



**TREADMARKS #242**

**MARCH 2017**

## MATDA Board Of Directors

Tony Thompson - President  
 Thompson OK Tire, Beloit, Ks

Bob Harris - Vice President  
 Becker Tire, Great Bend, Ks

Brent Colgrove - Secretary  
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Jason Burhenn - Treasurer  
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Dane Lawrence  
 Kansasland Tire Group, Park City, Ks

Josh McDonald  
 Shamrock Tire, Wichita, Ks

Dave McMannis  
 Canton Service Center, Canton, Ks

Mike Vondenkamp  
 Tire Dealers Warehouse, Wichita, Ks

Scott Woellhof - President  
 Champlin Tire Recycling Inc, Concordia, Ks

## **Board Members Elected**

At the annual meeting new board members were elected to serve for a two year term. The following will be your MATDA Board of Directors

### **2017 - 2018 Officers and Directors**

Tony Thompson - President  
 Bob Harris – Vice-President  
 Jason Burhenn - Treasurer  
 Brent Colgrove-Secretary  
 Kevin Christensen  
 Justin Glasgow  
 George Hoellen  
 Dane Lawrence  
 Josh McDonald  
 Dave McMannis  
 Mike Vondenkamp  
 Scott Woellhof



MATDA President, Tony Thompson delivers prizes

Be sure to thank any of these fellow dealers for their volunteer time. The association is here for the entire industry and these individuals give time to keep the association running smoothly and effectively for the benefit of all. I personally respect each and every one of them for their service.

## **Scholarship Golf Tournament Booked**

Mark your calendars...The Scholarship Golf Tournament is scheduled for Saturday, August 26th. It will be at the Marion Country Club again this year. The flyer will sent out mid-summer.

Remember this is how we raise the funds for the kids scholarships given at the annual convention.

Packed  
 seminars at  
 convention  
 this year!  
 Good info  
 to take  
 back to the  
 shop



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## GOLF COMING UP AUGUST 26TH AT THE MARION COUNTRY CLUB

### Do you “Drive S.A.F.E.”?

How often do you consider that there are far more serious consequences to unsafe driving than just getting ticketed? In most states, if you killed or injured someone because of distracted driving or playing a role in a road rage incident, you could be criminally charged. If that's not bad enough, these risky driving behaviors also put your loved ones in harm's way, whether or not they are even in the vehicle with you. Think about it: What would your loved ones do if your behind-the-wheel conduct resulted in your being seriously injured or killed in a car crash, or you are sent to prison because your actions contributed to another's injury or death?

Bottom line: Poor driving decisions could ruin your freedom and tear your family apart.

At some point, everyone has made a poor driving decision: speeding to make up for lost time, reading an incoming text message, driving when too tired, or letting emotions take over when encountering a “crazy” driver.

The majority of all auto crashes can be traced back to four driving behaviors: *Speed, Attention, Fatigue, and Emotion*. Branded “[Drive S.A.F.E.](#),” Federated Insurance’s driver awareness program helps business owners and risk managers call attention to these behaviors to help their employee drivers understand the risks each can present, and their resulting consequences.

Risky driving habits typically develop over time and can be hard to break. Keeping the S.A.F.E.

factors in mind may help you overcome the temptation to engage in behind-the-wheel conduct that puts you and others in danger. Before each trip:

- Give yourself ample time to get where you’re going. Not only does it feel good to be early and not rushed, you can significantly reduce your chances of being involved in a crash.
- Make a commitment to pay attention to the task at hand, mentally and physically. Be on the lookout for inattentive drivers and drive defensively.
- Get enough rest to help ensure peak mental awareness so you can react to hazards that may require split-second maneuvers.
- Remain in control of your emotions and act responsibly. Put space between you and motorists whose actions aren’t sensible.

Drive S.A.F.E. has one goal: to help keep you and your loved ones out of harm’s way. Please make it home safely today! For more information on all of Federated’s risk management programs, contact your [local marketing representative](#) today, or visit our [website](#).

### Convention Scenes



Dr. Roy Littlefield with Tire Industry Association addresses members at the MATDA Annual Meeting

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If this is what you see...

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## Thank you to the many sponsors!!!!

