



Northwest TIRE TALK

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

DICK NORDNESS - EXECUTIVE DIRECTOR - NORTHWEST TIRE DEALERS ASSOCIATION

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September / October 2017

2017 GLOBE TIRE EXPO PRE-SHOW EVENTS REGISTRATION IS NOW OPEN

The Tire Industry Association (TIA) has announced that registration is open for all TIA's special pre-show events. Each event will be held on Monday, October 30th at Paris Las Vegas Hotel. The Global Tire Expo/SEMA Show – Powered by TIA will be held at the Las Vegas convention Center in Las Vegas, NV from October 31 – November 3, 2017.

All TIA's pre-show events are open to all TIA members and GTE attendees and will be held on Monday, October 30th. For a more complete list of the schedule, please check out TIA's web page at www.tireindustry.org/global-tire-expo.

- Cocktail Hour – 5:00 – 6:00 pm
Complimentary tickets.
- Tire Industry Honors Awards Ceremony 6:00 pm to 8:00 pm – Complimentary tickets.
- TIA Welcome Reception by the Poolside
8:00 pm – 10:00 pm. Tickets are \$65.00 per person.

“Each year we look forward to connecting with key industry leaders and influencers during our official pre-show events,” said Roy Littlefield, executive vice president of TIA. “Included in our pre-show schedule is the Tire Industry Honors Awards Ceremony. This signature event allows us to honor those who have made significant impact with in the tire, rubber, and transportation industries.”

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NWTDA'S ANNUAL GOLF CLASSIC

Once again, NWTDA will hold the annual golf classic at McMenamin's in beautiful Troutdale, Oregon on September 14.

This year's event will include team competition with trophies and cash prizes for the winners. Last year's winner, "Dealn' Dave" Montei of Richey's Point S, has issued a challenge to all independent tire stores to try to wrangle the first place trophy away from his team.

For more details see the flyer inside this issue or call "Wild Bill" Dodak at 503-889-0321 to reserve a spot in this year's "Classic".

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WASHINGTON LEGISLATURE APPROVES NEW STATE BUDGET

Washington legislators met up until the last day of the 2015-17 fiscal year before approving a new state budget for the next two years.

The \$43.7 billion spending plan is projected to balance out over the next four years. The late signing by the Governor averted a partial state government shutdown.

The budget includes a state property tax increase to meet a state Supreme Court mandate to fully fund state schools. The school spending plan is subject to review and approval by the Supreme Court.

In other budget facets of prime interest to retailers:

- **The budget requires out-of-state online retailers to collect due Washington State sales taxes from customers in Washington State. WRA and NWTDR favored this to make competition fairer for traditional brick-and-mortar retailers who do collect sales taxes due to the state.**
- It preserves the out-of-state sales tax exemption that helps sales in Washington's border cities with neighboring states and provinces. This exemption helps retailers along the Oregon and Idaho borders compete with out-of-state retailers who have no or lower sales taxes than Washington State.

OSHA DELAYS ELECTRONIC REPORTING REQUIREMENT

Employers have received a federal delay in a requirement to electronically report workplace injuries until December 1, of this year. A July 1 deadline had originally been proposed by the Occupational Safety and Health Administration.

Such reporting has traditionally been accomplished on paper. Employers will still need to continue their usual process for annual on-paper reporting to have on file for company records. The additional step of sending this information via the OSHA website has been put on hold.

The Trump administration needs more time than the prior deadline to review the electronic reporting requirement and whether to revise or cancel it.

SEATTLE ATS TRAINING

The Tire Industry Association's (TIA) Certified Automotive Tire Service (ATS) will make its next stop in Seattle, from September 26th through the 29th.

The Certified Automotive Service is a 300 and 400-level certification program that provides in-depth and comprehensive instruction on the recommended procedures for servicing modern automobiles and light trucks.

The ATS training consists of 15 training modules including an exclusive module on Tire Conditions Manual to educate technicians on the most likely reason for common irregular treadwear patterns.

For more information on this training check with the TIA education department at 800-876-8372 at ext. 106.

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TIA ANNOUNCES NOMINEES FOR BOARD OF DIRECTORS ELECTION

The Tire Industry Association has announced the nominees for the 2017 Board of Directors. Four individuals from a field of 14 will be elected to serve on the TIA Board for a three-year term. The voting period ends on Friday, September 1, 2017.

Voting is open only to current TIA members in good standing. Online voting began on July 19th and emails were sent to all eligible TIA members. Election materials have been mailed to the primary contacts at all eligible TIA member companies. The results of the election will be announced in mid-September with the new Board members taking office on Monday, October 30, 2017 at TIA's annual meeting during the Global Tire Expo in Las Vegas, NV.

If you did not receive your voting packet or if you need to renew your TIA membership you can call TIA at 800-876-8372.

