubber.

“Managing weed problems is essential to developing TKS as a commercially viable domestic source of natural rubber in the U.S.,” said Bill Ravlin, associate director of OARDC.

Ford could potentially use the substance as a plastics modifier, to help improve the impact strength of plastics. The material might then be used in places such as cupholders, floor mats and interior trim.

“It’s strange to see weeds being grown in perfectly manicured rows in a greenhouse, but these dandelions could be the next sustainable material in our vehicles,” said Harris.

Before the dandelion-derived rubber can be put to use, Ford researchers will assess the initial quality of the material to evaluate how it will perform in a variety of plastics that are used in vehicles and to ensure it meets durability standards. Besides the dandelion, the team also is looking into the use of guayule (a southwestern U.S. shrub) as a natural rubber, which is provided by OARDC and can also be grown domestically.

Eco-friendly solutions

Ford’s “Reduce, reuse and recycle” commitment is part of the company’s broader global sustainability strategy to reduce its environmental footprint while at the same time accelerating the development of advanced, fuel-efficient vehicle technologies around the world.

Over the past several years Ford has concentrated on increasing the use of nonmetal recycled and bio-based materials whenever possible, provided these materials are environmentally favorable in the specific application. Examples include soy foam seat cushions, wheat straw-filled plastic, recycled resins for underbody systems, recycled yarns on seat covers and natural-fiber plastic for interior components.

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RMA, TIA partnering to develop tire repair bill

By Miles Moore, Senior Washington Reporter

Posted July 13, 2012



WASHINGTON (July 13, 2012) — Representatives of the Rubber Manufacturers Association (RMA) and Tire Industry Association (TIA) said this week they are working together to devise a model bill setting forth proper tire repair procedures.

"We're hopeful and very confident we can come to an agreement where we can mutually support a tire repair bill," said a spokesman for the RMA.

Roy Littlefield, TIA executive vice president, said his organization is negotiating with the RMA to come up with a bill that has provisions TIA can support.

"It's a huge change for TIA to go from not supporting legislation to looking at this issue and saying we need to be at the front of it," Mr. Littlefield said.

TIA opposed the model bill the RMA devised and later introduced into the New York legislature. The RMA bill, which passed the New York Senate Transportation Committee June 8, would have imposed fines of \$500 for each violation of the tire repair steps set forth in the bill.

These steps included cleaning the inner liner to remove contaminants; buffing the inner liner to create a smooth, even surface; and filling the injured portion of the tire with a cured rubber stem and properly installing either a tire patch or a combination repair unit.

TIA submitted amendments to the New York legislature June 14, modifying the bill's language to outlaw specific violations rather than setting forth step-by-step requirements for proper tire repair. Eight days later, the legislature adjourned without taking further action on the bill.

"The legislature told us it was too late to go back and change the bill," Mr. Littlefield said. "Because time was running out, they simply decided not to act further on the bill, which was exactly what we wanted."

The RMA spokesman said the association fully expects to see the bill reintroduced in the New York legislature when it reconvenes early next year. "Passing legislation often isn't a one-year job," he said. "It takes time to get it through the system."

Meanwhile, Mr. Littlefield said TIA is working with the RMA to devise a model tire repair bill that it plans to introduce into the Maryland legislature.

There are two good reasons to introduce the bill in Annapolis, Mr. Littlefield said. First, TIA has its headquarters in Maryland.

Second, a bill was introduced in the Maryland legislature early this year that would have required tire makers and retailers to inform consumers of a tire's age. TIA, the RMA and the Chesapeake Automotive Business Association (CABA) worked in unison to oppose the bill, which died after a subcommittee of the Maryland House Economic Affairs Committee issued an unfavorable report on it.

"If we can gain the support of some of the legislators who opposed us on tire aging, that would be a tremendous boost for us," Mr. Littlefield said.

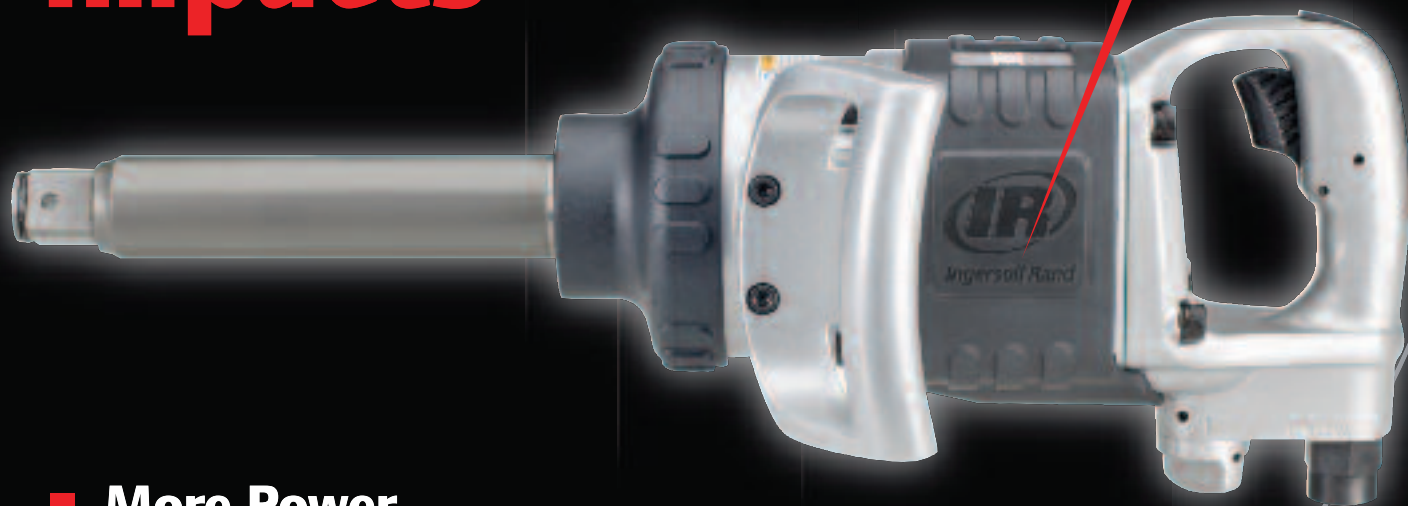
Mr. Littlefield said he and other TIA officials have already met with James Donohue, CABA executive director, about the tire repair bill, and plan to meet with the CABA board of directors shortly.

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