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 Stellar Industries  
 T.O. Haas Tire  
 TCI  
 Thompson's OK Tire  
 Tire Dealers Warehouse  
 Tube and Solid Tire  
 Yokohama



Connie Hey helps demonstrate the awesome opportunities to raise dollars for kids scholarships. It's always lots of fun at the auction.



Crystal Dawson Receives her Scholarship from Tony Thompson and Steve Burhenn

## MATDA MISSION

The mission of the MATDA is to promote closer cooperation and better understanding between the tire dealers of Kansas, Nebraska, and Oklahoma; to provide professional lobbying and governmental relations; to provide effective training and education to enhance members' business acumen and help them better serve the consumer; to promote public understanding of the industry's concern for the

environment, and to provide such services and activities that are proper and necessary to achieve these mutual goals.

7321 NW Rochester  
 Topeka, Ks 66617  
 p 785.286.1110  
 f 785.286.0611  
[herrick.shawn@gmail.com](mailto:herrick.shawn@gmail.com)  
[www.matda.org](http://www.matda.org)



## Membership Dues

The annual membership dues mailing will be coming out soon.

Watch your in box and be sure to offer any suggestions for the annual convention for next year as plans are being made by the board of directors now.

## Scholarship Winners

The Mid America Tire Dealers Association has established a scholarship program to help promote career opportunities in the tire industry for Kansas, Nebraska & Oklahoma students, and to give back to the industry we all love. MATDA gave nine scholarships in the amount of \$500 each to deserving students.

### The requirements for the scholarship program are as follows:

1. Students must be sponsored by a member, or an employee of a member;
2. The student may be an employee, or the child of a member, or member employee's child;
3. The student must be a high school senior, have recently graduated high school or received the equivalent of a high school diploma;
4. The student must be a U.S. citizen; and
5. Existing MATDA recipients may continue to apply for three years if they maintain at least the minimum graduating GPA for the school they are attending.

### The Scholarship awards will be based on a combination of the following criteria;

1. Evidence of scholastic potential and achievement;
2. School and community activities;
3. How the student intends to use the scholarship funds to offset the costs of their education;
4. A personal statement about the student's career goals;
5. The award will be made without regard to financial need;
6. Selections will be made by the MATDA Board;
7. The award is given without regard to race, age, gender, or religion.

The MATDA Board members reviewed the applications and the winners were - In alphabetical order:

The first winner is Dylan Burenheide  
The second winner is Ashley Gerety  
The third winner is Caitlyn Hammock  
The fourth winner is Crystal Dawson  
The Fifth winner is Paige Vitosh  
The Sixth winner is Grace Walford  
The Seventh winner is Trevon Weaver  
And finally the last recipient was Gavin Zaerr

## Industry Service Award Winner

Thank you to **Champlin Tire Recycling** for sponsoring prizes for this award. This award is presented annually to an individual who has distinguished himself or herself in the tire industry, either through years of unselfish dedication and service, or through a single exemplary act of service that has resulted in extraordinary benefits to the MATDA membership. The 2017 Industry Service Award Winner is Mike Vondenkamp who was actually nominated by several board members but Justin Glasgow and Jason Burhenn helped to craft the official formal written nomination:

*Mike started with TDW in November of 2005 as a wholesale account manager. Through Mike's tremendous ability to create and build relationships and lifelong friendships with his customers Mike has grown multiple routes around the state of Kansas, helped teach and mentor new salesmen coming up, pass on his knowledge and abilities to his pupils so they can continue to grow, all while continuing to grow himself, his routes, and his business.*

>>>continued>>>

*You will not find a more dedicated, loyal, caring employee and person than Mike Vondenkamp! He is so much more than a "tire salesman"! He is an industry partner and friend with everyone in the tire world that knows him. Whether you are a friend, family member, customer, or organization such as MATDA Mike will go out of his way to help you with anything you need always putting the interests of others in front of his own! I am very proud to call Mike Vondenkamp not only one of the top salesmen in our company but also a very good friend for life!*

*Shawn Herrick would like to add that the Scholarship Golf Tournament has been successful the last several years largely because of Mike's efforts. He does an outstanding job and is committed to leading the way to making it happen!!!*

*He's always super willing to help as a volunteer and pretty funny to boot with too (interesting note that tire dealers text their wives about tires... go figure. a whole other story)*



Mike Vondenkamp receives Industry Service Award from Steve Burhenn

## Employee of the Year Award Winner

As every business owner knows - or learns very quickly - running a smooth company is only possible if one finds good help. Nearly every company has one -- that exemplary employee who makes things run smoothly, who is looked up to by other employees, and who goes the extra mile to make sure that his or her job is done to the high personal standards he or she has set. This "super" employee deserves some extra recognition, and the MATDA Employee of the Year Award rewards excellence on the job.

