



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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July | August 2019

WASHINGTON LAWMAKERS CHANGE SALES TAX EXEMPTIONS

Of all the new, last-minute tax measures approved by Washington's Democrat-controlled legislature, one in particular will cause headaches for Washington southern boarder retailers, including tire dealers.

Oregon residents will no longer get a sales tax exemption right away at the checkout counter.

Thanks to ESSB 5997, out of state shoppers will have to pay the sales tax upfront, save their receipts and file for a one-time, yearly reimbursement from the state of Washington. They will qualify only if the amount they are requesting exceeds \$25.

Nearly 40 state lawmakers from across the state and both political parties sent a letter to Gov. Inslee respectfully asking him to veto a sales tax provision that would hurt businesses that cater to out-of-state shoppers. But to no avail, the bill was approved as part of the two-year state budget and has been signed by Gov. Inslee, so the new law goes into effect on July 1, 2019.

The measure made its way quietly through the Democrat-controlled Legislature this year, and was approved in the Senate, 25–22. In the House, 55–43, during the night, just before

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TIA NOMINATIONS FOR 2019 TIRE INDUSTRY HALL OF FAME DUE SOON

Monday, July 8, 2019 is the deadline for nominations for the TIA Tire Industry Hall of Fame.

The nomination form is available online at www.tireindustry.org/hall-fame. 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 award may be awarded posthumously.

The Hall of Fame Inductions will take place on Monday, November 4, 2019 as part of TIA's Tire Industry Honors Awards Ceremony, which takes place prior to the Global Tire Expo, powered by TIA, November 5–November 8, 2019.

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WASHINGTON CHANGES SALES TAX EXEMPTION

Continued from front page

the session ended. No Tri-City area lawmakers supported it, however several in the Vancouver area did.

In the past, similar proposals have been stopped.

In 2016, voters overwhelmingly opposed Initiative 1464, which would have rescinded the out-of-state sales tax exemption in order to raise money for a campaign finance reform program.

Oregon has an income tax, but no sales tax. The idea behind the long-standing tax exemption for Oregon residents has been to encourage out-of-state shoppers to buy goods in Washington.

Otherwise, if they have to pay sales tax they might not bother to cross state lines. It is a system that has helped bring business to Washington's border communities for decades.

Clay Hill, government affairs director for the Association of Washington Business, said approval of ESSB 5997 was "especially disheartening" because there was a unified voice of opposition by business and retail organizations. Other association spoke against the bill at the hearings, but the majority of legislators were not willing to lessons.

One lawmaker, Rep. Ed Orcutt, R-Kalama, fought for mitigation money to help offset the negative impacts on border communities, but his suggestion didn't get enough support.

Democratic lawmakers are betting they will raise \$53 million for a two-year budget from out-of-state shoppers who don't turn in their paperwork or who don't meet the \$25 minimum threshold.

But it is the border communities that will pay the biggest price for the tax grab, and it isn't right to put the burden primarily on the edges of the state.

EBAY ADDS 3500 SHOPS TO TIRE INSTALLER NETWORK

Online auto parts and accessories retailer eBay Motors is expanding its tire installer network to include Firestone Complete Auto Care/Tires Plus and TBC Corp's NTB and Tire Kingdom brands through a partnership with CarAdvise L.L.C.

The partnership with CarAdvise, San Jose-based online vehicle repair and maintenance platform, will expand eBay Motors' tire installer network by about 3,500 tire shops nationwide.

Thousands of additional brand name shops within the CarAdvise network are slated to roll out over the coming months, the companies said.

The partnership boosts the number of tire listings with installation services available to eBay Motors customers more than 10 times over what it was, with more to be added throughout the year eBay said.

eBay Motors customers can add professional installation services to their online tire purchase. At check-out, customers are prompted to choose a service provider in their local area and complete the transaction.

Following payment on eBay, customers select a preferred date and time for their installation appointment and can add additional services, such as a wheel alignment or oil change, via the CarAdvise platform.

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AUTO TECH TRAINING IN OREGON SCHOOLS

Source: NATA

There is growth and positive changes in the automotive training programs in Oregon's schools.

In the 1980's Oregon had 110 automotive programs in high school and post-secondary programs. By 2012, that number dropped to just 41 programs.

