



# Northwest TIRE TALK

OFFICIAL NEWSLETTER FOR TIRE, WHEEL & AUTOMOTIVE SPECIALTY PROFESSIONALS  
PUBLISHED BI-MONTHLY BY NORTHWEST TIRE DEALERS ASSOCIATION FOR IT'S MEMBERS

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## AMAZON TO COLLECT SALES TAX

Talk to any Washington State tire dealer about our competitive market place and he will bring up the fact that internet marketers have an unfair advantage when it comes to sales tax. Most internet marketers do not collect sales tax, but that may be changing.

Amazon has announced that they will collect sales tax in all 45 states that require it, ending one of the company's more drawn-out regulatory fights that the e-commerce giant had resigned itself to losing years ago.

Embattled brick-and-mortar retailers have long complained about what they argue is the unfair advantage held by their online rivals. But various bills to require online retailers to collect all the different sales taxes have stalled in Congress, despite bipartisan support.

Amazon first began relenting on the sales tax issue when it began opening fulfillment and data centers around the county to speed up shipping. Simply by having a physical presence in certain states mandated that Amazon had to start collecting sales tax.

It is estimated that states lose \$26 billion annually to the online sales tax loophole. The estimate is an update to the 2009 study that was released by the National Council of State Legislatures with the University of Tennessee and the Washington State Office of Financial Management.

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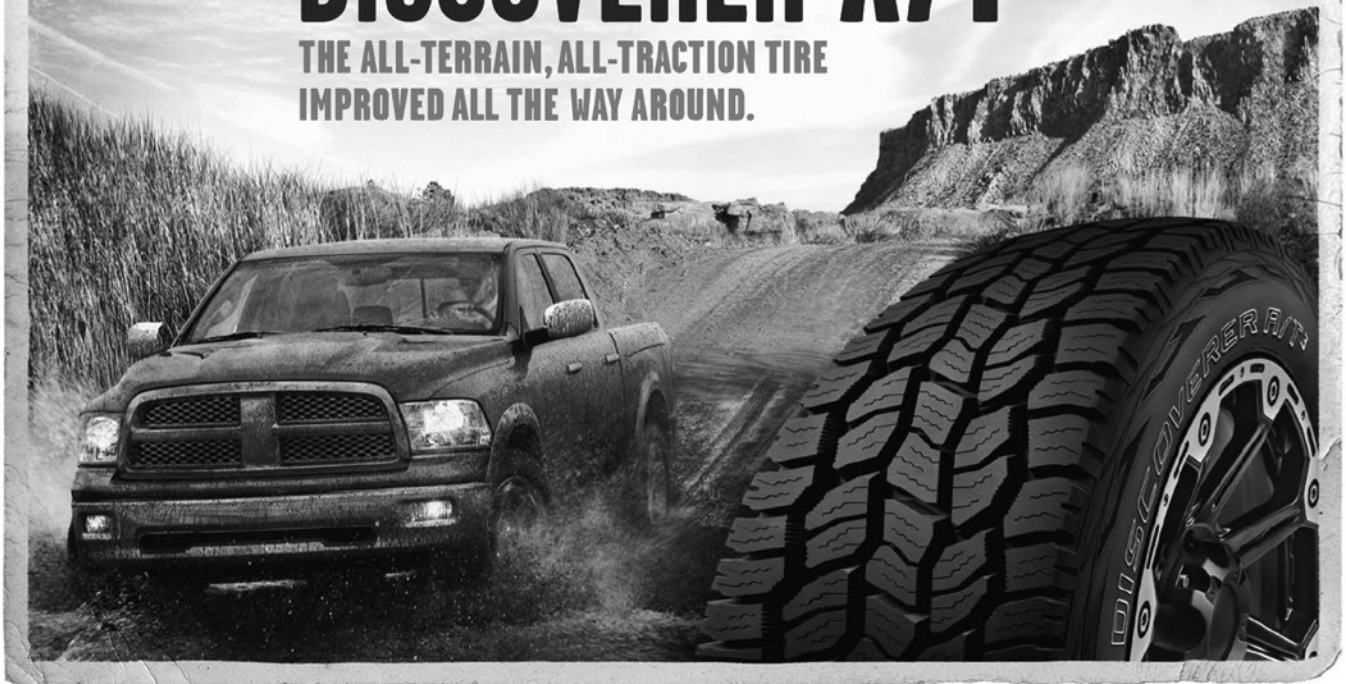
"The need to close the online sales tax loophole has never been greater," said Jennifer Platt, ICSC's Vice President of Federal Operations, who leads the industry coalition of e-fairness. "This \$26 Billion figure is incredibly conservative as it includes the assumption that Amazon collected sales tax on online purchases in every state in 2015."

There is still one big sales-tax loophole left on Amazon: Shoppers don't have to pay sales tax when they buy from one of the site's many third-party vendors. Amazon says that nearly half of the items it sells are from third-party vendors.