Thank you to **Hesselbein Tire** for sponsoring prizes for this award.

Announcing the 17th and 18th recipient of that honor: who will receive a plaque, MATDA Logo Jacket, complimentary registration and tickets for two for at the convention banquet, and motel room at the 2017 Convention. Nominated by Mike Thompson with Thompson's OK Tire

*I would like to nominate Janet Noah and Susan Eilert as co-employees of the year. These two not only keep our office running and in order, but can do and are willing to do any job at the store with the exception of mounting and balancing tires. They both have outstanding, outgoing personalities, and make every customer feel that they are important and relevant as soon as they walk through the door. Both have a great sense of humor, which helps on some days more than others.*

*Both are long time employees, which means they are invaluable in all phases of the business. They know what needs to happen, and then see to it that it does happen. They impress the customers with their knowledge of tires and service. They arrive before business hours most of the time, and often are the last to leave the office. Both are over the top KU basketball fans, which does lead to lively discussions with some of the other employees and many of the customers. They have a good rapport with the men in the shop, and therefore do a large amount of scheduling, and help get the jobs in and out at the promised time.*

*I am pleased to nominate Janet and Susan as Co-employees of the year. My life is made easier because of them, and as a team, they are unbeatable.*



Susan Eilert and Janet Noah receive Co-Employee of the Year Awards from Tony Thompson and Steve Burhenn

## Kansas Dept of Revenue

by Carl York, Tax Specialist, KDOR

The tire disposal service is structured as an integral part of the sales transaction and is billed along with the sale of the tire. This makes it subject to Kansas sales tax. The department has historically taken this position on similar "service" transactions that take place in connection with the sale or rental of tangible personal property, such as alteration charges, gift wrap charges, and charges for setting up or dismantling leased equipment.

In your case, the charge for disposing of a tire that you are replacing is, from the customer's viewpoint and a sales tax viewpoint, as much a part of the new tire sale as the mounting and balancing. For these reasons, the waste tire disposal fee charged in conjunction with the sale of tires is taxable, whether the fee is separately stated or not.

Please note that while your companies do not primarily provide the tire disposal service unless a tire is being purchased, other businesses that charge a waste tire disposal fee without selling a tire or providing tire mounting services could exempt the fees in those situations where the customer is not charged for any property or service except for waste disposal.

Waste disposal fees would be taxable if the customer is being charged for having tires mounted, or as in your case, is buying a new tire. In the case where the tire dealers picks up tires (not in conjunction with a purchase of a new tire) the tire dealer is acting like the tire disposal companies and would not need to collect sales tax on those fees.

I hope this helps explains the disposal fees. Please don't hesitate to contact me if you have any additional questions at 785.296.1048 or carl.york@ks.gov

## Legislative Issues

The MATDA is monitoring several bills for members in our region.

**In Nebraska**, March 13, will mark the halfway point of the current 90-day session. There are a few bills being monitored that there is neutral position on now but may specifically affect tire dealers if language is added or altered. Of course there are several general business issues of concern that you should be aware of.

Work compensation bills: LB 181 would add a new layer of work comp expenses to employers and LB 147 would invite more litigation and higher legal costs. However LB 408 is a drug formulary, and LB 319 adds confidentiality to injury reports that could be beneficial. There is a business incentive bill LB 557, that may provide some program improvements for businesses if passed.

Also the Fair Repair Bill LB 67 in Nebraska sounds similar to the bill the national tire association supported about requiring original manufacturers to provide diagnostic and repair information.

**In Kansas**, the turnaround deadline for the current session was Thursday, February 23rd just before our MATDA Convention. That means (except for exempt committeees) bills must be passed out of the house of origin to be considered this session. That helps narrow down the bills to watch. There are a couple to monitor that are in the right chapters of law that could affect tire dealers specifically if language is added. The biggest concern this session is the School Finance decision and budget woes. The repeal of business income taxation and the LLC exemption are of concern and will be battled until the very end for sure.

