



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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BIG O FRANCHISEE SELLS TWO WASHINGTON LOCATIONS

Big O Tires franchisee Steve Schaut sold two of his locations recently in Renton and Lake Stevens, but continues to own and operate a location in Issaquah.

The new owners are Dean Frank (d.b.a. West Coast Tire Pros) in Renton and Thomas and Mary Flinders in Lake Stevens. Both parties are new to Big O Tires and to the automotive aftermarket, Big O said.

The stores are the only three Big O locations left in Washington. Former Big O franchisee Herb Davenport sold his 7 Seattle area Big O locations to Pep Boys in 2011.

“We’re excited to have Dean and the Flinders as the newest members of the Big O Tire family,” said John Kairys, executive vice president and general manager of Big O Tires, a TBC Corp. business.

“They are energized franchisees new to the system and eager to make a lasting first impression in the market where opportunities have surfaced as a result of Steve Schaut re-evaluating his portfolio”.

Mr. Schaut has been a Big O franchisee for more than 15 years.

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STATE FORCASTS MODERATE INCREASE REVENUES

The State of Washington has forecasted an additional \$2.4 billion in expected revenues for 2017-19 general fund of \$43.2 billion.

State economist, Steve Lerch attributed the moderate change in the revenue forecast mostly to new taxes approved by the Legislature in the 2017 session. These were:

- An increased property tax levy to increase state school funding.
- Extending sales and business and occupation tax collection obligations to some online retailers.
- Placing sales taxes on bottled water, a product previously exempt from sales tax.

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SAIF BOARD DECLARES DIVIDENDS

At a recent meeting of SAIF's board of directors, the board reviewed SAIF financial results and declared dividends to be paid during October to more than 47,000 eligible policyholders with policy expiration dates in 2016.

A \$120 million primary dividend will be paid to all eligible policyholders based on their premium, and a \$40 million safety performance dividend to be paid to those with paid-to-standard loss ratios below 60 percent. About 94 percent of policyholders eligible for the primary dividend will also receive the safety performance dividend.

The dividends are possible because of SAIF's overall financial results, including investment returns and favorable trends in claim costs (due, in part, to workplace safety and health efforts).

In a letter to participating trade associations, SAIF thanked the associations for contributions of their association members for helping to achieve these results.

The Northwest Tire Dealers Association is part of this great SAIF program and our Oregon members who are part of SAIF have been saving money and collecting dividend checks for over 30 years.

For more information on these dividends and how you can get involved please contact the association office at 509-948-2433.

TESTING MOBILE TIRE SERVICE

Goodyear has launched a mobile tire-fitting service, Goodyear Mobile Tire Shop, in Los Angeles and Orange County, California and Raleigh, N.C., in order to evaluate the efficacy of this tire-servicing alternative.

The program, operated by Goodyear's company-owned retail network, is known as "Goodyear Home Install" on the goodyearautoservice.com website.

The Mobile Tire Shop vans are Dodge ProMasters outfitted by Custom Upfits, a West Sacramento, Calif.-based family business that specializes in truck and trailer conversions.

Goodyear said it is "extending its mobile fleet solutions to passenger vehicles in a limited amount of markets" with company-owned retail stores and where Tesloop Inc., Goodyear's partner in semi-autonomous vehicle research, is active.

"We are always looking for ways to make Goodyear easy to buy and own but have no plans to make these programs widely available to consumers at this time," the company added.

Goodyear is the third tire maker to test the mobile tire-fitting waters, after Michelin North America Inc. and Bridgestone Americas.

Michelin tested the business option in 2015 in the Raleigh-Durham, N.C., area but suspended the trial 15 months later. It did, however, note it would "continue to evaluate future possibilities, as the test revealed a number of interesting options."

Bridgestone's mobile service, which operates under the firm's Firestone Complete Auto Care banner, is limited thus far to the Nashville, Tenn., area and allows customers to order tires and have them delivered directly to their home or place of business.

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SMALLWOOD TO BE KEYNOTE SPEAKER

Richard Smallwood, president and CEO of Sumitomo Rubber North America Inc., will be the keynote speaker at the Tire Industry Associations' (TIA) 2017 Tire Industry Honors in Las Vegas, Oct. 30.

Sponsored by Michelin, the Tire Industry Honors will kick off the Global Tire Expo in Las Vegas. The event will take place at the Paris Las Vegas Hotel on October 30 from 6 to 8 p.m.

Mr. Smallwood's speech will focus on the advent of driverless cars. He will discuss how driverless cars will increase vehicle miles traveled, and how they will force greater size uniformity in tires and auto parts, significantly reducing inventory, TIA said.

A 30 year veteran of the tire industry, Mr. Smallwood was previously chief operating officer of Falken Tire Corp. He is an executive officer of Sumitomo Rubber Industries Ltd. Mr. Smallwood holds a bachelor's degree in organizational communications from California State University-Stanislaus and an MBA from Peperdine University.

MARKETPLACE FAIRNESS LEGISLATION

The Washington Department of Revenue held a stakeholder meeting in September to discuss the recently adopted Marketplace Fairness law that passed during the 2017 Legislative Session. The law goes into effect January 1, 2018.

