

# TRENDS

Tire Industry News

Editor: Bob Bignell

Issue 1001

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**ANNUAL OTDA FUNDRAISER AND CHARITY GOLF CLASSIC**

**AUTOMOTIVE TRAINING INSTITUTE WORKSHOP**

**2010 WINTER CONFERENCE**

**NIAGARA 2010 TRADE SHOW**



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Dealers Association

*President: Glenn Warnica*



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# President's Message



## Leading the Way

*The Ontario Tire Dealers Association (OTDA) is dedicated to helping independent tire dealers prosper today, and well into the future.*

*Jack Kazmierski  
from "Tire News Magazine"*

"Opportunities are out there for dealers who are well trained."

– Glenn Warnica

Like any business, the tire industry has its share of challenges. But Glenn Warnica, president of the Ontario Tire Dealers Association (OTDA), and VP of Bast's Tire Service, is "bullish" about the future, with a strong belief that independent tire dealers are sure to prosper as long as they stay on top of the challenges and changes.

Warnica has been in the tire business longer than he cares to

remember, and has years of retail experience, having owned and operated three tire and automotive centres in Ontario in the past. He has also been serving as OTDA president for over seven years—an organization that's devoted to providing members with programs that add value and benefits.

## Education and training

One of the major goals of the OTDA is to keep its more than 700 members wellinformed and to provide the kind of training that will benefit both the tire techs on the front lines, as well as the managers and business leaders responsible for the bigger picture. "We're working hard to provide training on a number of levels," Warnica says. "First, there's the automotive tire service training, and we're using the synergy of other associations to provide our members with the best information possible. We also have commercial tire service training, which has been a tremendous success, and within the last year we started offering business management training."

## Health & safety

One of the areas of growing concern is health and safety. Here again, Warnica believes that education and training are the keys to success. "Independent tire dealers need to pay particular attention to health and safety," he says. "It's a growing concern, and it's the employer's responsibility to make sure there are proper health and safety programs in place. The tools are out there—you can start with your membership in the OTDA, take

a look at what's available, and figure out how you're going to implement it in your business. The help is there to put together a solid health and safety program for your business."

## Change

The industry is evolving. New technologies (like TPMS), changes in market conditions (like the growing popularity of winter tires), and the shift to higher-performance tires are changing the shape of the market.

Warnica believes tire dealers who are willing to keep up with any and all changes will succeed in the long run. "Opportunities are out there for dealers who are well trained," he says. "It takes more training and skill to work on many modern vehicles and to keep customers happy today."

The "how-to" information is out there. All tire dealers need to do is embrace it. "You have to take advantage of ever thing the manufactures have to offer and everything the OTDA has to offer. You have to continue to invest in education," he adds. Warnica believes that the independent tire dealer in the province of Ontario is "alive and well" and that the future belongs to those tire dealers who understand health and safety regulations, embrace technology and education, and realize that there is value to membership in the OTDA. "Membership does not cost," he says. "It pays."

# TRENDS

## *Tire Industry News*

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Send it to us and we will link it to our Website!!!**

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# Ontario Tire Dealers Association Annual Fundraiser & Charity Golf Classic

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**Place:** Crosswinds Golf & Country Club  
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[www.crosswindsgolf.com](http://www.crosswindsgolf.com)

**Directions:** From the QEW – Exit Guelph Line Burlington. Travel north through the village of Lowville, Crosswinds is located north of Lowville on the east side of Guelph Line just south of Derry Road.  
From the 401 – Exit Guelph Line and travel south. Crosswinds is located approximately (9) kilometers south of Highway 401 on the east side of Guelph Line just south of Derry Road.

**Registration/Lunch:** 11:00 AM - 12:30 PM    **Golf: (New Time) 12:30 PM Shotgun**    **Price:** \$195.00 per person  
(18 holes of the Crosswinds Golf Experience, Cart, BBQ Lunch, Evening Banquet, Prizes, Donation)

## Cheques made payable to: OTDA Annual Fundraiser & Charity Golf Classic

**Golf Chair:** Glenn Warnica    **P:** (905) 634.0404    **F:** (905) 632.5768    **C:** (905) 638.2516    **E:** gwarnica@sympatico.ca  
**Ontario Tire Dealers Association 3350 Fairview St. Suite 3-148 Burlington, ON L7N 3L5**

**Golf Committee:** Richard Bender, Don Frisby, Don Gauthier, Eric Gilbert, Mike McClory, Rose Warnica

<u>Name</u>	<u>Company</u>	<u>Phone</u>	<u>Fax</u>	<u>Amount</u>

**Special Requests:** This foursome to play together     Yes     No

**Pair me with:** 1. \_\_\_\_\_ 2. \_\_\_\_\_ 3. \_\_\_\_\_

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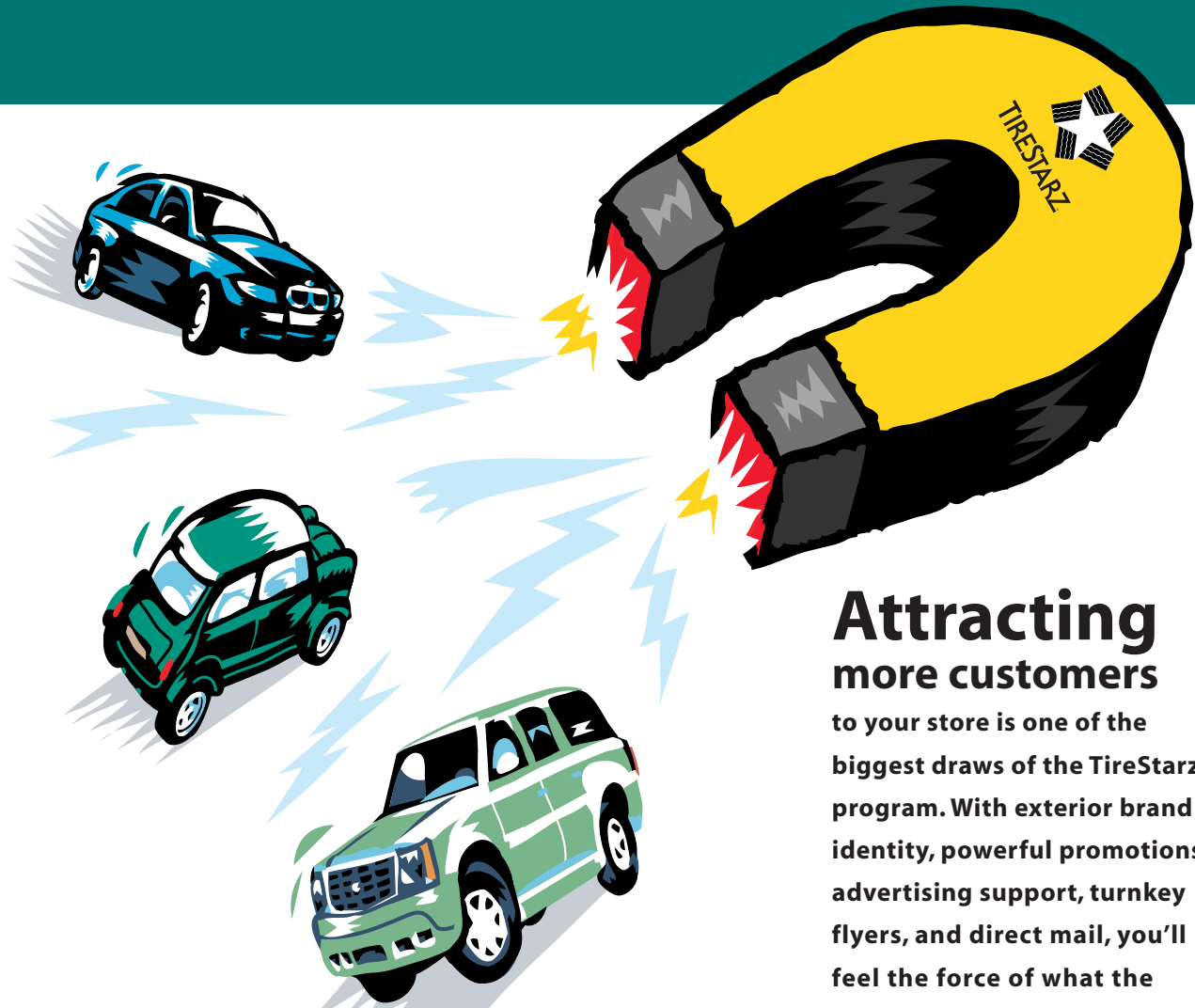
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<b>Trade Show and Conference Agenda</b> Major Conference Sponsor - Federated Insurance	

