

SEPTEMBER / OCTOBER 2012

THE TRACKER

THE PUBLICATION FOR TIRE PROFESSIONALS
FROM WESTERN CANADA TIRE DEALERS

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is Your Shop, Really?**

**The Blame Game
No Time to Target Canadian Businesses**

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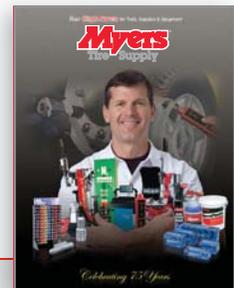
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CALENDAR

October 30 - November 2, 2012
Tire Industry Association, Global Tire Expo, Las Vegas, Nevada



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CATEGORY OF MEMBERSHIP (SEE BELOW)	
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THE BLAME GAME

NO TIME TO TARGET CANADIAN BUSINESSES

By: Ken Essex, WCTD President

I changed my mind.

My message was going to be about Cross Border Shopping. Still is, but I suddenly wanted to change how to start it. The sudden switch came with the irony and dismay that hit me as I listened to a radio newscast over my morning coffee.

I was going to start by speaking with you about an interesting article in the Manitoba Cooperator—a Manitoba rural publication. More on that later. The radio report that suddenly got my attention said the Hon. Jim Flaherty was calling for Canadian corporations to stop sitting on all the money they had—and start spending it to stimulate the Canadian economy.

I couldn't believe my ears! The Canadian business people were being blamed for supposedly making too many big profits—resulting in high prices and the whole cross border shopping issue. This instead of looking at the issues that really lead to cross border shopping, issues that have been laid out by the Retail Council of Canada, even in front of our own Canadian Senate, and in public statements.

And now Canadian corporations are getting singled out to spend money (that, according to the radio broadcast that Mr. Flaherty suggests, they are stockpiling) to stimulate the economy.

No question. By raising the duty-free exemptions at the Canada / U.S. border, the economy was really stimulated. Problem is, it wasn't ours. The U.S. towns within driving distance of the 49th parallel are seeing phenomenal increases in Canadian shoppers. Yet, here in this country, retail sales fell in June—while overnight trips to the U.S. hit a record high. We beat records since the record-keeping began!

I'd say folks in the northern U.S. states probably think more highly of our Canadian Finance Department than they do their own!

Now back to that newspaper report.

Shannon VanRaes, a Manitoba Co-operator staff reporter, had interviewed John Varty and his fiancée Molly Daley. Varty is a McMaster University professor teaching Agricultural History and Farm Economics. They were driving a Massey Ferguson tractor, pulling a tiny farm house on a small trailer across Canada. They were meeting folks across the nation, bringing rural issues to the attention of the urban population. And he said "he was taking his professor hat off and putting his listening cap on"!

But it was an observation he made that got my attention. He said the smaller number of farmers today make up less than a percent and a half of the Canadian population, resulting in way less political power they have to wield. Regarding the Agricultural issues out there today, Varty said "The only way things are going to change is if enough people are willing to listen and maybe vote along an agriculture issue".

Click!

So maybe in my humble thought progression—trying to rationalize the right or wrong of higher duty exemptions—maybe that's it. Our own Canadian masses think the duty exemptions are fantastic...and our government is looking to appease the masses. To be fair, maybe I would do the same thing. But it is certainly wrong to ignore the plight of Canadian business people; and even more so to attack us and suggest we are the cause of Canadian dollars streaming across the border—and that our Canadian corporations should step up and stimulate the economy.

The Western Canada Tire Dealers Association sits at the table with our two (?) sister associations in Canada, the Tire Dealers Association of Canada and the Retail Council of Canada. The Retail Council of Canada is an important watchdog and lobby group that works for Canadians, and on behalf of Canadian business. I have seen them applaud government decisions, and have seen them stand before our lawmakers and challenge and question policy. This is one issue—Cross Border Shopping—about which they put an in-depth and detailed report before the Canadian Senate. The change in duty exemptions leads me to wonder if anyone actually read it? Or, is there a plan "B" to address this very important issue—important if you own a business. Or—think about it—work for a business here in Canada. Anywhere in Canada.

I have no problem with a call for us to all try and stimulate the economy. But this statement is coming out three months after the duty exemption increase. Maybe the buying public doesn't make the connection or just forgets. But the Canadian business people don't!

Back here in Manitoba, west of us in Saskatchewan and Alberta, and out on the west coast in British Columbia—right across the nation for that matter—we are reminded of it every day!



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SAFETY IS STILL OUR NUMBER ONE PRIORITY

#1

By: Andy Nagy, WCTD Executive Director

Fall is right around the corner. Each **seasonal change brings different issues**. Agriculture is in all-out harvest mode and construction is running full bore to get the work done. Consumers—as in drivers—are finishing their holidays and getting ready for winter.

This means tire dealers everywhere are getting busy. Our WCTD Safety Committee wants everyone to pay careful attention to their work area—especially when under trailers or equipment that can be moved. It's critical that we continue to **look out for the safety of our technicians** when they are working under equipment.

As an effective "safe work practice," we suggest you consider installing a "Glad Hand Lock"—available through the link below on this page. They effectively prevent trailers with air brakes to be released and moved, and are reasonably priced. Dealers need to remind their techs to be aware at all times of the hazards of working on equipment.

The committee is also sharing other information which can be adopted as safe work practices. A couple of issues back, we told you about scrap tires being sold off as usable tires to other countries, including our own. As you know, **once a tire is selected as scrap it is not serviceable** and needs to be recycled. There are still a few near misses happening with ruptures, tires exploding—and worse.

Recently, there was a fatality on a farm, which happened because the weathered scrap tire was being mounted and filled with air when it zippered and blew into the individuals face. We are reminding all dealers that it is critical to render all scrap tires useless by drilling holes in the side wall or cutting the bead.

Over the years, the four western provinces' **Tire Stewardship** agencies have worked hard at finding uses for shred and crumb rubber being produced. However, as there are still a large number of Giant OTR's and Ag Tires not covered under some provincial programs, we need to keep requesting these tires to be included as part of the programs. Otherwise, the consequences will be severe.

Western Canada Tire Dealers (WCTD) has members in all four provinces who provide input either to the boards or to their respective committees. If you need to pass along your opinion to any of them, they are listed on our website. WCTD represents tire dealers—whose main business is the sale and service of tires. Just imagine! Everything that has a wheel on it needs some type of tire. No wonder **independent tire dealers are the experts**: it's not our side line. It's our Business.

The U.S. Massachusetts Senate and House of Representatives has passed the **Right to Repair Bill** into law. What this means is that the OEMs (Original Equipment

Manufacturers) and AAIA (Automotive Aftermarket Industry Association) have reached agreement on sharing information on the repair of vehicles; and that the aftermarket tool suppliers will have equipment available to meet requirements.

Our board of directors meets in late September. One of the agenda items is to determine **the location of our 2013 Annual General Meeting**. If you

are interested in passing along your comments or suggestions you can contact your directors or me. Our addresses are on page two.

The latest update of the members list is on our website, both on the main page and under the members' section. If you notice an error, or missing members, **let me know** so we can update. The website is still a work in progress; tell me if we can improve how you access it or the content we have on it.



We suggest you consider installing a "Glad Hand Lock"

KALOTIRE GLAD HAND PROGRAM PREVENTS TRAILER FROM PULLING OUT

Kal Tire Health & Safety Coordinator Ian Darroch reports that under the company's Distribution Yard Safety program, all trailers have the air line hose disconnected and replaced by a Glad Hand lock out device. When the trailer is ready to be departed, a Kal Tire team member is responsible for ensuring that the Glad Hand lock out device is removed from the trailer.