TIA BOARD ELECTS RIGNEY AS 2017-2018 SECRETARY

The Tire Industry Association (TIA), held its mid-year board of directors meeting in late June and elected Brian Rigney as its new board secretary effective Monday, October 30, 2017.

Brian Rigney is currently the President of Dill Air Controls Products and has 16 years experience within the tire industry. He began his career as a mechanical engineer maintaining design control over OEM products, including participating in SAE meetings to develop a test plan for TPMS sensors and valve stems. At Dill, Brian oversees 125 employees and they have performed countless training seminars since 2005 to educate tire dealers how to properly service vehicles with TPMS, as well as explaining the system to the motoring public.

For the past three years, Brian has been involved in the training and government affairs committees of TIA and hopes to continue his efforts in helping to update the TIA training modules with best practices.

SPARE TIRES GONE TO POT

Authorities recently discovered nearly 500 pounds of marijuana worth more than \$1 million stashed in the spare tire compartments of 15 Ford Fusions in Ohio and Pennsylvania.

The initial discovery was made in early July at the service department of a Ford dealership in Portage County, Ohio, when staff members discovered the pressed marijuana during a delivery inspection, according to the Portage County Sheriff's office.

Authorities found five more sedans at a rail station in Warren, Ohio, and another nine at dealerships in Ohio and Pennsylvania. Each Fusion contained about 14.5 kilograms – or 32 pounds – of marijuana that was tightly packed into half-moon shapes.

The drugs are worth more than \$1 million, according to Silverio Balzano, the resident agent in charge of Drug Enforcement Administration's Youngstown, Ohio, office.

"It's my belief the drugs were never intended to make it to the dealerships," he told Automotive News. "Certainly the cartel wanted to unload them prior to that."

Ford builds the Fusion and Lincoln MKZ in Hermosillo, Mexico. The vehicles made their way to Ohio by train after crossing the border through Arizona.

Mr. Balzano said the local authorities, dealerships and Ford were all cooperative. The investigation is ongoing and no arrest have been made.



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10 MILLION SELF-DRIVING CARS ON THE ROAD BY 2020

Source: Business Intelligence

Self-driving cars are no longer a futuristic idea. Companies like Mercedes, BMW and Tesla have already released or are soon to release, self-driving features that give the car some ability to drive itself. In a report from Business Intelligence, they analyze the current state of the self-driving car and provide an in-depth analysis for how they see the self-driving car progressing over the next five years. The analysis describes the economic impact that self-driving cars can have, and looks at the current barriers preventing the self-driving car from coming to market.

- Self-driving cars are not some futuristic auto technology; in fact there are already cars with self-driving features on the road. Business Intelligence defines the self-driving car as any car with features that allow it to accelerate, brake, and steer a car's course with limited or no driver interaction.
- They divide the self-driving car into two different types: semi-autonomous and fully autonomous. A fully autonomous vehicle can drive from Point A to Point B and encounter the entire range of on-road scenarios without needing any interaction from the driver. These will debut in 2019.
- By the end of the forecast period, they expect there will be nearly 10 million cars with one of their defined self-driving car features.
- Fully autonomous cars are further divided into user-operated and driverless vehicles. Because of regulatory and insurance questions, user-operated fully autonomous cars will come to market within the next five years, while driverless cars will remain a long way off.
- The biggest benefits of self-driving cars are that they will help to make road safer and people's lives easier. In the UK, KPMG

estimates that self-driving cars will lead to 2,500 fewer deaths between 2014 and 2030.

But the barriers to self-driving cars remain significant. Costs need to come down and regulations need to be clarified around certain self-driving car features before the vehicles fully take off among mainstream consumers.

TIA OFFERS EARTHMOVER TIRE SERVICE INSTRUCTOR CLASS

The Tire Industry Association will offer a Certified Earthmover Tire Service (ETS) instructor class in Mason City, Iowa on September 18-22. The 5-day program is open to all experienced off-the-road tire and wheel service professionals.

The certified ETS instructor classes provide hands-on certification training in the following areas:

- Demounting, mounting and inflation procedures for a tubeless OTR tire on one-piece, three-piece, and five-piece rims.
- Safety guidelines including personal protective equipment (PPE), safe lifting and heatstroke/frostbite identification and prevention.
- Speed restrictions, dual tire guidelines, dual tire matching guidelines, tire mixing recommendations, temperature and inflation pressure, rim to tire fitment TMPH/TKPH, and tire/rim assembly weight.

For more details on the class contact Chris Hoogenboom at 800-876-8372 ext, 106.



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GIVING THE GIFT OF LIFE

This is a story about two guys who work for Stellar Industries and an opportunity to make a difference and help a friend.

Dave Backus, Stellar CFO, who was in need of a kidney transplant, or face being on dialysis for the rest of his life.