Trade Show Sponsored by Suppliers Council To The Canadian Tire Industry  
 Hall of Fame Breakfast and Presentation Sponsored by Bridgestone  
 Keynote Speaker Dennis Hull Sponsored by Goodride Tires  
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Time	Description	Location
<b>Thursday September 16, 2010</b>		
1:00 - 6:00	Trade Show Set-Up	Oakes Grand Ballroom
1:00 - 6:00 pm	Delegate Registration	Show Entrance
1:00 - 2:00	OTDA AGM	
2:00 - 3:00	OTDA Board Meeting	
7:00 pm - 11:00 am	President's Reception	Hennepin Room
<b>Friday September 17, 2010</b>		
7:00 - 8:00 am	Hall of Fame Breakfast	Hennepin Room
8:00 - 8:45 am	Hall of Fame Presentation	Hennepin Room
9:00 am - 4:00 pm	Delegate Registration	Show Entrance
9:00 am - 10:30 am	Dennis DesRosiers	Hennepin Room
10:45 AM - 12:00 am	Dennis Hull	Hennepin Room
12:00 pm - 2:00 pm	Buffet Lunch	Trade Show Entrance
12:00 pm - 6:00 pm	Trade Show	Oakes Grand Ballroom
6:00 - 11:00 pm	Free Night - Casino Shuttle	
<b>Saturday September 18, 2010</b>		
8:00 am - 9:00	Group Breakfasts	Scheduled Locations
9:00 am - 12:00 pm	Group Meetings	Scheduled Locations
9:00 am - 10:00 am	Federated- Risk Exposure	Hennepin Room
10:00 am - 11:00 am	OSSA - Safety Audit Exposure	Hennepin Room
11:00 am - 11:30 am	Question & Answer	Hennepin Room
9:30 am - 11:30	Coffee Tea Cookies Danish	Hennepin Room
12:30 pm - 2:30 pm	Lunch	Trade Show Entrance
12:00 pm - 5:00 pm	Trade Show	Oakes Grand Ballroom
7:30 pm - 9:30 pm	Closing Dinner	Milestones Restaurant
<b>Sunday September 19, 2010</b>		
	Optional Packages	
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*Bob Bignell*  
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**Thurs., Sept. 16 - Friday, Sept. 17 - Sat., Sept. 18**  
 Sheraton Fallsview Hotel & Conference Centre  
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**REGISTRATION FORM**  
*Delegate Registration Includes:*  
**Thursday, Sept. 16, 2010:** President's Welcome Reception  
**Friday, Sept. 17, 2010:** Hall of Fame Breakfast; Speakers; Trade Show; Buffet Lunch  
**Saturday, Sept. 18, 2010:** Group Meetings; Speaker; Lunch; Trade Show; (Closing Diner-extra ticket)

Delegate Registration		Exhibitor Registration	
Dealer/Supplier Registration	\$149	Trade Show Booth	\$1,000
Spouse Registration	\$119	SCCTI Trade Show Booth	\$850
One Day Registration	\$59	(booth includes carpet, skirted table, two chairs, & wastebasket)	
Closing Night Dinner - Milestones	\$59		

Date	OTDA Member #	
Company Name		
Contact	Title	
Address		
City	Prov	Postal Code
Phone	Fax	
<i>EMAIL</i>		
Authorized Signature		

Delegate Names (First & Last Name)	Delegate Names (First & Last Name)
1 _____	5 _____
2 _____	6 _____
3 _____	7 _____
4 _____	8 _____

Trade Show Booth	x	\$1,000.00 =
Trade Show Booth (SCCTI Members)	x	\$850.00 =
Total Supplier Delegates (includes Fri & Sat)	x	\$149.00 =
Spouse Registration (includes Fri & Sat)	x	\$119.00 =
Friday Registration (one day registration)	x	\$59.00 =
Saturday Registration (one day registration)	x	\$59.00 =
Closing Night Dinner at Milestones (extra ticketed event)		\$59.00 =

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<b>NIAGARA 2010</b> <b>Thurs., Sept. 16 - Friday, Sept. 17 - Sat., Sept. 18</b> Sheraton Fallsview Hotel & Conference Centre 6755 Fallsview Boulevard Niagara Falls, Ontario L2G 3W7	<b>NIAGARA 2010</b>
<b>Keynote Speaker...</b> <b><i>Sponsored by Goodride Tires</i></b>	



## "Dennis Hull"

As a player he was in the shadow of his older brother Bobby Hull, where they were both teammates on the Chicago Black Hawks for eight seasons.

Dennis emerged as a star player on his own, scoring over 300 goals in his own right, and earning the nickname "the Silver Jet" (Bobby was known as "the Golden Jet"). Some commentators often wondered whether Bobby or Dennis had the harder shot.

When brother Bobby was excluded from the 1972 Summit Series because he played in the WHA, Dennis initially planned to boycott the event as well as a show of support for his brother, but Bobby persuaded him to stay on Team Canada. During the series, Hull took over from Vic Hadfield for the left wing position on the New York Rangers "Goal A Game" line with Jean Ratelle and Rod Gilbert, managing two goals and two assists in four games.

He was named a Second Team All-Star and played in five NHL All-Star Games. His best years were as part of the "MPH" (pun on 'miles per hour' using each player's last initials) line with centre Pit Martin and right wing Jim Pappin. The line was considered one of the better units in the NHL in the early to mid 1970's. He recorded seasons of 40, 30, 39 and 29 goals from 1971 through 1974. His best season was in 1973 when he recorded 39 goals and 51 assists for 90 points. He was instrumental in Chicago's appearance in the Stanley Cup Finals that season. Hull led the team with 9 goals and 15 assists for 24 points, finishing second in playoff scoring that season.

He played 14 seasons in the National Hockey League, with the Chicago Black Hawks (1964-1977) and Detroit Red Wings (1977-1978).

*Bob Bignell*

*Executive Director*

*Richard Bender*

*Co-Chairman*

**Ontario Tire Dealers Association**

phone: 888-207-9059

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# Treadlines

## **Tirecraft associate program gains momentum**

March 3, 2010 Modern Tire Dealer - Tirecraft Canada reports that more than 20 independent tire dealerships and garages have joined its associate store program, which relaunched 12 to 15 months ago, "depending on the region," according to Tirecraft officials.

## **Goodyear Canada Offers 'Get There' Awards**

News: North American

Goodyear has enlisted three-time olympian and five-time world champion ice hockey star Sami Jo Small to help identify Canadians who help future athletes achieve their dreams by driving to practices, games and competitions.

## **New Board of Directors for AIA Canada**

Members of the Automotive Industries Association of Canada attending the 69th AIA Annual General Meeting held in Toronto elected a new slate of Directors proposed by the AIA Nominating Committee.