The Glad Hand prevents the trailer from pulling out by "deadlining" the emergency brake air line. It fits any emergency (red) brake air line and is in wide use throughout the Kal Tire network.

As part of the extensive safety program the company employs, a Kal Trans driver will not touch or move any trailer that has a Glad Hand in place without getting clearance from a Kal Tire Assistant Manager or Manager.

More on Glad Hand locks at:

<http://www.uline.ca/Product/Detail/H-907/Truck-Seals-Security-Seals/Metal-Trailer-Lock>

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SERVICING TIRE PRESSURE MONITOR SYSTEMS?

DON'T FORGET THE PROPER PRE-CHECKS!

By: Matt White, TIA Director of Tire Service

I believe that it is very important that technicians need to know the proper pre-checks before servicing Tire Pressure Monitor Systems.

1 Everyone at the counter should be trained in Tire Pressure Monitor Systems. The first step is to **educate the consumer** on the operation and the importance of the system. A lot of counter personnel refer to it as TPMS. In most cases the consumer has no idea what that means. Therefore TPMS should be referred to at all times to the consumer as Tire Pressure Monitor Systems because that's what they do, monitor their air.

2 They should have **proper POS** (point of sale) materials inside the waiting room to help the consumer understand proper air inflation; and be able to explain exactly what Tire Pressure Monitor Systems are and how they can aide in safety, better fuel economy, and longevity for their tires.

3 The counter personnel or technician should interview the consumer to see if there are any clues that could help them know if their tires have been under-inflated. An example of this would be: Has their TPMS light been on? Or have they had any kind of air inflation issues since the last visit?

4 **Explain what the TPMS light is** to the consumer and have pictures of it in plain view so the consumer understands what it is and how it affects their vehicle. Remember, the tell-tale light on their dash will come illuminated and stay solid if there is an air-pressure issue. That would mean that one or more tire has become 25% below the recommended placard pressure. Most consumers get their air pressure information from the side well of the tire and that is the max inflation pressure and load carrying capacity for the tire. The correct air pressure for the vehicle is found on the tire placard on the driver's door jam. If the light flashes, by law it must flash 60-90 seconds. If the consumer states that their light is flashing that means that there is a possible mechanical problem with their systems and that must be dealt with accordingly.

5 Remember, **TEST BEFORE YOU TOUCH!** As the technician enters the vehicle, his first step is to turn on the key and check for the TPMS light to see if it is working upon bulb check and then to make sure that it is not solid or flashing because that would mean that there is an issue and it must be addressed with the consumer prior to any work. Upon checking for light, then the technician can inspect the sensors and system by starting at the left front tire and first using Matty's "two finger rule" which simply means, use your two fingers to take off valve cap. If it is missing or will not remove, then the consumer must be addressed that there is possible corrosion on their valve stem. If the valve cap comes off, then use a proper TPMS valve torquing tool, and again using Matty's "two finger rule," move the valve in a counter clockwise rotation and make sure that it will turn. A very big issue with aluminum clamp-on valve-stem sensors is galvanic corrosion, which in this case could be caused by previous over torquing of the valve-core which has caused the nickel plating cover to come off the brass valve core which has then created galvanic corrosion between the two dissimilar metals, in this case aluminum and brass. If all checks out, then use a proper TPMS tool to activate the sensor to make sure that it is in proper working condition.

6 Testing before you touch a TPMS is very important before servicing a car with TPMS to make sure that it is in working order and that there was **no prior damage** before servicing the vehicle. Many tire shops fail to check for prior damage or to make sure the TPMS light is not on prior to doing service work therefore in some cases being blamed for damage they did not do. Once the consumer is aware of any potential issues the vehicle is ready for service.

“When your customer hits your building with their car, what can you do?” You can take all the safety precautions you want, but when you’re in business for 50 years, something will inevitably happen that you’ll need your insurance company to come through. In my case, Federated Insurance did.

Knowing your business matters

Find out more at <http://wctda.federated.ca>

My representative Trisha is awesome. She drops by at least twice a year to make sure I have the right coverage, and if I ever have any questions or problems, I call her up and it’s taken care of.

So when our customer hit my building, Trisha connected me with Federated Insurance’s claims service and they took it from there. Even when their quote for repair disagreed with mine, there was no fight; they treated me right and got my building fixed while I got back to my business. It’s that kind of trust, respect, and personal service that has kept my business with Federated Insurance for over 25 years.”

Sheldon Skakun,
Fountain Tire
Lac La Biche, AB
WCTDA Member for 20 Years

Federated Insurance is a proud supporter and the recommended insurance provider of the Western Canada Tire Dealers Association.



Knowing your business matters.



HOW SAFE IS YOUR SHOP, REALLY?

MOST WESTERN PROVINCES INJURY RATES WELL ABOVE THE NATIONAL AVERAGE

Workplace injuries are costly, both in financial and personal terms. Even though, thanks to increased education and communication, the rate of workplace injuries has declined over the last two decades, on average, 14.7 per thousand workers (or one in 68)* will suffer some form of injury on the job this year, with the rate increasing to 20.5 percent per thousand in the transport sector. With the notable exception of Alberta (which enjoys one of the country's lowest rates) western provinces have the dubious distinction of leading the way in injury rates by region, still well above the national average.

WCTD Safety Committee asked Marty Cobb, Executive Director Saskatchewan Motor Safety Association, to supply details concerning the kinds of safety issues encountered at the province's tire shops and he obliged with a summary of the most common items.

Cobb says it's important to note that "Not all shops have these deficiencies; and that the inspections performed were in Saskatchewan tire shops only." Because of this, he says, "You will notice that we didn't cite regulations pertaining to the deficiencies, as the regulations from province to province may differ somewhat".

We have published the list in its entirety. Take a moment to peruse it. We promise it will be worth your while even if you can pick up on just one suggestion that might make your shop just a little bit (or a lot) safer.

*As reported by Human Resources and Skills Development Canada 2010.

COMMON INSPECTION ITEMS FOUND AT TIRE SHOPS

WHMIS and Controlled Products

- **Material Safety Data Sheets (MSDS) are not current, no list of chemicals stored on premises.**
- **WHMIS violations (improperly marked containers, food & open drink containers in shop). No site specific WHMIS training.**
- **WHMIS infractions – unmarked bottles of controlled products (workplace labelling).**
- **Lack of WHMIS training (both generic and site specific).**
- **No spill containment kit for use when dealing with hazardous chemicals and battery acid.**
- **Gas/diesel containers in shop.**

Personal Protective Equipment (PPE)

- **Required PPE for shop may not protect employees from the hazards they are facing (eye, ear, head & foot protection).**
- **Enforcement & maintenance of PPE - staff not wearing applicable PPE and not being held accountable for lack of PPE use.**
- **Respiratory protection not used while buffing or grinding.**
- **Customers/contractors in back shop without PPE.**

Continued on Page 13



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HOW SAFE IS YOUR SHOP, REALLY?