Efforts continue in Congress to pass legislation requiring more online sellers to collect sales taxes.

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# RICHEY'S POINT S TIRE



Dave Monte is the proud owner of Richey's Point S Tire in beautiful Vancouver USA. Dave recently went through the effort of making the conversion from Tire Factory to Point S Tires.



Dave started in the tire business in 1969 working part-time for Milt Richey while attending Clark College. He worked for Richey for 10 years, last as a manager, but he was looking for more of a challenge. One day he walked into Richey's office and said, "I want to sit in your chair", and 45 days later he owned the business. He was 28 and responsible for two tire stores.

When he bought the business, there were stores in Hazel Dell and at 18th Street and Andresen. After a few years he sold the Hazel Dell store and in 1989 he opened a store in Cascade Park on Mill Plain Boulevard. In 1997 he sold the Andresen store and now he devotes his time to the Cascade Park store.

Dave's stores did have some additional OK Tire Stores history when we spotted a (still working) OK Tire Stores clock on the wall in the shop.

"I like working in retail, I have a good customer base and I have been selling tires to some customers since the early 1970's."



"There are many challenging parts of this business," he told our NWTDA roving reporter, "and competition is one of them. There are six more places selling tires that were not here six years ago, but I have a good inventory to satisfy the needs of my customers."

Dave likes living and working in Vancouver. "I think we still have a small-town feel and flavor, as opposed to Portland. We have pride in our city."



Dave enjoys his work, but he does have a few hobbies which include gardening and golf. We are not sure how good a gardener he is, but he and his team seems to take home the big NWTDA trophy in the annual Golf match.

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## **ALASKA STUDDERED TIRE BILL**

In February Senator Cathy Giessel of Anchorage introduced a bill which would impose a fee of \$75 per tire. She quickly reduced that to \$50 after the many complaints she received.

Senate Bill 50 had its first public hearing in Transportation Committee. Many tire dealers, suppliers and studded tire users called in on a conferenced call to testify in opposition of the bill, however the bill did pass the committee and moved on to the Finance Committee.

On April 7th the bill had its second public hearing and again tire dealers, suppliers and studded tire users called in opposition. Currently the bill looks like it will die in committee for this year.

Thanks to the grassroots campaigns of tire dealers like Dave and Judy Snyder of Diversified Tire in Wasilla this bill was stopped for this year. The Snyders made face to face visits with senators in both committees letting them know the harm this bill would do to safe driving during winter months as well as how it would adversely hurt the tire dealers.

Many dealers enlisted the help of their customers also. Craig Wortham of Alyeska Tire used his customer data base to alert his customers of this damaging bill. That along with many phone calls to legislators helped kill Senate Bill 50.

## **BANDAG CELEBRATES 60 YEARS**

Founded in 1957, Bandag Inc. pioneered the commercial truck tire procure retreading process. Bridgestone acquired Bandag in 2006 and today has more than 650 Bandag franchise dealers doing business on six continents. In North America, Bandag franchise dealers operate more than 240 retread plants and 1,700 points of service.

Producing a Bandag retread requires only seven gallons of oil compared with 22 gallons of oil required for new tires, according to Bridgestone. Over its 60

years, Bandag has kept an estimated 300 million tires out of the waste stream and saved up to 4 billion gallons of oil, the company claimed.

“The use of Bandag retreads was a sustainable business practice before sustainability was of worldwide importance, and we continue to raise the bar today,” said Ben Rosenblum, Bandag director of marketing, BATO.

“Couple that with the tens of thousands of jobs the retread industry supports in the U.S. and Canada, and it’s clear that retreads are the most responsible choice environmentally and economically.”

## **STATE WAGES RANK HIGH NATIONALLY**

As a whole, wages in Washington State rank very high on a national scale.

Kriss Sjoblom of the Washington Research Council was combing a Bureau of Labor Statistics report recently that proves the point.

From it, he reported that:

- The average weekly earnings for private nonfarm employees in Washington was \$1048.73 last year, or the highest in the 50 states. Oregon’s average was \$842.95 and Idaho’s average was \$736.63.
- The state’s average weekly earnings for production workers on manufacturing payrolls was a bit higher, \$1099.07. That ranks third among all the states. Oregon’s average was 802.39 and Idaho’s was 791.57.

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# HAZEL DELL TIRE PROS



Rick and Julie Mosley owners of Hazel Tire Pros have recently made the change from Tire Factory to Tire Pros. They bought the store in 2005 from Karry Elmer, who bought the store from “Dealin’ Dave” Montei.



The store will be going through a major exterior changeover in a few weeks making the change to Tire Pros.

## 2017 TIRE INDUSTRY HALL OF FAME

The Tire Industry Association (TIA) announced that they are accepting nominations for the 2017 Tire Industry Hall of Fame. The deadline for nominations is Monday, July 3, 2017. A nomination form is available on [www.tireindustry.org](http://www.tireindustry.org).