## **Goodyear offering Olympic Games aerial coverage**

AKRON (Feb. 18, 2010) — As it does for many sporting events the world over, Goodyear is providing TV viewers with aerial coverage of the winter Olympic Games from Vancouver, British Columbia—but its blimps are absent due to the mountainous terrain.

## **Modern Tire Dealer**

Goodyear Tire & Rubber Co. has named Curt Andersson president of its North American Tire business unit. Andersson currently serves as president of Cooper Crouse-Hinds in Syracuse, N.Y. He will assume his new position Feb. 16.

Canadian firm Ellsin Environmental Ltd. is receiving government support in its implementation of technology that will enable scrap tires to be converted into usable by-products by means of a microwave process.

The patented reverse polymerization technology was developed over a period of more than 15 years by another Canadian company, Environmental Waste International (EWI), and Ellsin has contracted EWI to build a demonstration system based on the EWI process. To assist, the Northern Ontario Heritage Fund Corporation announced in December it is investing CA\$2 million assist in the construction of a test plant.

Once environmental approvals are gained, funding for this project will be provided under the NOHFC Enterprises North Job Creation Program, a scheme that invests in private sector projects that hold the potential to benefit Ontario. "Supporting new technologies and creating green jobs is the right thing to do for our economy and our environment," commented Ontario Premier, Dalton McGuinty. "Projects like this one put Ontario at the cutting edge of green tech, while ensuring that used tires are managed in an environmentally responsible way."

The EWI process uses microwaves in a nitrogen chamber to break tires down into the same components as achieved by pyrolysis – oil, steel and carbon black – yet it is said to accomplish this at a far lower temperature (between 250°C and 300°C). The pilot plant will have the capacity to handle approximately 900 scrap tires per day. Once the process is proven, Ellsin plans to build plants with the capacity to process 6,000 to 7,000 tires a day in a number of countries.

Ellsin's business plan involves the company's establishment as a tire processor under Canada's Ministry of the Environment guidelines utilising the EWI technology, the construction of a new building, the establishment of a carbon manufacturing operation and the development of an alternative energy facility. This system, says Ellsin, will generate its own electrical power through the use of ultra-clean micro-turbines which, after providing the necessary electrical power directly to the pro-

TOTYPE pilot recycling machine, could then feed the remaining electrical energy production into the power grid.

## **WATERLOO, Ontario (Feb. 9, 2010)**

**Tire Business**— A start-up company that plans to devulcanize recycled tire rubber has received \$750,000 in financing from First Leaside Visions II Limited Partnership, a venture capital firm.

## **February 11, 2010 Tire Business**

**EDMONTON, Alberta**—In the land of ice hockey fanatics, Integra Tire dealers in Western Canada have a vested interest in following Canada's Olympic women's ice hockey team at the 2010 Olympic Winter Games in Vancouver, British Columbia, but they most likely will be cheering on one teammate in particular.

The EU has agreed that all new tyres sold in Europe from November 1, 2012 onwards must be classified and labelled according to their fuel efficiency, wet grip and noise performance. The tyre label will take on the shape and form of the European energy label and employ classes ranging from best performance (green 'A' class) to worst (red 'G' class). Besides indicating how much a tyre affects a car's fuel efficiency, the label will also give information about its performance in wet conditions and its external rolling noise in decibels. *Daily News Wednesday, February 10, 2010 AutoService World*

## **Tyre Tripling Without the Muscle**

Tyre tripling, inserting two used tyres inside another one, has been increasingly adopted as a method of saving space and achieving transportation cost savings. To give a real life example, up to around 1,600 tyres can normally be fitted into a standard container. Up to 3,500 "triple" tyres can be fit in the same space. According to Arne Blaes, the proprietor of a company which manufactures tripling machinery, the process was invented by Africans who in most cases carried out the strenuous tripling process by hand.

*continued on page 21*

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17 x 7	10 x 112/120	ET 40
17 x 7	10 x 110/114.3	ET 40
17 x 7	10 x 108/115	ET 40
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# Treadlines

continued from page 18

## **Continental Tire Announces Name Change for North and South America Operations**

Continental Tire North America has changed its name to Continental Tire the Americas LLC.

The company says the name better reflects the growth of the tire maker's Passenger and Light Truck and Commercial Vehicle Tire divisions in both North and South America.

One of the key actions in 2009 that led to the decision to modify the name was the acquisition of a leading passenger, light truck and commercial tire company in Latin America, Compania Ecuatoriana del Caucho S.A. (ERCO). The Ecuador-based company gives Continental a significantly improved competitive position in Latin America, through ERCO's strong distribution network in Ecuador and the Andean region, which includes the countries of Chile, Peru, Bolivia, Columbia, Venezuela and Ecuador.

The ERCO Group is a vertically integrated tire business operated out of Ecuador and includes a tire plant in Cuenca, as well associated operations including a rubber plantation, retreading plant, tire import businesses and various retail chains in the Andean region.

The name change takes effect immediately.

## **Michelin Ramping Up in Nova Scotia**

Tire maker Michelin has been hiring in Nova Scotia where it operates three manufacturing plants.

According to reports, it has hired 40 staff and is looking to add as many as 100 more as the market for its passenger car and light truck tires stabilizes. The company operates plants in Waterville, Granton, and Bridgewater, which celebrated its 40th anniversary in

December 2009.

The hiring boost comes after a hiring freeze that had been in place since the automotive sector went for a tumble in 2009.

The company says that job sharing and a flexible approach by employees assisted the company in remaining strong throughout the difficult year, and has positioning it well to rebuild quickly as it has been able to retain long-time, experienced employees.

Michelin has approximately 3,500 employees at its three Nova Scotia plants. The Bridgewater plant produces radial passenger and light truck tires and steel cord. The plant in Granton, Pictou County, also produces radial passenger and light truck tires, as well as moulds, while the Waterville, Kings County plant produces radial truck and small industrial tires, as well as tires for earthmoving equipment.

## **State Funds to Aid in Testing of Canadian Scrap Tyre Technology**

(Tyrepress.com December 12) Canadian firm Ellsin Environmental Ltd is receiving government support in its implementation of technology that will enable scrap tyres to be converted into usable by-products by means of a microwave process. The patented reverse polymerisation technology was developed over a period of more than 15 years by another Canadian company, Environmental Waste International (EWI), and Ellsin has contracted EWI to build a demonstration system based on the EWI process. To assist, the Northern Ontario Heritage Fund Corporation (NOHFC) is investing CA\$2 million assist in the construction of a test plant.

## **Kal Tire restructures senior management**

Tire Business staff report  
VERNON, British Columbia (Dec. 15, 2009) — Kal Tire Ltd. reorganized the

responsibilities of its senior management team recently, promoting several staff members to new positions.

Effective in November, Tom Foord, founder of the Vernon-based tire retailer, is the company's chairman emeritus after previously serving as chairman of the board. Ken Finch, who served as president of the company for the last five years, will leave his role as president to succeed Mr. Foord as the chairman of the board.

Taking over for Mr. Finch as president is Robert Foord, who most recently served as senior vice president, Mining Tire Group. Bob Wallis, who most recently served as senior vice president, finance and chief financial officer (CFO), has taken over Mr. Foord's position with the Mining Tire Group.

Ken Chaun, who has held various roles in his six years at Kal Tire, has replaced Mr. Wallis as senior vice president, finance and CFO. Most recently he held the title of vice president, finance.

## **CMA appoints Canadian sales manager**

(091210 Modern Tire Dealer Magazine) China Manufacturers Alliance LLC has named Martin Doyle its Canadian regional sales manager.

## **CMA Adds New Canadian Sales Manager**

News: North American (091209 Tire Review Magazine)CMA has hired Martin Doyle as its new Canadian regional sales manager. The former Michelin Canada sales and marketing manager will work to build CMA's dealer and end-user network in Canada, and the Double Coin brand in Canada.