MOST WESTERN PROVINCES INJURY RATES WELL ABOVE THE NATIONAL AVERAGE

Continued from Page 11

COMMON INSPECTION ITEMS FOUND AT TIRE SHOPS

Communication/Posting

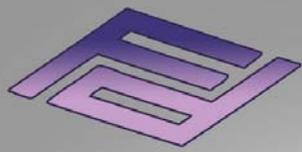
- Lack of safety bulletin board.
- OHC Committee members' names & length of terms not posted in the shop.
- No emergency lighting or exit signs (customer area, offices, shop & cold storage).
- No emergency contact lists at telephones.
- No regulations provided to staff in lunch room.
- Emergency Evacuation Plan is not posted in all areas or communicated to employees.
- Worker's 3 Rights not posted.
- First Aid attendees not posted.
- Inspection reports not posted.
- OHC Committee minutes not posted.
- Not all First Aid stations are properly stocked. No First Aid logs.
- No noise levels posted throughout facility.
- Fire extinguishers - no signage, poor access (blocked) & no monthly inspections.
- Safety Policy not posted or out of date.

Housekeeping

- Electrical panels blocked (must have at least 1 metre clearance).
- Compressed gas cylinders not properly stored.
- Full garbage containers - fire hazard.
- Dirty and expired eye wash solution for some eye wash stations.
- Slip/trip and fall hazards due to housekeeping eg: dirt, debris, air hoses, tools etc.

Miscellaneous

- Racking damaged & not properly installed or secured.
- No covers/missing covers on electrical panels.
- No capacities on some jacks & jack stands.
- No pre-use inspections of lifting device, chains & slings, no capacity on overhead hoists, no proof of training.
- Tool rest distance on fixed grinder does not meet standard. RPM was not legible.
- No guarding on press.
- No flashback device on cutting torch or installed incorrectly.
- Hand operated hoists not mounted properly, capacity not marked, no pre-use inspection or proof of staff training.
- Rigging not inspected prior to use.
- No toe boards, rail or mid-rails in cold storage & shop.
- Techs working on & under suspended loads (improper blocking).
- Wires exposed at cord end of plug on wheel balancer.
- Bulging air line.
- No pre-use inspection of forklifts. No proof of training.
- Parts washer not closed. No fusible link. No procedure available.
- Improper use of ladders.
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- Pre-use inspections of vehicle hoists not being performed or documented.



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TIRECRAFT WESTERN CANADA CELEBRATES VEGAS SUCCESS

Submitted By: Ray Geleta

Tirecraft Western Canada Ltd. hosted its General Meeting in Las Vegas, NV on April 22-25, 2012. This meeting was a great success with a large number of dealers and suppliers in attendance. Tirecraft today has over 195 locations across Canada. The growth and success of the Tirecraft brand this past year is directly related to the pivotal relationships Tirecraft has with their suppliers and dealers.

The supplier guests provided some great insight on the economy, industry, purchasing trends and introduced some exciting new product lines for 2012.

"Tirecraft is one of Canada's most loved brands for our honest, no-pressure approach", said President Corey Miller. Therefore customers turn to us when they are looking for value, practical advice and a positive experience. Tirecraft continues to maintain a bond between drivers and their vehicles by providing value-added auto maintenance that keep cars working and feeling like new.

"Tirecraft is excited to launch a couple of new initiatives for 2012", said Vice President of Marketing Ray Geleta. We are committed to the success of our dealers and we are always looking for new ways to provide them with the tools to attract new customers, keep current customers returning and add to their bottom line. We will continue to strive to be the customer's first choice for all their automotive and tire needs.



Ray Geleta presents Marc Tellier with the Tirecraft Associate Excellence Award. It is presented to a Tirecraft Associate Store location that goes above and beyond to promote and represent Tirecraft Brand.

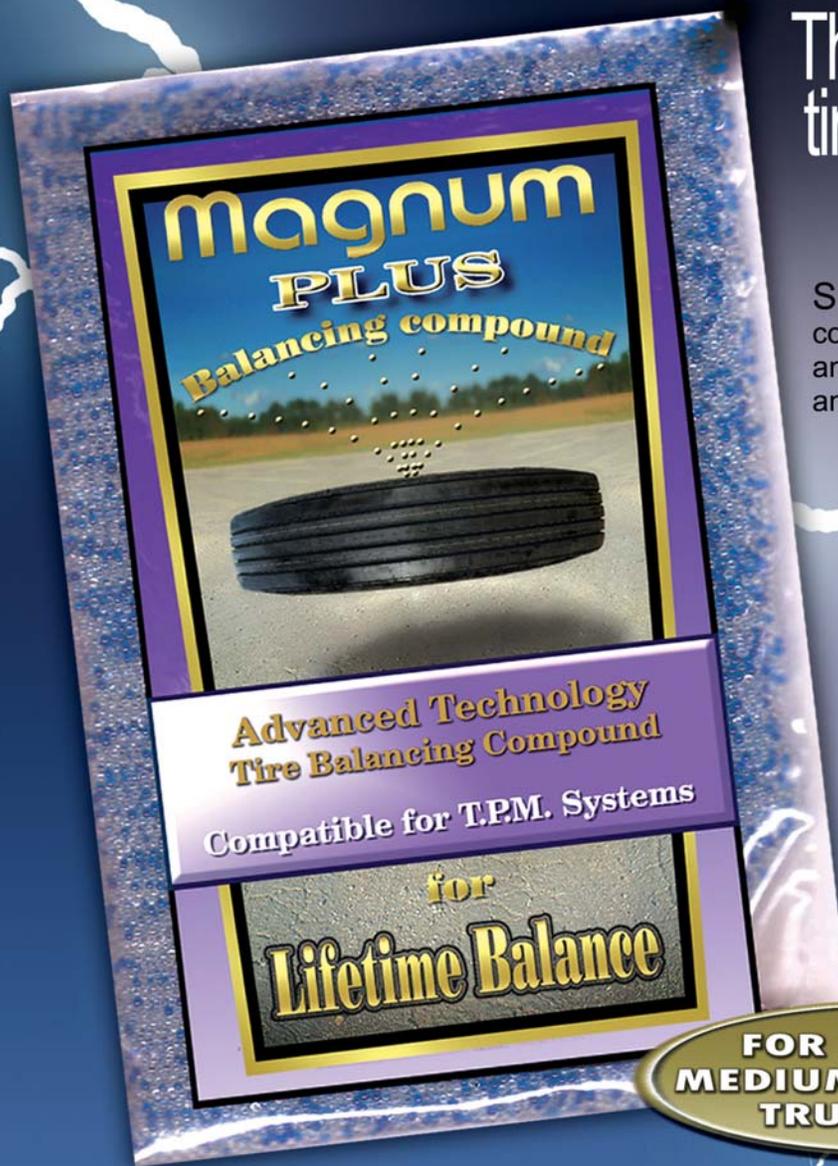
WE GOOFED!

This article was supposed to appear in its entirety in the last issue of The Tracker but ran incorrectly.

Our sincere apologies to Tirecraft.

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PREMA Islands

STAN HOPKINS

1927 - 2012

Charles Stanley Hopkins passed away on August 21, 2012. Over the last six months he dealt with his lung cancer with courage, acceptance and thankfulness for a full life. Stan lived by the Golden Rule – do unto others as you would have them do unto you. In his final days he said “Don’t cry for me, I lived a great life. When you think of me, be happy!”

Stan was born March 20, 1927 in Maple Creek, SK. He worked in Purcell’s garage in Maple Creek. He married Audrey Bernice Gasser in 1948 and they moved to Regina where Stan started working with Dunlop Tires Canada. Stan moved to several locations in western Canada and later to Ontario as he and his young family followed his career. Stan worked hard and moved up to be in charge of retreading for Dunlop in Canada by the time he ended his 20 years of service with Dunlop. Stan and Audrey moved to Saskatoon in 1970 and started Hopkins Tire Service. This was a dream come true for both of them and they were very proud of the business. In thinking about Stan and his business, words like honesty, integrity, and dedication come quickly to mind. He was a mentor to his children and many others in their business ventures. Stan and Audrey served many clients over the years, and had the pleasure to work with great staff members, many of whom became friends.