**In Oklahoma**, there are several very pertinent bills being monitored. Most notably SB 426 which is altering the Used tire Indemnity fund and fees. I have sent the bill to members in Oklahoma for input. SB 59a is a altering vehicle weight load formulas.

As always, if you want more detailed information on these bills or any others please get in touch with the MATDA office at 785.286.1110 or [herrick.shawn@gmail.com](mailto:herrick.shawn@gmail.com)

## On The Light Side

### Management Lessons:

- A man is getting into the shower just as his wife is finishing up her shower, when the doorbell rings. The wife quickly wraps herself in a towel and runs downstairs. When she opens the door, there stands Bob, the next-door neighbor.

Before she says a word, Bob says, 'I'll give you \$800 to drop that towel.' After thinking for a moment, the woman drops her towel and stands naked in front of Bob, after a few seconds, Bob hands her \$800 and leaves. The woman wraps back up in the towel and goes back upstairs. When she gets to the bathroom, her husband asks, 'Who was that?' 'It was Bob the next door neighbor,' she replies. 'Great,' the husband says, 'did he say anything about the \$800 he owes me?'

**Moral of the story:**

Sharing critical information may help prevent avoidable exposure.

- A priest offered a Nun a lift. She got in and crossed her legs, forcing her gown to reveal a leg. The priest nearly had an accident. After controlling the car, he stealthily slid his hand up her leg. The nun said, 'Father, remember Psalm 129?' The priest removed his hand. But, changing gears, he let his hand slide up her leg again. The nun once again said, 'Father, remember Psalm 129?' The priest apologized 'Sorry sister but the flesh is weak.'

Arriving at the convent, the nun sighed heavily and went on her way. On his arrival at the church, the priest rushed to look up Psalm 129. It said, 'Go forth and seek, further up, you will find glory.'

**Moral of the story:**

If you are not well informed in your job, you might miss an opportunity.

- A sales rep, an administration clerk, and the manager are walking to lunch when they find an antique oil lamp. They rub it and a Genie comes out. The Genie says, 'I'll give each of you just one wish.' 'Me first! Me first!' says the admin clerk. 'I want to be in the Bahamas , driving a speedboat, without a care in the world.' Puff! She's gone. 'Me next! Me next!' says the sales rep. 'I want to be in Hawaii , relaxing on the beach with my personal masseuse, an endless supply of Pina Coladas and the love of my life.' Puff! He's gone. 'OK, you're up,' the Genie says to the manager. The manager says, 'I want those two back in the office after lunch.'



**Moral of the story:**  
Always let your boss have the first say.

- An eagle was sitting on a tree resting, doing nothing. A small rabbit saw the eagle and asked him, 'Can I also sit like you and do nothing?' The eagle answered: 'Sure, why not.' So, the rabbit sat on the ground below the eagle and rested. All of a sudden, a fox appeared, jumped on the rabbit and ate it.

**Moral of the story:**  
To be sitting and doing nothing, you must be sitting very, very high up.

- A turkey was chatting with a bull. 'I would love to be able to get to the top of that tree' sighed the turkey, 'but I haven't got the energy.' 'Well, why don't you nibble on some of my droppings?' replied the bull. 'They're packed with nutrients.'

The turkey pecked at a lump of dung, and found it actually gave him enough strength to reach the lowest branch of the tree. The next day, after eating some more dung, he reached the second branch. Finally after a fourth night, the turkey was proudly perched at the top of the tree. He was promptly spotted by a farmer, who shot him out of the tree.

**Moral of the story:**  
Bull dung might get you to the top, but it won't keep you there.

- A little bird was flying south for the winter. It was so cold the bird froze and fell to the ground into a large field. While he was lying there, a cow came by and dropped some dung on him. As the frozen bird lay there in the pile of cow dung, he began to realize how warm he was. The dung was

actually thawing him out!

He lay there all warm and happy, and soon began to sing for joy. A passing cat heard the bird singing and came to investigate. Following the sound, the cat discovered the bird under the pile of cow dung, and promptly dug him out and ate him.

**Morals of the story:**  
(1) Not everyone who drops dung on you is your enemy.  
(2) Not everyone who gets you out of dung is your friend.  
(3) And when you're in deep dung, it's best to keep your mouth shut!