# Winter Tire Wrap Up

## Canada Looking to Set Winter Tire Standards

December 23, 2009 (Tire Review Magazine)

CBC News reports that Transport Canada and the tire industry are working to establish guidelines to ensure safety standards are met on winter tires.



According to CBC, there are no legislated standards attached to the mountain snowflake symbol used to designate winter tires, and Canadian groups like the Automobile Protection Association (APA) believe that leaves consumers at risk.

"There is a possibility of either counterfeiting or of just putting a logo on a product which hasn't been tested, but which you believe could pass the test," said APA president George Iny.

Even tires that legitimately carry the logo have only met minimum standards, Iny said, and may not meet the needs of winter driving across Canada. His organization has tested a number of brand-name tires and found a wide variation in performance.

Nigel Mortimer, head of recalls for Transport Canada, said standards for displaying the mountain snowflake logo should be tightened

"There's a gentleman's agreement there," he told CBC News. "But if we get some offshore company, XYZ corporation decides to do it and fool the consumer into thinking this is a winter tire, then, yeah, that's a concern to us."

Once the standards are set, the group hopes to conduct random testing and issue a national recall if tires fail. Those rules could be in place by spring, Mortimer said.

Following the advice of an independent consultant and two unnamed tire manufacturers.

## N.B. Parents Win Battle, Buses Will Have Winter Tires

February 24, 2010 Tire Review Magazine

Transport Canada has told school districts in New Brunswick to outfit their multi-purpose vehicles with winter tires by the end of this week.

The federal agency acted after concluding an investigation into the safest tire options for 21-passenger buses used by many school districts for sports and extracurricular activities. Transport Canada undertook the investigation at the request of the New Brunswick Departments of Transportation and Education.

Provincial Transportation Minister Denis Landry said the province would act immediately to comply. "New Brunswick is making winter tires

mandatory on these vehicles. I commend Transport Canada for working with us to help inform all jurisdictions on the safest tire configuration."

According to CBC, the change came after a two-year battle with parents of several students from Bathurst High School who were killed in a highway crash involving a school van.

Mothers of three boys who died in the Jan. 12, 2008, van crash near Bathurst, N.B., had arranged to have the tire configurations currently used on activity buses in the province's schools privately tested in Michigan.

The testing was to take place at Continental Tire's test facility on Feb. 24. Continental volunteered its services.

"The new policy is based upon tests completed by Transport Canada that showed this was the safest option," said provinces transportation department in a news release.

"It's great that we know that the children now have the proper tire configuration," Isabelle Hains, whose son Daniel died in the crash, told local media after the announcement. But she still complained that the decision took too long. "They delayed with us all the way through, since we started in October and the result is exactly what we said in the beginning," she said.

The province had previously argued that having winter tires on the rear axle and all-season tires on the front axle was the safest tire combination. Provincial transportation officials said they were following the advice of an independent consultant and two unnamed tire manufacturers.

There are 14 such multi-purpose vehicles being used for school activities in New Brunswick and the 28 new tires are expected to cost a total of \$5,000.

### Fax back your contact information to 866-375-6832

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# Frisby Tire Celebrates 90 Years!!



Frisby Tire Co. was founded in 1920 by the George Frisby the Great Uncle of OTDA board member and Past President Don Frisby. The company was then known as "Frisby The Vulcanizer" and was located in downtown Ottawa on Lyon Street, which was a dirt road at that time. A Blacksmith was a couple of doors away as shoeing horses was a common activity. The horseless carriage with pneumatic rubber tires was still a rarity on city streets.

Uncle George had spent the previous 5 years working at the Goodyear plant in Akron, Ohio to save the money he needed to launch his new enterprise. With a good solid financial base he built the business and eventually moved to a new location on Sparks Street between Kent and Lyon. The business prospered throughout the roaring 20's and the difficult depression years that followed.

George had no children of his own and after World War II, he hired Don's father Jim, who would eventually take over the company and guide it for the next forty years.

In 1967, the decision was made to leave the Sparks Street location. Many of the old businesses in the area had already moved to the east or west end of the city. Cabledu Motors, Myers Motors and Campbell Ford were all located downtown in those days, as was the Ottawa Journal and the Ottawa Citizen.

A brand new store was built in Cityview on Clyde Avenue much to Uncle George's chagrin. He felt that it was too far off the beaten track to be successful, however things worked out well and today Clyde Avenue is now the flagship store and houses our Head Office.

A second store was opened at the corner of Somerset West and Preston Streets and still serves customers who shopped at the old downtown location.

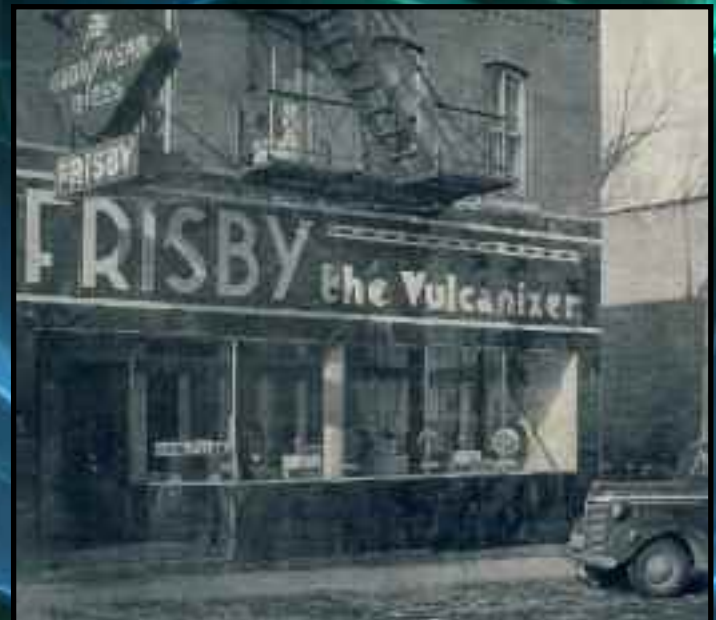
New locations were added in the 70's and 80's and today there are 5 stores in total with 90 full time employees. The company is owned and operated by the Frisby family. Don, Dennis and Alan Frisby and their mother Elizabeth make up the ownership group.

The company motto is the same today as it was in 1920, "Service that Satisfies". "We realize that we must continue to please our customers with good service, quality products and competitive pricing." Says Don Frisby.

Frisby Tire Co. is a company with a long and successful past in the Ottawa area and is proud of that fact. However, the future is here and they are upgrading their facilities, modernizing their computer and communications systems and training employees to meet the challenges of the new millennium.

Congratulations to Frisby Tire for setting an example of service now into their tenth decade!