Stan was active in the community and was a member of the Kiwanis Club of Saskatoon for many years. He was a

founding supplier member of the Western Canada Tire Dealers Association and became a tire dealer member in 1970. He was proud to serve as President of this association in 1974. He was also one of the founding members of the North Saskatoon Business Association. Stan enjoyed meeting with his business contacts and was a life member of the Saskatoon Club. He served in the reserve army and was a member of the Royal Canadian Legion #63 in Saskatoon.

Stan took his elementary and high school education in Maple Creek. University education was beyond his financial reach. It was his dream to see his children take post-secondary education and all three of them did. Stan did take many correspondence courses in marketing and business administration and excelled at them.

Spending time with his family and friends was a lifelong passion for Stan and weekends were for fun including camping, fishing, boating, hunting and visiting. The cabin at Greenwater Lake was always a place where family and friends stopped in for a feast of pancakes on the open fire or a barbeque. His hobby farm was a joy for him and his family with many good memories. The fall was a special time for Stan as he was an avid hunter. He took great pleasure in arranging the hunting trips for his family and friends and knew most of the farmers in the Greenwater and Maple Creek areas as he met them to ask for permission to hunt on their land.



Stan and Audrey enjoyed a wonderful retirement with many winters in Indio, CA and trips to locations around the world. More friendships were made and this spawned more trips to visit these friends at their summer homes.

He is survived by his wife of 64 years Audrey, his son Stanley (Mary), his son Allan (Jacqui) and his daughter Shirlinell; his grandchildren Dale, Ian, Cole, Zachary, Ward and Erin.

Honorary pall bearers were his grandchildren: Dale Hopkins, Ian Hopkins, Cole Hopkins, Zachary Hopkins, Ward Yaworski, and Erin Yaworski.

A celebration of Stan’s life was held at a Memorial Reception on Thursday August 23, 2012 in Saskatoon at 2:00PM at the Parktown Hotel. A graveside service was held at the Maple Creek Cemetery on Sunday August 26, 2012 at 2:00PM. Memorial donations may be made to the Canadian Cancer Society – Lung Cancer Division or the Kiwanis Foundation of Saskatoon. Funeral arrangements were entrusted to Thompkins Funeral Home in Wadena.



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SAFETY

SAFETY COMMITTEE'S ISSUES SPAN BROAD SPECTRUM

"A company's safety record may now directly affect the way you can grow your business."

The WCTD Safety Committee continues to make progress, addressing a wide range of issues and current concerns that affect people across the membership region. Currently under discussion are implementation of "lock-out" procedures, relating to the safe operation and immobilization of equipment such as trailers, through the use of Glad Hand locks.

Kal Tire warehouses are using Glad Hands on all Kal Trans trailers, equipment trailers, and Kal Tire's store division will begin using them during off-site service calls.

Despite an all out effort and much broader awareness, the lack of, or improper bolting down of tire machines continues to be a problem, as some WCB officers are still citing shops for not having their machines bolted down. The committee emphasizes that the bolt holes in the bottom of tire machines are intended for transport only, when bolted to the pallet.

Improperly operated or infrequently inspected hoists can be a problem, sometimes with catastrophic, even fatal consequences. The Automotive Lift Institute has produced a placard to be placed on or close to hoists that clearly outlines 11 Safety Tips that should be followed at all times for safe hoist operation. These placards are available at a nominal cost from www.autolift.org

The committee feels these placards offer some very good visual information to help remind technicians at all times of the proper safety aspects regarding vehicle hoists. Also, full details on ALL's Lift it Right manual are available at wctd.ca.

Also in the works is a comprehensive Tire Shop Inspection webinar, details of which will be made available shortly.

Some of the most positive results are achieved by the formation of your company's own safety committee. Latest members to set up such committees include Winnipeg's West End Tire.

The committee was made aware of a recent fatality of a 22-year tire technician at Montreal's Trudeau Airport, which served as a sad reminder, again, that a sound safety policy is more than just paying lip service.

AUTOMOTIVE LIFT SAFETY TIPS

Post these safety tips where they will be a constant reminder to your lift operator. For information specific to the lift, always refer to the lift manufacturer's manual.

1. Inspect your lift daily. Never operate if it malfunctions or if it has broken or damaged parts. Repairs should be made with original equipment parts.
2. Operating controls are designed to close when released. Don't block open or override them.
3. Never overload your lift. Manufacturer's rated capacity is shown on nameplate affixed to the lift.
4. Positioning of vehicle and operation of the lift should be done only by trained and authorized personnel.
5. Never raise vehicle with anyone inside it. Customers or by-standers should not be in the lift area during operation.
6. Always keep lift area free of obstructions, grease, oil, trash and other debris.
7. Before driving vehicle over lift, position arms and supports to provide unobstructed clearance. Do not hit or run over lift arms, adapters, or axle supports. This could damage lift or vehicle.
8. Load vehicle on lift carefully. Position lift supports to contact at the vehicle manufacturer's recommended lifting points. Raise lift until supports contact vehicle. Check supports for secure contact with vehicle. Raise lift to desired working height. CAUTION: If you are working under vehicle, lift should be raised high enough for locking device to be engaged.
9. Note that with some vehicles, the removal (or installation) of components may cause a critical shift in the vehicle's center of gravity, and result in raised vehicle instability. Refer to the vehicle manufacturer's service manual for recommended procedures when vehicle components are removed.
10. Before lowering lift, be sure tool trays, stands, etc. are removed from under vehicle. Release locking devices before attempting to lower lift.
11. Before removing vehicle from lift, position lift arms and supports to provide an unobstructed exit. (See item #7).

These "Safety Tips", along with general lift safety materials, are presented as an industry service by the Automotive Lift Institute. Visit our web site at www.autolift.org for more information on this material, or write to P.O. Box 85, Cortland, NY 13045.



AL-01-10

A properly instituted program, implemented across all levels, can have a real impact not only on the cost of doing business but also on people's lives.

One point all too often overlooked is how a company's safety record may now directly affect the way you can grow your business. Industry observers note that contracts are now often awarded based on the existence of safety programs. Or, conversely, not granted if such programs are lacking. For example, during Vancouver's Winter Games, not one contract was awarded to any company that did not hold their Certificate of Recognition (COR).

The WCTD Safety Committee members are as follows:

Andy Nagy – WCTDA
 Bruce Walkden – Kal Tire
 Clement Collet – West End Tire
 Dale Parsons – Kal Tire
 Diane Hildebrand – Fountain Tire
 Ian Darroch – Kal Tire
 John Fehr – Saskatoon Wholesale Tire
 Leigh-Ann Stewart – Kal Tire
 Lisa Isnardy – Kal Tire
 Marty Cobb – Motor Safety Association
 Megan Pronovost – Kal Tire
 Mike Gamracy – Quality Tire
 Paul Newton – Saskatoon Wholesale Tire
 Shad Smereka – Fountain Tire
 Troy Merrett – Integra Tire

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WESTERN CANADA TIRE DEALERS *Announce 2012 Scholarship Winners*

Every year the association awards five academic scholarships, each of \$2,000. Eligible to apply is any immediate family member (son, daughter, spouse, or legal ward) of anyone who is a full time permanent employee (for at least one year) of a current member of the WCTD (and member in good standing for five years).

The board of directors cannot over-emphasize the value of this scholarship program, which truly gives back to the association membership in a tangible manner.

We urge you to be sure to make your employees aware of it (full details and application form are on the website) and of next year's deadline: July 31, 2013.