In July 2016, while sitting along the streets watching the Duesey Days parade roll by with a bunch of fellow co-workers, a Living Donor float passed by. The topic of Dave's health became the focal point of conversation. Dave informed the group that he was currently on the waiting list for a kidney, but it could take quite some time to find a match. This resonated with one of Dave's co-workers, Travis Glidden. (Many of us in the Northwest know Travis Glidden as the Regional Sales Manager at Stellar.)

On the walk home that day, Travis started discussing the Living Donor program with his wife, Theresa. "It felt like it was something I should look into," said Travis. Several days later, Dave and Travis were talking and Dave shared that a friend of his daughter's had volunteered to be a donor, so Travis backed off the idea. Several months passed, and Travis stopped in to chat with Dave one day and asked how his kidney transplant was progressing. Dave informed Travis that the potential donor had a rare blood type and the Mayo Clinic was unable to match her with anyone, therefore he was back to square one. Come to find out later, Dave's wife had also "secretly" volunteered to donate, but was subsequently turned down.

"For a week or so after the last conversation, I would wake up in the middle of the night thinking about this, Travis said. "And I wouldn't be able to get back to sleep. Something was telling me to keep exploring being a living donor." Travis spent a few evenings watching informational videos on being a living donor on the Mayo Clinic website, and talked about it with his wife and family, and got their

support. "I told them, 'I can't explain this – other than I feel this is the right thing for me to do,'" he said. "I went back into the office the next day to visit Dave and to tell him I was ready to take the steps to be a kidney donor."

"I still can't find the words to adequately express how I feel about such a great gift," said Dave. "Travis would often stop by my office and ask how my transplant process was going, but I had no idea he was considering donating one of his own kidneys to me," Dave continued. "I thought I was out of options."



From left to right: Dave Backus, CFO, Stellar; Travis Glidden, Regional Sales Manager, Stellar

"Dave has been one of a few people in my life that has truly been a coach to me when it comes to savings and investing for retirement," said Travis. Travis concluded, "If I could give back and help Dave and his family enjoy a healthy retirement, that's what I was going to do. I was going to leave this up to God and the Mayo Clinic."

Travis proceeded with testing. Several weeks passed and a call was received that Travis was in good shape, good health, and approved to donate directly to Dave. A date was set. April 21st would be the transplant day.

The surgeries were successful. Forty-eight hours later, Travis was released to go home. Dave was released from the hospital 3 days post-surgery, but needed to stay in Rochester for up to 1 additional month, going in for daily blood tests.

The outcome for both has been very positive. For Travis, the first few days of recovery were pretty tough as his healthy body was now learning to function with one less kidney. For Dave, he felt almost immediately better, although he has to slowly regain his strength back that he lost during the time before the transplant. Dave concluded, "Travis is definitely my hero."

IN MEMORIAM

Troy Alton passed away after a battle with leukemia on July 4th, 2017. Troy was born into a tire family and learn the tire business from his dad, Duane Alton. At the time of his death Troy owned and operated two tire stores in the Spokane, Washington area and was part of the Tire Pros group.

Troy was active in the tire industry, serving as a member of Tire Pros Western Region Council and the National Council. He was a member and served on the board of the Washington Retail Association. Troy is survived by his wife, Patty, two sons, Troy Jr. 30 and Travis 25 of Spokane Washington. His parents Blanche Goddard Miner, and Duane Alton. His sibling's Pam, Doug and Matt, plus numerous nieces and nephews.

Norm McIntyre passed away August 2, 2017. He was born on November 7, 1943 in Wenatchee, Washington.

He met his wife of 53+ years, Jaclyn, while he was in high school and they married in 1963.

Norm started working at a very young age in gas stations and garages and took his first tire job with Wells and Wade in Wenatchee. In 1973 he moved the family to Spokane, when he took a job as the Manager at General Tire. His big career break came when he was offered an outside sales position with Cooper Tire in 1982. In 1985 he was given the Cooper Western Region Territory, residing in the Seattle area. He worked for Cooper Tire until 2006, when he retired.

Norm was always one of Cooper's top salesmen, earning a spot in the Presidents Club, winning numerous sales awards. He and wife Jackie enjoyed amazing trips and cruises as part of the company's great incentive plan and awards for a job well done. Every year they looked forward to traveling with others, and these trips also cemented some very valuable and lifelong friendships. Norm took great pride in his job and truly believed in his product.

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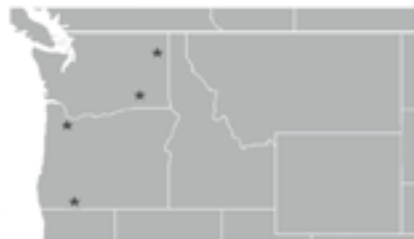


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