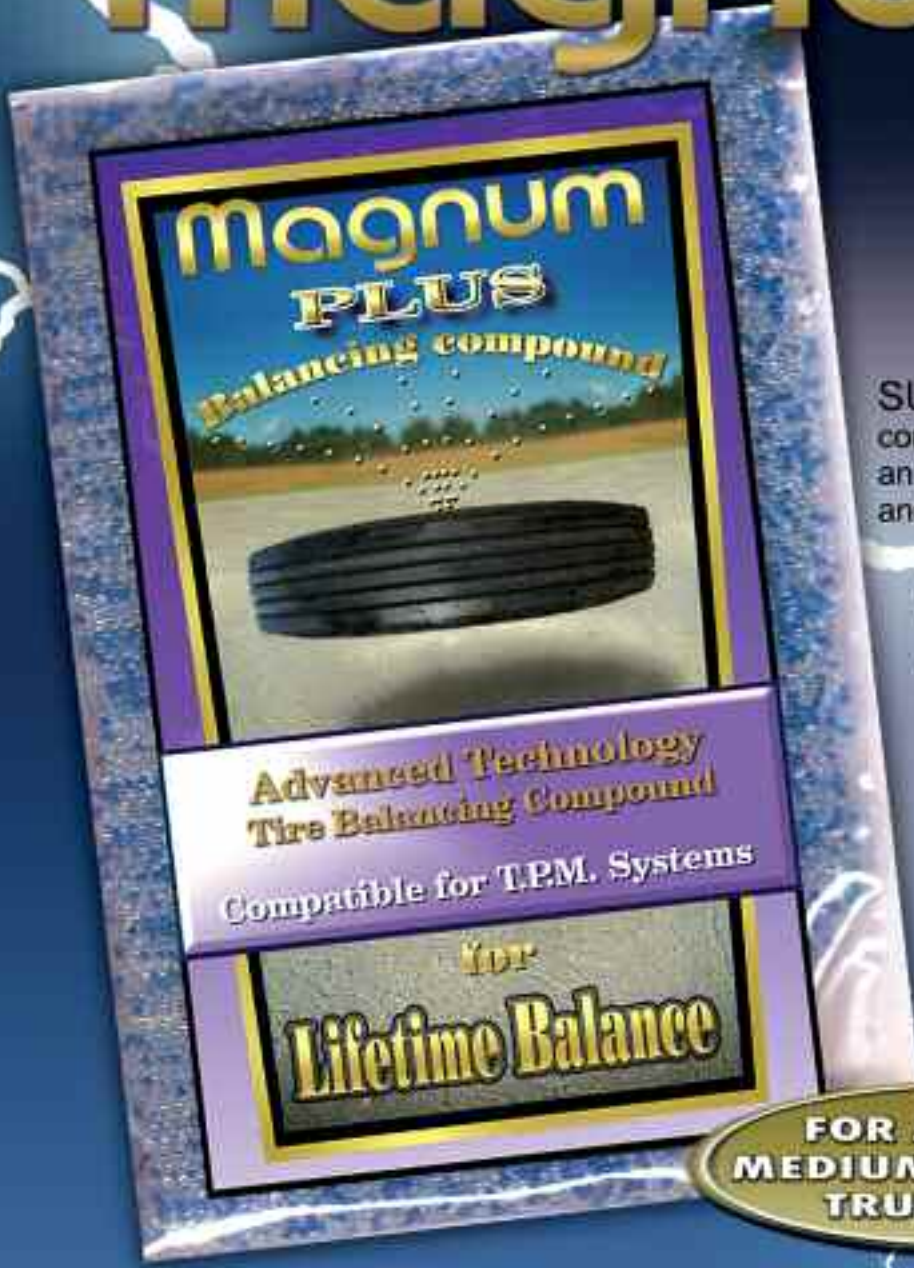


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## Let OTS Help You Promote Your Community Event OTS Looking for Partners for Special Tire Collection Events

Ontario Tire Stewardship (OTS), the not-for-profit Industry Funding Organization (IFO) that operates the province-wide Used Tire Stewardship Program is looking for partners to operate Special Tire Collection Events (STCs) to help Ontario residents get rid of the old tires sitting in their basements, garages and sheds and get them recycled into tire-derived products that will be used in the manufacture of sports fields, running tracks, playground surfaces and moulded products for your garden and your car.

Partnering with OTS is simple, contact us at [Collector@ontariots.ca](mailto:Collector@ontariots.ca), or by phone at 1-888-OTS-2202 to let us know about your event. Organizations that are already registered Collectors will not need any special paperwork, and will receive the usual free pick-up and the Collection Allowance on all tires they collect. All OTS asks is that

you track the number of tires you collect through your event and let us know how it goes.

Sites that are not registered with OTS will be provided with a "Special Tire Collection" (STC) form that will let your hauler know that your event has been arranged in partnership with OTS, and that you are eligible to receive free pick-up of the used tires you collect.

Once you notify OTS of your intent to host an event OTS can work with you to help locate a hauler (if you don't already have one) and provide additional POS materials including a camera to take pictures of the event, brochures, posters and even a banner if appropriate. Provided there is enough lead time OTS may work with your local paper to place an ad highlighting the event and additional media support may be available.

OTS looks forward to working with you to ensure that all of Ontario's scrap tires are collected and recycled into products that benefit the bottom line of Ontario's businesses, and the environment. Contact OTS to register your STC event today!

For general questions about OTS, or to inquire about registering as a Collector, Hauler, Processor or Recycled Product Manufacturer visit [www.ontariots.ca](http://www.ontariots.ca), or contact OTS by e-mail at [info@ontariots.ca](mailto:info@ontariots.ca) or by phone at 1-888-OTS-2202.

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Ontario Tire Stewardship (OTS)  
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# Panama Workshops



OTDA President Glenn Warnica introduces the guest speaker.



Matt Winslow of Automotive Training Institute gives tips on maximizing your gross profit. See page 10 for more information on an upcoming ATI workshop in Ontario.



Jim Jordan of Myers Tire Supply explains the benefits of "Doing It Right."



Brad Hawke of Fleet Supplies asks if you are getting your Piece of the Pie.



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# Understanding Tire Vibration Speed

Roger Leblanc – President Counteract Balancing

Over the weekend I was playing back in my mind talks that I had with a couple of mechanical engineers over the last few weeks. These men were very familiar with resonate frequency of suspension in Hz, but neither had made the connection with the RPM of the wheel assemblies. One of these engineers finally understood what I was talking about. It was amazing to see him finally connecting the dots between his studies as an engineer and the years that he had spent working for balancing machine manufactures and also as an educator on this subject of balancing tires. It was like somebody had turned the light on for him.

What was first explained as a problem, is that RPM is measured in minutes and Hz are a measurement of waves per seconds. They both knew that of course, but did not know yet what I was getting at. Once you multiply the known axle hop of 10 Hz vibration by 60 seconds you have the number of 600 hops, or waves per minute; this being the resonating frequency of a truck and trailer air ride suspension. 10HZ or 600 waves per minute is also known as the rebound frequency of the suspen-

sion. The rpm of the wheel assemblies at the resonating frequency is 600 rpm's. The out of balance heavy part of the wheel assemblies lead the edge of that 10Hz wave at the resonate frequency. The heavy spot in the tire wheel assembly travels from the top of that wave to the bottom of that wave at the same time as the vibration meter measured it. The wave is literally drawn by the rotating heavy spot on the wheel assembly as it rotates from the road surface to the top of its rotation. This is known as the resonating frequency or the wall, the speed where fuel usage increases drastically.

The impact of the heavy spot of the wheel assembly on the road at every revolution also causes a reverberation of much higher frequency that is also felt in the cab. This is better explained as being like hitting a tuning fork. This causes the tires to wear prematurely with the same action as a palm sander caused by this reverberation and also increases the rolling resistance. To test this reverberation, take a hammer and hit an inflated tire and feel the reverberation by placing your hand on the tire. Just 6 ounce static out of bal-

anced in an 18 wheeler tire will cause this, by multiplying to 60 lb at 60 mph through centrifugal force alone. Now just imagine a 60 lb hammer hitting that tire at every revolution of the wheel assembly, that's at a speed just below the resonating frequency. Now multiply that 60 pound force again 100 times and more for when the wheel assembly is in the range of 575 to 625 rpm, the start and end of the maximum felt vibration; the resonating frequency of the suspension. The peak is 600 rpm. Balancing all complete wheel assemblies will eliminate these problems by counter balancing the static out of balance.



Roger Leblanc of Counteract explains tire vibration.







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# Tire Aging

## HOW LONG DO TRUCK TIRES LAST?

THE FOLLOWING ARTICLE SHOULD NOT BE CONSIDERED AS AN ENDORSEMENT FOR ANY PARTICULAR COMPANY. WE PRESENT IT AS A MATTER OF INTEREST SINCE THE SUBJECT OF THE LIFE OF A TRUCK TIRE IS VERY MUCH IN THE NEWS THESE DAYS.