The true measure of gratitude is also apparent in the thanks and comments received from the successful applicants.

WCTD congratulates this year's winners!

Katie Brown

(Kal Tire, Fort McMurray, BC)

When I first received the letter in the mail, I assumed it was going to tell me that my application had been accepted and I would find out the results in six weeks. Little did I know it was going to inform me that I had won and that money was being transferred to UBC Okanagan! I was incredibly excited—did a little dance and woke up the entire household. This scholarship will help immensely, as I'm bridging into the Bachelor of Science in Nursing program and have three years to go. Thank you!

Ashley Norris

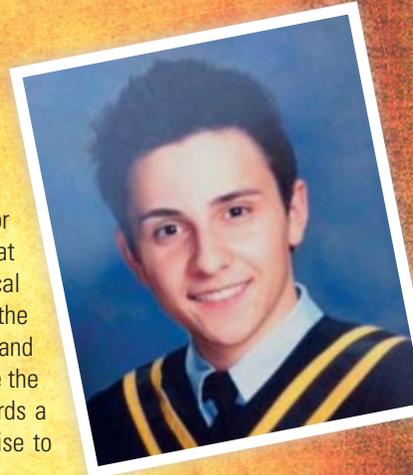
(Fountain Tire, Red Deer, AB)

I would like to thank the WCTD for awarding me with this academic scholarship, it will be a great help. Also, my family for always supporting me throughout my academic career. Thanks again!

Giuseppe Crescenzo

(Kal Tire, Kelowna, BC)

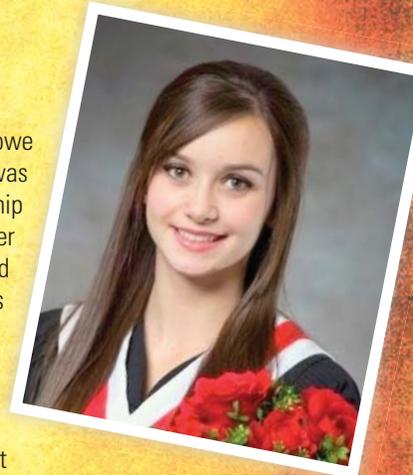
I would like to thank WCTD for awarding me with a scholarship so that I can pursue my dreams as a Chemical Engineer. I would also like to thank the management of Kal Tire, Andy Nagy and my family for guiding me and giving me the opportunities to study and work towards a future without financial stress. I promise to make you all proud.



Jessica Bella

(Bella Tireland, Trail, BC)

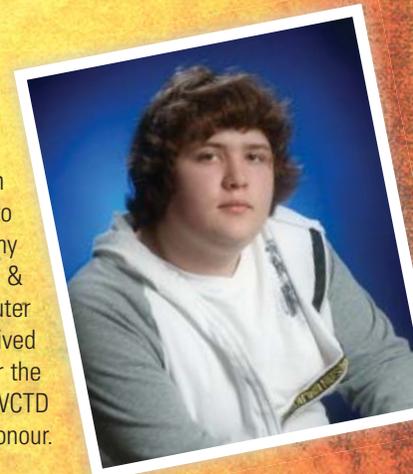
I am a 2012 graduate from J.L. Crowe Secondary School in Trail, B.C. I was encouraged to apply for this scholarship by my father, Joe Bella, Manager/Owner of Bella Tireland in Trail. I am very excited and grateful to receive this generous scholarship which I will use towards my tuition to attend the University of British Columbia-Okanagan in the Bachelor of Arts program this Fall. Thank you WCTD for your kind support towards students like me.



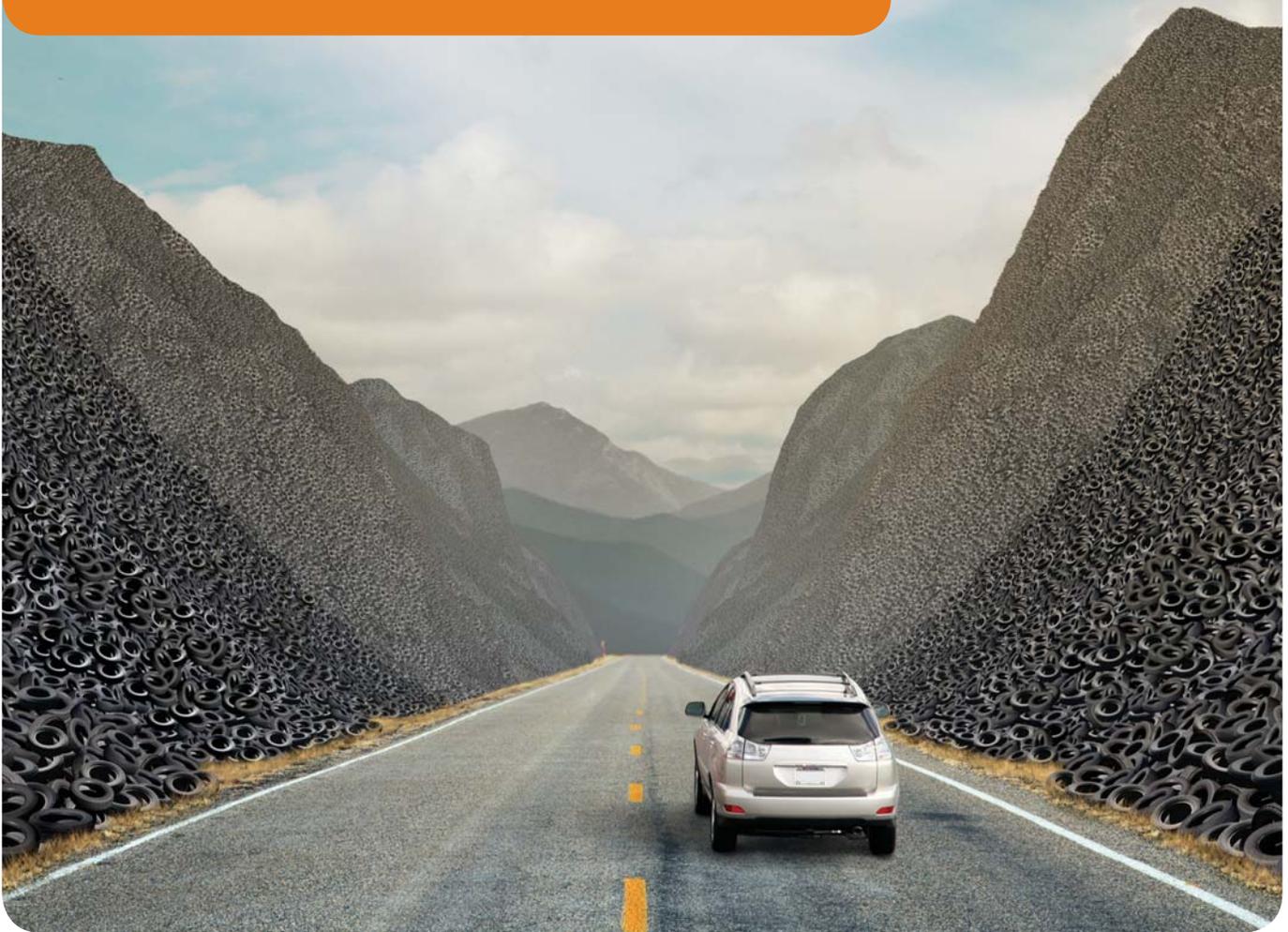
Colton Ritchot,

(Market Tire, Saskatoon, SK)

I'm excited to be starting my first year at the University of Saskatchewan today. I'm happy to be able to go to school in the city I've lived in most of my life. I am enrolled in the College of Arts & Sciences and have an interest in Computer Sciences. With the scholarship I received from you, I'm able to pay my tuition for the entire year 2012-13. Thank you to the WCTD Scholarship Committee for this great honour.