The Hall of Fame is open to individuals in the tire industry, including manufacturers, inventors, publishers, equipment suppliers, tire association executives, tire dealers, tire and rubber recyclers and retreaders. The Hall of Fame may be awarded posthumously.

“The Tire Industry Hall of Fame is one of our most prestigious honors that we award each year,” said Roy Littlefield, executive vice president of the Tire Industry Association. “We are looking forward to selecting a new group of individuals who have been committed to making a significant impact within the tire industry.”

The Hall of Fame inductions will take place on Monday, October 30, 2017 as part of TIA’s Tire Industry Honors Awards Ceremony, which takes place prior to the Global Tire Expo, powered by TIA, October 31 – November 3, 2017.

For more information please contact LeAnn Harley of TIA at 301-430-7280 ext. 102.



The store has a great history, flying several different flags over the years. Our roving reporter can remember the store being part of the OK Tire group before making the change to Associated Tire and then to Tire Factory.



Rick specializes in passenger and light truck, but they do offer commercial tire sales and service with TIA CTS certified technicians. He has 10 employees who handle brakes and alignments along with tire sales and service.

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# SEATTLE PREPARES A WORK SCHEDULING REQUIREMENT

Beginning in July, many retailers (including tire stores), restaurants and franchise operations across Seattle will be covered by a new law that rules how companies schedule their employees.

In short, Seattle's "secure scheduling" ordinance will restrict the management of employees and subject companies to minimum \$500 fines if they are found to be in violation.

The Washington Retail Association (WRA) tried to convince the City Council to put more study into the law's financial impacts and possible damage to the economy. Unfortunately, council members listened but took no steps to put more study into their idea.

Put simply, the law requires franchises of companies with 500 or more employees or companies of that size to post work schedules 14 days in advance. Employees have the right to refuse closing and opening shifts that are less than 10 hours apart. If any employer subtracts hours the employee would be paid for half the hours not worked. If more hours become available, the employer could not hire from outside the company without first offering the additional hours to existing employees.

Council members took the word of labor unions that such rules were needed to address alleged abusive scheduling practices. Despite WRA's request for city records documenting abuses, city officials produced no conclusive proof that scheduling abuse was a problem.

The new law not only restricts managers and compromises their abilities to respond to service demands from customers. It also adds a new impractical layer of paperwork that requires companies to document request for shift changes and swaps of schedules for a three-year period.

Seattle's Office of Labor Standards will administer the law. Employers with questions may contact that office at 206-684-4500. You are also encouraged to contact WRA's Senior VP of Retail Services, Tammie Hetrick, at 360-200-6452.

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## TIA EARTHMOVER TRAINING IN PORTLAND



Matt White, the Tire Industry Association's (TIA) OTR expert is doing well after his open heart surgery and will be in great shape to do the Advanced Earthmover Training scheduled for the middle of July.

The TIA Advanced Earthmover Tire Training is scheduled for the week of July 17 in Portland, Oregon. This is a TIA Certified program that is a 5 day hands-on training program.

The classroom portion of the training as well as the hands-on training will be held at Superior Tire on Columbia Blvd. in Portland. Class size is limited so early registration is recommended. A second class scheduled for early December will also be offered.

Registrants will be required to complete the TIA 3-day training course as a prerequisite before attending this advanced 5 day class.

For more information or to register, for either of the two classes, contact Dick Nordness at the NWTDA office at 509-948-2433.



# 2017 GLOBAL TIRE EXPO

The Global Tire Expo – Powered by TIA is part of the SEMA Show which will be taking place at the Las Vegas Convention Center from Tuesday to Friday, Oct. 31 to Nov. 3 2017. TIA will be hosting its Pre-show Special Events including a Cocktail Hour, the Tire Industry Honors Awards Ceremony and the TIA Welcome Reception on Monday, Oct. 30, 2017.

The Tire Industry Association has announced that both Bally’s Las Vegas and Paris Las Vegas, properties of Caesars Entertainment, will serve as host hotels for this year’s 2017 Global Tire Expo.

For over 25 years Bally’s has been described as inviting and timeless, offering 175,000 square feet of meeting space and 2,814 guest rooms with direct access to Paris Las Vegas. With its prime location on the famous Four Corners of the Las Vegas Strip, Bally’s offers an array of entertainment and dining options.

Paris offers 2,916 guest rooms and 140,000 square feet of meeting space. The property includes a two-acre rooftop pool that overlooks the Eiffel Tower and several dining options.

“We are looking forward to hosting our members at both Bally’s and Paris Hotels during this year’s Global Tire Expo”, said Roy Littlefield, executive vice president of TIA. “I’m sure both hotels will provide a high level of comfort and convenience for all event attendees.”

Bally’s room rates from Saturday, October 28th to November 4th are \$144.00 and the rate at Paris for the same time period is \$197.00. Rooms may be reserved online or by phone. To reserve by phone please call 866-611-8831.

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