### What is a Truck Tire?

To begin, we must define truck tires. These are tires usually associated with use on light, medium and heavy commercial vehicles over 10,000 pounds GVW (Gross Vehicle Weight). These truck tires are generally constructed of a single steel body ply and 3 or 4 steel belts under the tread. They are designed to go hundreds of thousands of miles on their original tread, and then be retreaded and placed in service again for hundreds of thousands of additional miles.

### The Age Limit Debate

Currently, age limits on tires are being discussed for passenger and light truck tires, and for four-wheeled vehicles that weigh less than 10,000 pounds GVW. Some claim that tires of a certain age, regardless of appearance, condition or remaining tread depth, must be replaced solely because their age exceeds some number of years. The age is determined by the date of manufacture. This date is molded onto the sidewall of the tire as a part of the DOT (Department of Transportation) identification number which is required to be on all tires used on U.S. roads.

### OUR POSITION ON AGE LIMITS

Bridgestone Bandag Tire Solutions does not advocate the use of a "use by" date or age limit on commercial, steel body, tubeless or radial truck tires for the following

reasons:

1. These commercial products are designed for safe use over long miles, heavy loads, and sustained high speeds. Today's commercial, steel body, tubeless and radial truck tires are proven, durable, repairable and retreadable.

2. Commercial truck tires should be professionally maintained. Fleets have an economic incentive to regularly conduct a visual inspection of their tires and maintain their inflation pressure to provide safe, reliable and dependable vehicle operation.

3. Fleets have the responsibility to employ and train tire maintenance professionals to inspect tires and maintain inflation pressure.

4. Fleets may also contract with tire and tire service suppliers to perform regular fleet tire inspections and inflation pressure maintenance to supplement their own internal tire maintenance program.

5. Drivers are required by law to perform a daily vehicle pre-trip inspection, which includes tire inspection and checking inflation pressure.

6. Commercial truck tire dealers are also tire repair and retread providers. They are experienced in tire inspection, repair, retread and maintenance.

7. When a commercial truck tire is removed from service, it undergoes a standardized process of visual and tactile inspection by a repair/retread specialist to determine if the tire can be returned to service. The specialist also determines how that will be accomplished, and for which specific service (or application) the tire will be best suited.

8. Tires that are intended for repair and/or retread are visually and tactilely inspected. In most cases, they are subjected to an electronic method of detecting the existence and location of any tire punctures that could not be seen by visual inspection. Tires are then subjected to X-ray, Ultra Sonic, or Shearographic non-destructive inspection to confirm that the tire casing is intact and durable, and a candidate for repair and/or retread. If that is so, the tire is then repaired and/or retreaded and returned to service.

9. If a commercial truck tire is determined to be unserviceable, the inspector will destroy and scrap the tire in an environmentally-sound method.

10. Scrap tire surveys are routinely conducted by tire manufacturers to confirm and analyze the reasons for tire removal from service. Notations are made on the condition of the scrapped tire, the number and type of repairs on the tire, the number of times the tire has been retreaded, and the overall age of the tire casing. These surveys have determined that properly maintained, inflated, repaired and retreaded commercial truck tires may safely and reliably be in service for 10 years or more.

For the reasons stated above, it is our position that it is not necessary to assign an arbitrary, rigidly finite life span to commercial truck tires.

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# Doing It Right

Jim Jordan, President of Myers Tire Supply Canada address participants of the 2010 Winter Conference.

Myers is a publically traded company established by 2 brothers in 1933. Today, their product offering exceeds 14,000 sku's servicing over 120 countries worldwide. Canada is covered by 3 branches, Edmonton services the West, London services Ontario and Quebec City serves Quebec and the Maritimes. Patch Rubber a Myers owned patch manufacturer offers DO-IT-RIGHT seminars. They come to your shop, train your technicians using RMA patching standards, have them write a test and issue certificates to those that meet the standard. Jim talked about DOING-IT-RIGHT.... not just patching, everything you do at your business needs to be done right... this is not new to you, occasionally however in the heat of the battle most of us have something falling through the crack....

Are you taking advantage of the OTDA training and discount programs..can your shop pass a Whimis or Workers comp audit?

## **DO IT RIGHT!**

What is happening in your service bays? Are your tools and equipment properly serviced and maintained? A little TLC can save you thousands of dollars over the years.. Do you always use floor mats and slip covers when driving a customers car? Lets review some DO-IT RIGHT vs. do-it-wrong shop issues

**CLEAN AIR:** most shops do not have dryers on their compressors or regularly drain their compressor tanks. Contaminated air shortens the life of every piece of air driven equipment. Many fail to turn their compressors off at closing. If a hose ruptures the compressor will run continuously, overheat and cease. The best practice is to turn the power OFF and drain the tank each night. 2ND best is to drain every Saturday upon closing. Your 3RD choice is to spend money you could have spent on a cruise... looks like this group chose either 1 or 2...

**LUBRICATION:** each compressed air line should be equipped with a F-R-L (filter-regulator-lubricator) The proper psi should be set as excess pressure wears tools and equipment. Each air tool should be individ-

ually oiled each night before closing. Floor jacks need their axles and hinge points lubricated, more so in Spring & Fall with the excess moisture. Always use manufacturer recommended lubricants not transmission fluid, brake fluid or whatever is handy.

**PROPER TOOLS:** do you have the full array of tools to service today's vehicles. Torque sticks, torques wrenches (one click only, extra clicks stresses the torque wrench and over tightens the fastener). Have these recently been tested or recertified? What about your air pressure gauges. How long have they been in service and are they still accurate? Are vehicles leaving your shop with over or underinflated tires? Have you all the latest TPMS tools with the most current data versions on scanners?

**HOISTS:** are you hoists tested and recertified annually. Do your technicians know the correct lift points? Ever have a vehicle fall off a hoist, don't laugh it happens every day.

**RIM CLEANING:** There are many shops using grinders and wire wheels to clean the bead area. Some technicians are not wearing masks or eye protection and all this dust is spreading through your shop. Other workers are breathing it.

**NOISE LEVELS:** many shops have several air tools loudly hammering away, have you considered the QUIET versions? Exactly the same torque range with very low decibel levels.

**TIRE CHANGING:** are your changers regularly inspected, cleaned and lubricated. How are the clamping teeth. Do your technicians always use bead lube or only on tougher tires. Is the pressure gauge accurate?

**BALANCING:** is your balancer regularly inspected and cleaned? Is there excess play in the shaft? How often is it recalibrated? Or do you wait until you have a series of comebacks....

My suggestion is that you periodically observe what happens in your shop and make necessary adjustments to **DO-IT-RIGHT**.

# NEW 2010 EDITION

## Want the Best TPMS Relearn Chart On the Market? This Is It!



Forget the competitor's TPMS relearn information. The **TIA Tire Pressure Monitoring System (TPMS) Relearn Chart** serves as a valuable, comprehensive, and quick reference guide that technicians can easily navigate through to service any vehicle – Foreign AND Domestic – equipped with TPMS.

Your organization won't want to be without one! It will save you time and money the first time you use it.

The **TIA Tire Pressure Monitoring System (TPMS) Relearn Chart** is divided

into two sections: domestic and imported vehicles. In each section, vehicles are listed by make, model, and year.