Imagine what 70 million tires would look like if you didn't recycle them.



Way to go Alberta!

Your tireless commitment has not only recycled 70 million scrap tires to date, it continues to protect the environment and produce benefits that roll back into Alberta communities. For more information visit albertarecycling.ca



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RAIN LETS UP FOR A GREAT DAY OF GOLF

The 27th Annual WCTD Alberta Golf Tournament was held at the Raven Crest Golf and Country Club on June 24th, 2012 and it looked like Mother Nature was going to water her garden all day but we were fortunate to have rain only for three holes of play. On behalf of WCTD, I would like to thank the Raven Crest Golf and Country Club for accommodating us; and for preparing a delicious dinner at the end of the day.

Above all, we would like to thank everyone who donated a prize or prizes for this tournament to make it a huge success. Here's a list of those generous companies that sponsored each hole and also brought some nice prizes to the table: Bridgestone Tire, Continental Tire, Cooper Tire, Costar Software, DT Tire Distribution, Mickey Thompson Tires & Wheels, Myers Tire Supply, Napa Auto Parts, OK Tire, Regional Tire Distributors, Signature Tire, Tire Country, Tirecraft, Tireland, Toyo Tire, Trican Tire, Warehouse Services, and Yokohama

A big Thank You goes out to Federated Insurance for sponsoring the "Hole-in-One" prize of \$10,000 in which some golfers came close, but no cigar! Better luck next year.

The winning team for this "Best Ball" tournament all came from Boyd's OK Tire and Auto Service: Kendall Whitney, David Waddell, Mark Waddell and Craig Whitney combined their efforts to achieve a 12 under for a 60. Congratulations guys!

The following award winners were successful at winning designated prize holes throughout the course.

Kyle Radke (Kal Tire Acheson)

Longest Drive Men – Hole #10

Gail Stark (Village Auto)

Longest Drive Women – Hole #7

Brent Rayment (Fountain Tire Beaumont)

Longest Putt Men – Hole #9

Zonia Ambrosie (Tirecraft Fort Road)

Longest Putt Women – Hole #18



Pictured is the winning team, from Boyd's OK Tire and Auto Service. (left - right) Kendall Whitney, David Waddell, Mark Waddell and Craig Whitney.

If you have any feedback regarding this past tournament, please email Darrell Budney at Trail Tire Distributors darrell@trailtire.com

Hope to see you all next year!

GOLF
Thank you
Raven Crest Golf and Country Club



67 Passenger Coach with cargo, Toronto to Montreal, 542.4 km, 6 hours and 14 minutes.



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CR960

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Superior abrasion resistance
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Oil Tanker Truck with 34,500 L of fuel, Edmonton to Seattle, 1274 km, 15 hours and 48 minutes.



CM980

 Tanker Truck Driver Checklist

Excellent steering and traction
Superior abrasion resistance
Optimal handling and performance



Commercial Tire Checklist

Commercial drivers have a different checklist when it comes to their tires. WestLake builds tires that are specific to the task. Only the highest quality materials and pattern designs go into our All Steel Truck & Bus Radial tires.

PASSAGE OF 'RIGHT TO REPAIR' BILL BY MASSACHUSETTS LEGISLATURE APPLAUDED BY AUTOMAKERS, DEALERS AND RIGHT TO REPAIR COALITION



Boston – The Alliance of Automobile Manufacturers, Association of Global Automakers, Massachusetts State Automobile Dealers Association, and the Massachusetts Right to Repair Coalition released the following statement regarding passage of compromise “Right to Repair” legislation by the Massachusetts Legislature, House Bill 4362:

“Automakers, dealers, and independent repair shops applaud the Massachusetts Legislature’s action late last night to approve a compromise “Right to Repair” bill. This legislation represents common ground among the parties.

“Under this new law, consumers, dealers, and independent repairers have total access to original equipment manufacturer (OEM) tools and repair information. It ensures choice for Massachusetts

vehicle owners, protects manufacturers’ intellectual property, preserves the integrity of the role of the dealer in the repair process and protects Massachusetts small independent repair businesses and community dealers.

“We wish to acknowledge the significant efforts of House Chair Ted Speliotis and Senate Chair Tom Kennedy in the development of this compromise and thank Speaker DeLeo, President Murray, House Minority Leader Jones, and Senate Minority Leader Tarr for ushering this legislation through their respective chambers during a busy last day of session.

“Once the bill is signed into law, all parties have agreed to work together to educate public on the compromise bill and that the ballot question is no longer necessary.”

RECORD NUMBER OF EXHIBITORS SET FOR GLOBAL TIRE EXPO



—*Tire Review*

Perennial exhibitors Continental, Cooper, Falken, Hankook, Toyo Pirelli and Nitto will be joined by dozens of other tire brands and industry suppliers on the floor of the upcoming 2012 Global Tire Expo powered by TIA.

“The return of such a prominent group of manufacturers is important proof of just how essential the Global Tire Expo is to the advancement of the tire industry,” commented TIA President Larry Brandt. “GTE is a perfect melting pot of all kinds of tire businesses. With so many outstanding companies convening in the same location for one special week, there is no better place to both get a thorough look at what’s new in our industry and to keep your business updated on the newest information.”

TIA said the 2012 GTE will feature a record 241 exhibitors, including 50 first-time exhibitors.

“With products ranging from tire installation tools to tires for virtually every type of vehicle, these new manufacturers will serve to both diversify our show’s line-up and to provide better options for our attendees than ever before,” added Brandt. “GTE is the place to effectively see to all of your business’ needs in one, easy location.”

The GTE begins on Tuesday, October 30, in the Las Vegas Convention Center’s South Hall. For more information on exhibitors, TIA’s early events at The Cosmopolitan, and hotel reservations, visit tireindustry.org.