The good news is: Oregon is up to 49 programs and with the influx of new state funding through Measure 98, CTE grants, Career Pathways funds, and voter-approved bonds, many expansions and remodels are occurring. Here is a brief rundown of the program remodels:

Hillsboro High School: the shop will be remodeled next spring, adding 1,900 square-feet to the shop. "There are no plans for additional hoists or other things, but getting more floor space is great," Glenn Campbell, the program instructor said.

Sabin Schellenberg Skills Center: The remodel of the school's Auto, Welding, and Manufacturing facility will start near the end of June. Classes will be held at Camp Withycombe during the remodel.

Gresham High School: As a result of a bond and Measure 98 funds, the school is building an all-new shop, essentially tripling the size. The new shop will be outfitted with mostly new equipment including three new lifts, and a new Hunter Alignment rack. The tool room will be all-new and stocked with new tools. In addition, Measure 98 funds were used to purchase Snap-on certification kits, according to instructor Mike Ruff.

Beaverton School District: The automotive program at Aloha High School—which serves the entire district—is undergoing a remodel and expansion funded by a bond. The project is due for completion the end of June.

Tigard High School: The school will be removing a mezzanine where the storage area are now, and adding three additional lifts, lighting, power, air, and exhaust system. It will be adding new tool boxes, work benches, and storage for all six of the work stations; and will be getting some replacement storage outside. They are spending Measure 98, bond, and Career Pathway dollars to complete the project, according to instructor James MacDonald.

Clackamas Community College: A recent bond has allowed the college to build an Industrial Technology Center. This has freed up a lot of space in Barlow Hall, thus allowing expansion and remodel of both the Collision Repair and Automotive Service Technology programs. The project is due for completion this fall.

Crescent Valley High School: For nearly two decades, students at this school had to travel to Corvallis High School to take auto shop if Corvallis High had space for outside students. That's changed now, with the opening of auto shop classes at Crescent Valley.

TIA COMMERCIAL TIRE SERVICE TRAINING

NWTDA will offer the TIA Certified Commercial Tire Service training in Boise, Idaho on July 13, 2019. This is a full day's training starting a 7 am and ending at 6 pm.

For more details or to register by July 5, call the NWTDA office at 509-948-2433.



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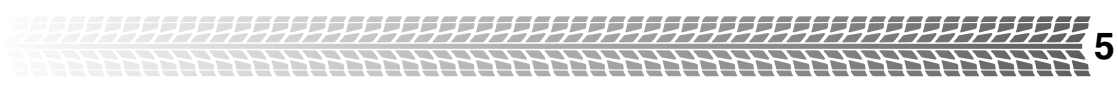
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NWTDA ANNUAL GOLF CLASSIC

NWTDA is celebrating their 80th anniversary during our annual golf classic. This year's event will be held at our favorite; McMenamin's Edgefield located at 2126 SW Halsey Street in beautiful Troutdale, Oregon. Rick Mustion of Northwest Wholesale and Bill Dodak of Avaun Tire Supply are our co-chairs of this year's event.

The Event will start at 12:45 pm on Wednesday, September 18 and will include team competition with trophies and cash prizes for the winners.

Cost of this year's tournament is \$35 per person, plus the cost of the rental of clubs. To register call the NWTDA office at 509-948-2433.

NWTDA PLANS 2020 CONFERENCE & TRADE SHOW

The Northwest Tire Dealers Association has announced their plans for a Dealer Conference and Trade Show set for March 19 & 20, 2020. The event will be at the Holiday Inn at the Airport, located on Columbia Blvd. in Portland, Oregon.

The 2020 Conference Committee is currently working out the details of the two day event, which will have industry training seminars during the day and a trade show in the evening. The TIA ATS and CTS certification training will also be offered at the conference.

The association membership annual luncheon is also scheduled.

There is a Supplier meeting scheduled for Thursday, September 19 to go over information on booth sales for local suppliers as well as national manufacturers.

TGI BROADENING COSMO PORTFOLIO

Tire Group International L.L.C. (TGI) is broadening the portfolio of its Cosmo brand by adding UHP, SUV, SUV-UHP, and M/T patterns, as it gears up to launch the brand to U.S. customers.

The new lines will carry some rather unorthodox names – Sexy Beast UHP, Kitty Kat SUV UHP, Chubby Nubby M/T, and El Jefe H/T SUV – thanks to market research TGI conducted that revealed that consumers are more apt to remember a brand if they connect with it on a personal level.

The new product names play off the Cosmo brand's Tiger logo/mascot.