Year	Make	Model	Fuel	Tire Pressure (psi)	Vehicle Information			Sensor Manufacturer	OEM Sensor Part	Schraeder Sensor Part	Dill Sensor Part	Continental Sensor Part	Torque Specifications (lb-ft or Nm)				
					Engine Type	Drive	Top Gear						Sensor Nut	Forx Bolt	Wheel Nut	Lug Nut Pt. No.	
2008	Chrysler	PTCR	4	35	Gasoline	4	Automatic	10007101	2018	2018	2017	2018	30	20	50	50	50
2008	Chrysler	PTCR	4	35	Gasoline	4	Automatic	10007101	2018	2018	2017	2018	30	20	50	50	50
2008	Chrysler	PTCR	4	35	Gasoline	4	Automatic	10007101	2018	2018	2017	2018	30	20	50	50	50
2008	Chrysler	PTCR	4	35	Gasoline	4	Automatic	10007101	2018	2018	2017	2018	30	20	50	50	50
2008	Chrysler	PTCR	4	35	Gasoline	4	Automatic	10007101	2018	2018	2017	2018	30	20	50	50	50

The **TIA TPMS Relearn Chart** includes:

- The type of TPMS, whether direct or indirect.
- Three columns of data that indicate when a system relearn is necessary, i.e. after a change in air pressure, tire rotation, or tire/sensor replacement.
- A relearn summary – this includes a reference number that corresponds to the vehicle's procedure for initiating sensor relearn mode. The vehicle relearns are located in the back of the corresponding section: either domestic or import.
- The sensor manufacturer.
- OEM sensor part number, Schraeder replacement sensor part number, Schraeder service pack number, Dill replacement sensor part number, Dill kit and band number, Continental replacement sensor part number, and Continental kit and band number.
- The torque specifications for the sensor nut, forx bolt, worm gear, and lug nuts are listed.

IMPORT RELEARN		
<p><b>NOTE:</b></p> <p>1. All tires must be inflated to the correct pressure and the tire pressure sensor must be installed on each wheel to allow for a successful relearn procedure. Refer to the correct relearn procedure.</p> <p><b>RELEARN:</b></p> <ol style="list-style-type: none"> <li>1. All tires must be inflated to the correct pressure.</li> <li>2. All tires must be rotated in the correct direction.</li> <li>3. All tires must be rotated in the correct direction.</li> <li>4. All tires must be rotated in the correct direction.</li> <li>5. All tires must be rotated in the correct direction.</li> <li>6. All tires must be rotated in the correct direction.</li> <li>7. All tires must be rotated in the correct direction.</li> <li>8. All tires must be rotated in the correct direction.</li> <li>9. All tires must be rotated in the correct direction.</li> <li>10. All tires must be rotated in the correct direction.</li> </ol>	<p><b>NOTE:</b></p> <p>1. All tires must be inflated to the correct pressure and the tire pressure sensor must be installed on each wheel to allow for a successful relearn procedure. Refer to the correct relearn procedure.</p> <p><b>RELEARN:</b></p> <ol style="list-style-type: none"> <li>1. All tires must be inflated to the correct pressure.</li> <li>2. All tires must be rotated in the correct direction.</li> <li>3. All tires must be rotated in the correct direction.</li> <li>4. All tires must be rotated in the correct direction.</li> <li>5. All tires must be rotated in the correct direction.</li> <li>6. All tires must be rotated in the correct direction.</li> <li>7. All tires must be rotated in the correct direction.</li> <li>8. All tires must be rotated in the correct direction.</li> <li>9. All tires must be rotated in the correct direction.</li> <li>10. All tires must be rotated in the correct direction.</li> </ol>	<p><b>NOTE:</b></p> <p>1. All tires must be inflated to the correct pressure and the tire pressure sensor must be installed on each wheel to allow for a successful relearn procedure. Refer to the correct relearn procedure.</p> <p><b>RELEARN:</b></p> <ol style="list-style-type: none"> <li>1. All tires must be inflated to the correct pressure.</li> <li>2. All tires must be rotated in the correct direction.</li> <li>3. All tires must be rotated in the correct direction.</li> <li>4. All tires must be rotated in the correct direction.</li> <li>5. All tires must be rotated in the correct direction.</li> <li>6. All tires must be rotated in the correct direction.</li> <li>7. All tires must be rotated in the correct direction.</li> <li>8. All tires must be rotated in the correct direction.</li> <li>9. All tires must be rotated in the correct direction.</li> <li>10. All tires must be rotated in the correct direction.</li> </ol>

**Order the TIA Tire Pressure Monitoring System (TPMS) Relearn Chart Today!**  
See the back of this page for ordering information.



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## Owen Merkley



On March 6, 2010 the tire industry lost a friend in Owen Merkley. Owen worked for thirty years at Uniroyal before becoming involved with the Ontario Tire Dealers Association. While employed by Uniroyal duties included territory sales, overseeing Uniroyal Centres (stores), sales to oil companies i.e. Shell, Esso etc., Kmart service centres which were at one time run by Uniroyal and Hancock air craft retread.

He implemented mandatory use of torque wrenches on all cars at Uniroyal Centres in early 70's and the policy of plug & patch for tread & shoulder area of radial tires, and rubber reinforced repair with soft durometer filler ("A" compound & vulcanizing fluid) for up to 2 broken cords in sidewall. While at Uniroyal he became well known as a public speaker, representing Uniroyal throughout North America. Owen spoke at several conventions and tire dealer association gatherings including the FBI.

One time of many, he spoke at was the NTDRRA Boston '75 convention where he and Ted Kennedy both spoke. Owen and wife Lorraine met and had dinner with Ted and Joan Kennedy.

Owen was a huge supporter of independent tire dealers and associations in Canada and the U.S.

After retiring he became president of the Ontario Tire Dealers Association. He got authorization to use the waving Ontario flag as part of the OTDA logo that preceded today's modern logo. He then mailed out invoices for membership to all member and non-members alike. He felt that the letter looked so official, that many people in the payables department thought it was a government bill, and paid it without question, resulting in the associations largest one year membership increase.

He received a plaque, from the O.T.D.A. for outstanding service to the tire industry.

A proud WWII veteran, he always wore his metals on Remembrance Day.

Owen was married over fifty and had three children, five grandchildren and two great grandchildren. Some of you may have your shop frequented by his son, Keith, (owner of Max Tire Supplies) who has been servicing the tire dealers of Ontario well into his third decade.

Owen loved fishing at Sauble River & Lake Huron and golfing in Myrtle Beach. He could and would strike up a conversation with anyone.

A long sufferer of severe Migraine headaches, Sunnybrook neurology used Owen as a test for Hypnotherapy to control pain. This was so successful Owen needed no pain medication for dentistry or coming out of surgery. In later years while he could still drive, he would visit friends in chronic pain. He would help with their pain. For some he would make and leave recorded tapes to help them induce a trance on their own.

Owen is survived by son Keith (Josie) Merkley of Kitchener, daughters Beverley (Gary) Brown of Loretto, Donna (Bryan) Buchan of Hanover, grandchildren Christopher Brown, Sandra (Ray) Burtis, Eric, Ian and Dana Merkley, greatgrandchildren Cameron and Emma Burtis. Also survived by brothers Keith (Barbara) Merkley of Brampton, Clifford (Mary) Merkley of California and sister Sybil Mackintosh of Toronto. Predeceased by wife Lorraine (Cherry) Merkley.