House Bill 2163 requires remote sellers to collect and remit sales tax to the State of Washington. The law also requires marketplace facilitators and marketplace sellers to collect and remit sales tax or give notice to the department who they sold to or conducted the transaction for.

The meeting was attended by a number of associations and companies that may be impacted by the new law.

The meeting as to answer questions and discuss how the rules of Washington Administrative Codes (WAC) should be written to ensure that the law is even and fairly applied. Another goal is to make it easy to understand so that retailers can meet the requirements.

It was apparent that there are many nuances and unanswered question that will need to be addressed while writing the rules.

The department plans to take the comments it receives and answer the question that were posed, then begin drafting rules for public review and comment.

The Northwest Tire Dealers Association, working with the Washington Retail Association, and its members will be closely involved with the discussion and drafting. When the draft rules are available we will be sure to send them to our members and announce them on our website and newsletter.

For more information contact the association office at 509-948-2433.

TAX BASED ON DRIVING DISTANCE

Washington State plans to conduct a pilot program next year regarding a possible tax that would be imposed on how many miles motorists drive their vehicles every year.

As vehicles become more fuel efficient and electric cars become more common, gasoline consumption will likely drop and with it, fuel taxes to run the state.

State officials are looking for ways to make up any potential loss in fuel tax revenues.



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2017 NWTDA GOLF CLASSIC

The Northwest Tire Dealers Association's Annual Golf Classic was held at McMenemy's Edgefield in beautiful Troutdale, Oregon



Richey's Point S team of Dealin' Dave Montei, Doug Whitlock, Waren Webb, and Jim Greear went home with the first place trophy and Jim took home the money for the 2nd best personal score.



Industrial Tire team 1 of Greg Hogan, Larry Coleman, Matt Stotts and Rob Tetz were the most colorful team and brought home the second place trophy.



Larry Coleman took home the cash for the best individual score this year.



Kelly Brown's team of Doug Ray of Superior Tire, Bryce Mahon of REMA Tip Top and Klyde Thompson of Del's OK Point S took home 3rd place.



Adam from Industrial Tire Team 2 was one of the big money makers, taking home cash from Walt Kaufman of Greenball Tire for the Closest to the Point competition.



Jim Greear from the Richey team took home some extra cash for 2nd place score.

NWTDA would like to thank the sponsor who helped with door prizes as well as money awards and team trophies. Falken Tire along with Northwest Wholesale Tire sponsored the team awards. Walt Kaufman of Greenball Tire sponsored the closest to the pin award. A big thank you also goes to TCI, Tire Centers, Rema Tip Top, The Caputo Group and Federated Insurance for their sponsorship as well.



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T&T POINT S CELEBRATES 62 YEARS



Tacoma's T&T Point S Tire has been a staple of the community since being formed by father Edward and son Eddie Tuck in 1955. They have been providing a complete range of tire and automotive services to residential and commercial customers since their beginning.

In the early days they even had their own retread shop offering both new and retread tires to their customers.

The family business is now in its third generation with owner and operator Ed Tuck III.



Two years ago they had their big 60th Anniversary Party with a car show, featuring classic hot rods, along with Tire Factory's Monster Truck "Captain USA", and driver Jeff Bainter was there signing autographs. Music, food and a beer garden were also available for guest to enjoy.



T&T Point S offers their customers the leading tire and wheel brands along with top notch service, which includes alignment and brake service along with a full line of automotive care done by certified technicians. They now have two TIAATS certified techs who bring the best knowledge and training that the industry has to offer.



Ed recently completed his store remodel, changing the colors over from Tire Factory to the new Point S brand.

Treating customers with respect and providing quality repair and products has been the tradition at T&T for over 62 years. With plenty of "tread" left, customers can expect more of the same from the Tuck family.



Congratulations to Ed and his staff for 62 years of service to the Tacoma area driving public.

RETREAD VETERAN HARVEY BRODSKY DIES

Harvey Bodsky, founder of the Retread Tire Association, died September 17 after a battle with lung cancer. He was 81.

Brodsky's career in the tire industry included working for Lodi Super Mold Co. and Big-O Tires, working as managing director of the Tire Retread Information Bureau, and founding the Retread Tire Association. He received several awards including the American Retreader Association (ARA) Industry Leadership Award and was inducted into the International Tire & Rubber Association Hall of Fame.

"To say that Harvey will be missed is an understatement, and we will miss him, but we'll never forget him," said Jeffrey Parks of RTA.

TIA'S ATS TRAINING

Matt White was the instructor for the Tire Industry Association's (TIA) Certified Automotive Tire Service (ATS) in a fantastic automotive training facility at Green River Community College in Auburn Washington.

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 was a 3 day training consisting of 15 training modules with in shop hands-on training.

For more information on other ATS trainings contact the TIA training department at 800-876-8372 at ext. 106.

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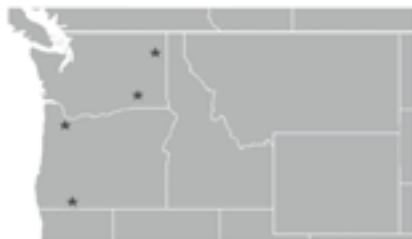
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