DISCOUNTED AIR FARE FOR TIA OTR CONFERENCE

—*Tire Business*

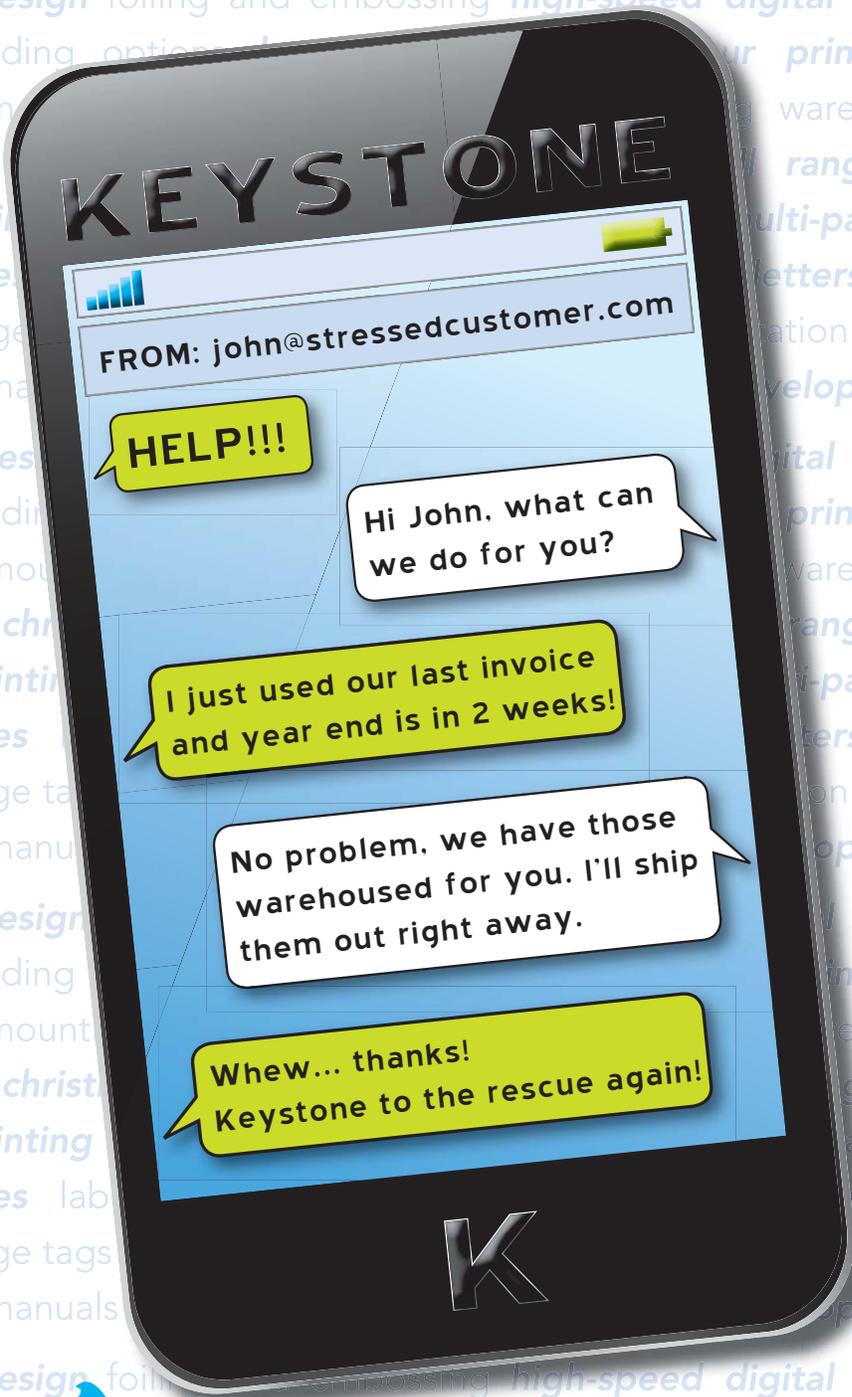
American Airlines Inc. is offering a 5% discount on airfare to and from the 2013 Tire Industry Association (TIA) Off-the-Road Tire Conference, scheduled for February 20-23 at the Gran Melia Golf Resort in Rio Grande, Puerto Rico.

The discount is available for flights to and from Puerto Rico between February 15 and February 25, TIA said. To obtain the

discount, flights can be booked at www.aa.com/group; enter the promo code 9123AZ in the promo code/tour code box. The discount applies only to new reservations and can’t be applied retroactively, TIA said.

To register for the conference or for further information, visit <http://tinyurl.com/otr2013>.





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VICTORIA'S LONG RUNNING TIRES UNLIMITED



TO SIDNEY TIRE



Long time independent tire dealer, former director and unwavering supporter of Western Canada Tire Dealers, Miles Primrose has announced his retirement from the industry. He made the announcement that he and his family have made the decision to sell Tires Unlimited to long time friends (and also strong association supporters) Sidney Tire Ltd.

Here's how Miles broke the news:

Congratulations Miles & Family



IMPORTANT MESSAGE CONCERNING TIRES UNLIMITED CHANGE OF OWNERSHIP

- To:** All present, past and future Customers, Suppliers, Friends and Foes
- From:** Miles Primrose - President - Primrose Holdings LTD - August 30/12
- Re:** Fran, Sally and I are retiring from Tires Unlimited after 25 years of having fun selling tires/wheels one, two or four at a time and have decided to sell a whole bunch at once to Sidney Tire Ltd. It has been a hoot! selling tires/wheels and related services with the best staff any company could have - now we are taking the boot!
- So:** As of September 1st, 2012 Tires Unlimited will change ownership. It will keep the same name, but will be run as a subsidiary of Sidney Tire Ltd.

Sidney Tire is a very well respected company that has been in the business for many years. Paul Rimmer, my present long and loyal manager, will have a vested interest in the new adventure. All my present staff will retain their status quo employment, which I'm very happy for as they are all family. With the resources in place between the two companies the future looks bright. I wish them well!

Thanks to everyone of you for your past and future business.

Please note if you presently have an account with us and it is in good order it will continue to be there for you. Thank you for the past business and for keeping your account up to date.

Hoping the merge will be seamless as possible.

Again from higher management Fran, Hands On Sally and I, we thank you from the bottom of our hearts.

That's all for now!

KAL HELPS BOOST SCRAP TIRE RECYCLING



Kal Tire advises that the company works closely with Tire Stewardship BC (and other provincial tire stewardships to some extent) to help collect scrap tires and ensure they are recycled; and don't make their way to the landfill or get dumped illegally.

In BC, over 90 percent of used tires are now recycled and many other provinces are following suit.

Tire Stewardship BC works with tire retailers to raise awareness about responsible tire disposal. Hence, all Kal Tire BC stores are Return to Retailer locations, where people can



drop off scrap tires for recycling every day of the year. In the summer months some stores host special Tire Round-Up days where we collect used tires, hand out info on tire recycling, BBQ to raise money for a local charity and/or integrate other fund-raisers/community events.

Corporate Social Responsibility (CSR) Coordinator Kevin McCarty says the story differs in other provinces because several don't have such well-established tire stewardship programs; and aren't working closely with retailers. But Kal, he says, "is engaged to whatever extent is possible."

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* As compared to the Firestone Destination LE

** Prorated replacement if warranted mileage not attained; actual tread life may vary.

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Hercules Raptis WR1

A remarkable road personality that blends crisp handling, exceptional responsiveness and ultimate grip with a smooth, quiet and confident ride. The modern asymmetric tread design efficiently evacuates water to deliver optimum road contact under wet conditions. Sizes ranging from 16" - 20", combined with a sharp look and impressive performance, this is our flagship high performance tire.

Limited 35,000 mile/55,000 km mileage warranty that includes road hazard protection. Valid in U.S. and Canada only.



Hercules Raptis VR1/HR1

Developed specifically for the modern sport sedan or coupe, the subtle asymmetric tread design and stylish sidewall are sure to add flair to your vehicle. With biting edges in the outer groove, traction and handling are enhanced under all conditions, including light snow. With sizes ranging from 14"-17", we have the most popular OE fitments available for you. Make the most of your drive - every day.

Limited 40,000 mile/65,000 km mileage warranty that includes road hazard protection. Valid in U.S. and Canada only.



Hercules Raptis TR1

The TR1 combines all the most valuable assets of an all-season performance tire. T-speed rating, cool good looks, modern asymmetric tread design, all-condition traction and responsive, sporty handling. Large tread blocks ensure optimum road contact and help provide a smooth, quiet ride. Deep tread channels quickly evacuate water, providing traction when you need it most.

Limited 40,000 mile/65,000 km mileage warranty that includes road hazard protection. Valid in U.S. and Canada only.



Tour 4.0 Plus

A versatile all-season tire designed to take on anything Mother Nature might put forth. The sleek asymmetric tread combines large, solid outer shoulder blocks and two wide channels for stable handling while the inner tread design incorporates deep water channels and extra siping for excellent traction in inclement weather conditions.