# NEW 2010 EDITION



## T I A TIRE PRESSURE MONITORING SYSTEM (TPMS) RELEARN CHART ORDER FORM

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[bbignell@otda.com](mailto:bbignell@otda.com)

### II. CONTACT INFORMATION

Date Ordered \_\_\_\_\_

Name \_\_\_\_\_

Company \_\_\_\_\_

Shipping Address (no P.O. Boxes) \_\_\_\_\_

City \_\_\_\_\_ Prov \_\_\_\_\_ PC \_\_\_\_\_

Phone \_\_\_\_\_ Fax \_\_\_\_\_

E-mail \_\_\_\_\_

Website \_\_\_\_\_

### III.

#### PRICING INFORMATION

Canadian Dollars Plus Shipping

Quantity	Member	Non-Member
1-10	\$85ea.	\$185ea.
11-100	\$75ea.	\$175ea.
101-500	\$65ea.	\$165ea.
501+	Call For Pricing	Call For Pricing

*Shipping and handling cost depends on quantity ordered.*

### IV. ORDER INFORMATION

Item Ordered	Quantity Ordered	Unit Price	Product Cost
TIA Tire Pressure Monitoring System (TPMS) Relearn Chart	x	=	

### V. METHOD OF PAYMENT

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MasterCard

Credit Card Number \_\_\_\_\_ Expiration Date \_\_\_\_/\_\_\_\_/\_\_\_\_

Card Holder Name (Please print) \_\_\_\_\_

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# TOYO TIRES

# Bill 168 Countdown to Compliance

## ***New violence and harassment legislation takes effect this June***

Ontario workplaces face a fast-approaching deadline to comply with new violence and harassment requirements under Bill 168, which takes effect June 15, 2010.

Among the requirements, employers must

- assess the risk of violence;
- prepare workplace policies for both violence and harassment;
- develop and implement a program to protect workers from the risks identified;
- include control measures/procedures, and a response process in the program that addresses
  - employee reporting;
  - incident and complaint investigation;
  - emergency response for violence incidents.
- inform and instruct employees on the program and procedures;
- create a process for responding to complaints and threats.

The legislation would also

- expand workers' rights to refuse unsafe work, to include situations of violence;
- require employers who are aware or ought to be aware that domestic violence may erupt at work, to take every reasonable precaution to protect the worker.

The Ministry of Labour plans to release a compliance guideline by mid-March that will help workplaces understand what is required to be in compliance. You can find this guideline on the OSSA website as soon as it becomes available.

### **Why now?**

What prompted the Ontario government to address workplace violence and harassment in the Act, which for 30 years had been silent on the topic—and why now?

For one thing, Ontario lags other provinces in requiring employers to protect people who are abused, bullied and harassed on the job. And for another, statistics indicate that workplace violence is on the rise, not helped by the economic downturn, which can accentuate uncertainty, fear and misunderstanding. From April 1, 2008 to March 31, 2009, the Ontario Ministry of Labour inspectors made 417 field visits and issued 351 orders related to violence in the workplace.

Clearly workplace violence is more prevalent than many employers think, making lack of awareness the biggest threat to employee safety. But perhaps the most compelling answer to the question, "why now?" is, what better time to put a safety net in place that will

- protect workers;
- boost employee engagement;
- improve customer service;

- reduce costs (bullied individuals waste 10% to 52% of their time at work);
- preserve your reputation.

### **Take four steps to address workplace violence hazards**

If you already have a violence and harassment program, your job is easier: you need to assess your program elements against the specific definitions and requirements. Performing a risk assessment would be a good start.

If you don't have anything in place, the Ontario Service Safety Alliance (OSSA) is your WSIB-approved provider of health and safety solutions, and your trusted advisor in developing a workplace violence prevention program for your organization that aligns with Bill 168. Call OSSA at 1-888-478-6772 or email [info@ossa.com](mailto:info@ossa.com). Also, OSSA is currently developing a risk assessment tool, policy templates and other material that will help you prepare your program.

### **In the meantime, take these four steps now to be in compliance by June 15, 2010:**

1. Be informed - understand what is required.
2. Review the ways you are and are not compliant, and involve your workers or Joint Health & Safety Committee (JHSC) if you have one.
3. Conduct a risk assessment and develop or adapt the policies, procedures and measures you need to have in place to protect your staff.
4. Inform and train your staff on your commitment to protect them from violence and harassment, and about the program and procedures you are putting in place.

### **How OSSA can help**

1. What you need to know:
  - Bill 168, Occupational Health and Safety Amendment Act (Violence and Harassment in the Workplace) 2009
  - A chart that compares what was originally in the Act, and what has changed
  - A resource article that contains helpful information such as definitions, who's at risk, types of workplace violence and harassment, etc.
2. A checklist you can use immediately to help you identify the risk areas in your workplace and what program elements you have vs. need.
3. Education and training opportunities offered in partnership with Industrial Accident Prevention Association (IAPA), where you can learn more:
  - Attend Implications of Bill 168 - Ontario's New Workplace Violence & Harassment Legislation: two-hour management briefings presented by local lawyers well versed in OHS legislation.
  - Attend Preventing Violence & Harassment at Work - How to Integrate Bill 168 Requirements into your OHS Program: half-day interactive workshop.

*cont'd on page 46*



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- Being provided FREE Tech literature, repair manuals, repair DVD's, and repair limitation charts.
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- Highly competitive tire repair pricing.
- Exclusive Canada Sales promotions on Tech products.

Tech International celebrated its 70th year of doing business in 2009. Further, Tech products have been sold in the Canadian market for over 35 years, and we continue to enjoy strong sales and market share growth. Unfortunately, there are some unauthorized distributors in Canada attempting to sell Tech products and are incorrectly positioning themselves as authorized Tech distributors.

Please be advised that only the Tech distributors below are authorized by Tech to sell our products in Canada. We encourage all Tech customers in Canada to purchase Tech products only from the Authorized Tech Distributors below. We sincerely appreciate your continued business!

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#### **- Max Tire Supplies, Inc.**

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Guleph, Cambridge,  
Owen Sound

#### **- Jen-Pal Sales**

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Burlington, Oakville,  
Brampton

#### **- Tech Niagara**

905-658-2128  
Hamilton, Niagara Peninsula

#### **Valley Tech**

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#### **B.B. Distributors**

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#### **Tech GTA Tire Supplies**

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#### **F & D Distributors**

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### **Above Board – OTDA Board Member Paul Marshall**



Paul's no stranger to the tire business with over 30 years in the industry. Starting in 1980 with St. Catharines Tire, he then went on to open Tirecraft in 1994. Mentoring his sons Brady and Phillip in the tools of the trade. After 6 years with Tirecraft, Paul was given the opportunity to join the Performance Group managing 7 dealerships. Over the years Paul has built a stellar reputation

in the tire industry. For the past 8 years, old and new customers alike, now find him at the front desk of Enns Battery & Tire in Niagara-on-the-Lake.

Since 1995 Paul has been on the Foundation Board of Directors of the Niagara Peninsula Children's Centre. The Centre is recognized throughout the Niagara Region as the provider of rehabilitation services to children and teens with physical and communication disabilities and special needs. With their highly trained staff and the help of hundreds of

volunteers they provide rehabilitation therapies and other support services to over 3,000 children, teens and their families. With only partial subsidy from the provincial government, many of the programs at the Children's Centre rely on fundraising from the Sports Celebrity dinner, to Shakespeare in the Vineyard, to the Corvette show, along with the generosity of the OTDA which brings in much needed revenue for these programs. Paul was instrumental in securing keynote speaker Dennis Hull for the upcoming OTDA Tradeshow & Conference in Niagara Falls. Paul is now going into his 3rd year as a Director with the OTDA.

Paul, his wife, Leslie along with their kids Phillip, Christopher, Katie & Nicole await the arrival of their son, Brady and daughter-in-law Jordin's second child in April & big brother for Simon. The tire industry thanks Paul for his contribution to industry and community!



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### **Bill 168: Countdown to Compliance - cont'd from page 44**

- Attend Bill 168 sessions at Partners in Prevention Ontario: Health & Safety Conference & Trade Show, May 4-5, 2010, Mississauga, ON.

For further information please call OSSA at 1-888-478-6772 email [info@ossa.com](mailto:info@ossa.com) or visit [www.ossa.com](http://www.ossa.com)





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