TGI launched Cosmo in 1994, initially as a bias-ply light truck tire brand, and has marketed it predominantly to its Latin American/Caribbean customer base while adding radial passenger, light truck, medium truck lines.

“Cosmo is positioning itself to raise the bar when it comes to marketing a product that for most people is viewed as foreign and an unappreciated necessity,” TGI President Joaquin Gonzalez said.

“We want to make the tire-buying experience memorable and fun for the consumer and our marketing will continually reinforce that.”

Avaun Tire Supply in Portland is the distributor for the Cosmo Tire line and also is a new advertiser in our NWTDA Tire Talk publication.

Tammie Hetrick, Chief Operating Officer for Northwest Tire Dealers Association has been working over the last few months to develop additional programs for the association and build name recognition for the industry. Some current issues are listed on Page 8.



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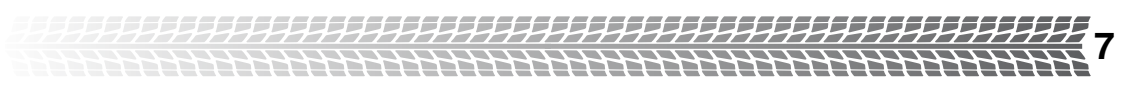
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VOLUNTEERS NEEDED– \$500 REWARD!

Northwest Tire Dealers Association has received a grant from the State of Washington to develop a return to work program for injured workers. We are seeking Washington employers in all aspects of the Tire industry to allow our team to spend a few hours working with someone at the location to develop a job analysis for specific positions in the industry. For this time, we are authorized to incentivize employers with \$500. We have availability in Eastern and Western Washington. Contact Tammie if you are interested in participating.

LABOR LAW UPDATE

Tammie recently spoke at the Washington Society of Association Executives on Current Labor Laws and developing your human resource manual and programs for compliance.

Current labor laws to be aware of:

- Sick and Safe leave: Effective January 1, 2018
- Equal pay: Effective June 7, 2018
- Domestic violence protections: Effective June 7, 2018
- Sexual harassment discrimination: Effective June 7, 2018
- Paid family and medical leave: January 1, 2020 benefits BEGIN
- Wage and salary range notice and limited requests: Effective July 28, 2019
- Isolated Worker Protections from sexual harassment/assault: Effective July 28, 2019
- Non-compete agreements: Effective January 1, 2020
- Data Breach/Personal Information protection: Effective March 1, 2020

Effective January 1, 2020, employees who have worked a total of 820 hours for all employers in 2019 will be eligible for leave of up to 12 weeks for medical or family leave and additional time for pregnancy complications. How this affects your work and staff is determined by the size of your company. If you are over 50 employees,

you may need to find a position for the employee to a job that is same or similar to the position they held at the time they went on leave. If you are under 50 employees and you have not opted in to the program, you do not have an obligation to hold the position.

Although sick and safe leave started in 2018, your policy may change with the inclusion of Paid family and medical leave. Any leave a worker takes prior to a formal family or medical leave request does not get included in the 12 weeks; i.e. sick leave, pto usage, etc.

If you are not aware of the laws listed above or have additional questions, please contact Tammie at tammie@nwtiredealers.org or 360-529-7020.

SAVE MONEY ON YOUR WORKERS' COMPENSATION PREMIUMS

If you pay premiums to Washington State Department of Labor and Industries, you could be saving money on your premiums and earn potential refunds. The Northwest Tire Dealers is sponsoring a Retrospective Rating Program and has contracted with Claim Audit Specialists to manage their group's claims. Claim Audit Specialists has a proven track record of retro success and brings these expertise to the NW Tire Dealers program. We have also partnered on a grant from Washington State to develop a return to work program for the Tire industry. This will help members save additional money on time loss claims by returning workers to work sooner.

Oregon employers can save money through our partnership with SAIF.

Any questions you may have on the above issues and content should be directed to Tammie Hetrick, Chief Operating Officer at tammie@nwtiredealers.org or 360-529-7020.

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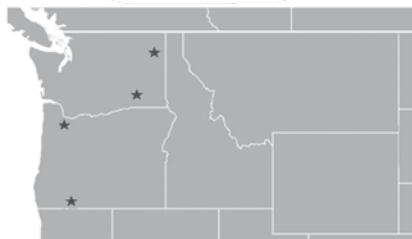
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