Limited 45,000 mile/75,000 km H-rated, 55,000 mile/90,000 km T-rated mileage warranty that includes road hazard protection and the exclusive 30 day "Trust Our Ride" test drive. Valid in U.S. and Canada only.



Hercules H/P 4000

Dependable performance and a high quality, affordable performance tire. Large multi-siped tread blocks taper into a rounded shoulder to provide sure-footed traction under all conditions. A wide solid center-rib helps to deliver straight line stability at higher speeds as well as ensuring constant rubber to road contact. Put us to the test and stand out in the crowd with the H/P 4000.

Limited 40,000 mile/65,000 km mileage warranty that includes road hazard protection. Valid in U.S. and Canada only.



MRX Plus IV

- all-season tread design for road biting grip.
- 2 full width belts stabilize the tread for control and even wear.



Ultra Tour LE

Our flagship touring all-season tire provides outstanding drivability, all-condition traction, impressive responsiveness and long, even treadwear. V and H speed ratings combined with a full line of sizes ensure compatibility with today's premium sedans and coupes. Large voids in the stylish symmetric tread provide efficient water evacuation and combined with the solid center-rib, constant road contact.

Limited 60,000 mile/100,000 km mileage warranty for V-rated 65,000/105,000 for H-rated mileage warranty that includes road hazard protection and the exclusive 30 day "Trust Our Ride" test drive. Valid in U.S. and Canada only.

RIDE ON OUR STRENGTH.



Roadtour⁶⁵⁵

The computer designed touring tread design emphasizes the most desirable tire characteristics of today: low rolling resistance tread compounding, noise and vibration suppression, all-season traction, enhanced handling qualities and longevity. The Hercules Roadtour655, your silent partner for safe, comfortable and effortless driving.

Limited 50,000 mile/80,000 km for V/H-rated, 60,000 mile/100,000 km for T-rated mileage warranty that includes road hazard protection and the exclusive 30 day "Trust Our Ride" test drive. Valid in U.S. and Canada only.



All Trac A/T

- versatile light truck all-terrain tire for use both on and off-road and in all seasons.
- popular original equipment fitments.

Crossover/SUV/Light Truck Lineup

we have the right tire ... for you.



Trail Digger MT

- the ultimate in max traction with deep, wide grooves and scooping lugs.
- available with our strong 3-ply technology.



Terra Trac A/T

- premium all-terrain tire for excellent grip under all conditions.
- strength and durability with a smooth ride.



Roadtour XUV

- specifically for SUV/CUV applications.
- unique compounding results in a lower rolling resistance for improved economy.

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TRANSPORT CANADA

TRANSPORT CANADA TESTS SHOW EFFECTIVENESS OF SNOW TIRES ON ALL WHEELS

Transport Canada has conducted tire testing on a Multi-Function Activity Vehicle (MFAV), often called a minibus. The purpose of the tests was to identify the safest configuration of tires on MFAVs for winter highway driving.

The MFAV's performance was tested on snow while fitted with four winter tires in the back and two all-season tires in the front, and then re-tested with winter tires on all wheel positions. These two scenarios show differences in braking distance required, cornering and basic handling.

While each province regulates tire usage, Transport Canada maintains its position on the safety advantages of winter tires, designated with the mountain snowflake symbol, on all wheel positions during the winter season.

Braking Test. A Minibus equipped with 2 All-Season and 4 Winter Tires, on a snow-covered surface, is accelerated to a speed of 80 km/hr and then the brakes are fully applied in order to bring the bus to a full stop in the shortest distance possible.

The minibus is equipped with different tires in different tests:

- Two all-season tires on the front axle and four winter tires on the rear axle.
- Winter tires on all six wheels.

When fitted with six winter tires, the minibus stopped an average of 5.6 metres shorter when compared with the stopping distance with two all-season tires on the front and four winter tires on the rear.

The vehicle stopped straight and stability was maintained in both stopping test configurations.

Steady State Cornering Test. The same 21-passenger minibuses were driven around in a circle with a radius of 62 metres on a snow-covered surface. In this test, the vehicle is gradually driven up to a speed where it is no longer able to follow the diameter of the circle. In this test, the minibus attained an average speed of 40.6 km/hr with winter tires

in all six wheels positions, and an average speed of 36.3 km/hr when the two all-season tires were fitted at the front. The vehicle was stable and exhibited a moderate to pronounced understeer condition in both steady state cornering tests. It should also be noted that the minibus could not be made to oversteer by rapidly applying and releasing the accelerator pedal while the vehicle was in a constant radius turn.

High Speed Slalom Test. Unlike the steady state cornering test, where the bus is operated in a fixed turn radius in one direction, the slalom test determines the dynamic steering characteristics of the minibus by rapidly turning one way, then the other.

The minibus, when fitted with the two all-season tires on the front axle, could not follow the prescribed path and hit the second set of cones. The minibus was able to follow the prescribed path when fitted with winter tires on all six wheels. The vehicle was stable during all aspects of the high-speed slalom test and exhibited moderate to pronounced understeer.

Low Speed Slalom Test. The minibus, when fitted with the two all-season tires on the front axle turns with pronounced understeer. This can be observed in the additional steering angle and resulting spray of snow coming from the front tires.

Install FOUR Winter Tires

Vehicle handling will be improved when identical tires are installed on all four wheels.

"To assist you in controlling your vehicle in winter conditions, always install your winter tires in sets of *FOUR* only."



"Tires designed for use in snowy weather are marked with the peaked mountain with snowflake symbol."

Transport Canada

2005-11-22

Winter Tire Safety Tips

<http://www.tc.gc.ca/roadsafety/vehicles/safevehicles-busesvans-winter-tire-testing-1034.htm>

Western Canada Tire Dealers - Ontario Tire Dealers Association

Association des Spécialistes du Pneu du Québec - Atlantic Tire Dealers Association

AUTOWEEK PICKS

AUTOWEEK PICKS 'BEST OF BEST' 2013 CAR, TRUCK SEMIFINALISTS

—Tire Business

Taking into account the "fun factor" in driving some vehicles, Autoweek magazine has announced the semifinalists for its annual "Best of the Best" 2013 cars and trucks.

The fortnightly magazine, a companion publication of Tire Business, covers automotive trends, features, and the "sport and passion for an automotive lifestyle enthusiast".

Ten 2013 cars and trucks were selected as semifinalists. Cars making the cut are: Acura ILX; BMW 3-series; Cadillac ATS; Dodge Dart; Ford Fusion; Mazda 6; Porsche Boxster; Porsche 911; SRT Viper; and Subaru BRZ.

Trucks on the magazine's list include: Acura RDX; Audi Allroad; BMW X1; Ford C-Max; Ford Escape; Hyundai Santa Fe; Infiniti JX35; Mazda CX-5; Mercedes GL; and Nissan Pathfinder.

Detroit-based Autoweek defines cars as sedans, coupes, convertibles, hatchbacks and wagons; trucks are defined as pickups, crossovers, minivans and SUVs. To be eligible for consideration, a vehicle has to be completely or substantially new and on sale to the general public.

Wes Raynal, Autoweek editor, said semifinalists in the "Best of the Best" competition "will undergo further evaluation by our editors judging the vehicles on ride quality, handling, drivetrain, exterior/interior design and what we call 'fun factor'".

The vehicle awards are to be announced in the publication's January 7, 2013 issue.

The "2012 Best of the Best" awards were given to the Audi A7 (car) and the Land Rover Evoque (truck).

To view the complete results and convincing videos go to:
<http://www.tc.gc.ca/eng/roadsafety/safevehicles-busesvans-winter-tire-testing-1034.htm>

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