



GEORGIA *Fall 2010* TIRE TRACKS

A Publication of the Georgia Tire Dealers and Retreaders Association, Inc.

GTDRA

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2010 ANNUAL MEETING

Thanks to everyone who attended the 2010 Annual Meeting this past July in Jekyll Island, GA. The event was a huge success!

Once again, thanks to all of our generous sponsors:

Federated Insurance
Kauffman Tire
American Tire Distributors
Carquest
Cooper Tire & Rubber
Mohawk Rubber Sales
Myers Tire Supply

2010 SCHOLARSHIP WINNERS

SAM POWELL - \$5,000
DAN BROWN - \$2,500
ROSS BIEGLER - \$2,500
DYLAN SINGLETARY - \$1,000

CONGRATULATIONS!

WELCOME NEW MEMBERS

Randy Conley Tirequest Automotive, Inc. <i>Calhoun, GA</i>	Chris Hodges Byron Tire Company <i>Byron, GA</i>	Andy Grant Grants Tire <i>Macon, GA</i>
Mark Bradley Trinity Tire & Auto, Inc. <i>Jefferson, GA</i>	Lawyana McElroy Quality Retreads LLC <i>Tallapoosa, GA</i>	Danny Peed Peach Tire Service <i>Byron, GA</i>
Charlie Rich C&N Auto Care Inc. <i>Cartersville, GA</i>	Jimmy Hill Ed Shive Tire & Battery New Ownership <i>Elberton, GA</i>	

PRESIDENT'S CORNER



Hello All,

I hope everyone is having a productive Fall and business is picking up for everyone. I was very pleased with the Annual Meeting we had this past July at Jekyll Island, and want to again thank Stacy and Lowell for all of their hard work. If you were not there you missed a great meeting. We had to bring in extra chairs for the Banquet Saturday night. We also inducted our first members of the Georgia Tire Dealers Hall of Fame. They were Bobby Carroll and Tom Snow, these two men meant a lot to this Association and I am delighted that they were our first two inductees.

Once again we are going to try to focus on membership this year. We have several new benefits to offer our members. One of these that I know is huge is our partnership with Cintas. Cintas is our preferred uniform provider, and I know they are saving a lot of members a substantial amount of money (Duncan Tire included). Look at your uniform agreements and then give Cintas a call. If you need contact information let Stacy or myself know.

I am also pleased to announce two new Board Members, Mike Wilkinson and Morris Moses. Mike is a past president who has agreed to come back on board. Morris is from Georgia Tire in Vidalia. I want to thank these two men for agreeing to serve.

In closing, I look forward to another good year. We will have a board retreat in January and are also going to try to have a couple of area meetings this coming year. We will also keep you posted on Legislative issues coming down the pike (scrap tire bill, retread bill, etc.). We may need some help at the Capitol this winter. Tony Sexton will let us know when and where we need to act! If you have any questions or concerns, please do not hesitate to call me. Thanks for all you do for the Independent Tire Dealer!

Sincerely,

Rob

2011 CALENDAR ORDERS

Order forms have been mailed. Personalized calendars are a great way to advertise your business within your local community as well as help support the association. Mail or fax your completed form to the office as soon as possible. If you need an additional order form, call the GTDRA office.

HIRING IN THE WORKPLACE

Hiring a new employee can either be a blessing or a curse to your business. A bad hire could cause financial devastation if that person causes property damage or harm to others. Follow professional employment screening practices to increase your chance of hiring the right person. A background check can protect your company, your employees, and your customers.

(Source: Federated Insurance: The Shield, "A Small Price to Pay")

10 MARKET INFLUENCERS FOR THE COMING YEAR

Tire Review's listing of products, issues, and things that will have a major impact on the Tire Industry during the coming year:

- 1 - **jobs/unemployment** - from teenagers to college graduates, to older workers, unemployment has reached 18%
- 2 - **the recovery: 'unusually uncertain'** - no one has an answer to the good/bad Economic news
- 3 - **tire pricing** - price increases coupled with declining business
- 4 - **tire tariff** - the three-year tariff on China-made consumer tires causing price increases on premium lines
- 5 - **hankook** - rising global powerhouse
- 6 - **atd** - world's largest independent tire wholesaler
- 7 - **consumer-isn't** - consumer retail spending is not what it used to be
- 8 - **monro muffler brake** - nationally growing independent chain
- 9 - **cash flow is king** - one needs a ton of cash to be considered for a bank loan candidate
- 10 - **truck tire market** - slight increase in tractor & trailer sales

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(Source: Tire Review September 2010 issue)

LEGISLATIVE NEWS



Dear GTDRA Members,

This report is to update each of you on our legislative matters at hand. It has been quite busy. We did win the battle on getting the amendment passed on House Bill 81. This is the one that would not have allowed government municipalities to make their own decisions about using retreads on emergency response vehicles. This was the beating of my life because I was the only individual that showed up to see this amendment passed. I ended up testifying on behalf of the Tire Dealers proving why in a down tax revenue year why this was a bad decision. They tried to make me out a liar but I never wavered. The amendment did not pass that day but it still had to go to the rules committee. I was able to contact a lady named Charlice Byrd who I reached one hour before the rules committee hearing. The loophole I found was it had to be budgeted for the 2011 tax year and they had not allowed for the extra monies to be spent in the current budget. Thanks to the additional support from each of you with the phone calls, etc.. The amendment was then passed in the rules committee. That was the bottom line but never in my life have I been a part of such grueling attacks on my personal integrity. We were right in our stance and we prevailed. Do not get me wrong. This was done because of the work that Senator Jim Whitehead had done and having the Committee Chairman Jack Murphy. The funniest part of the whole deal was the Rubber Manufacturers Association, the TIA, and TRIB, were quick to take credit for getting the legislation handled but none of them showed up! Funny how that worked. I am sure they did something somewhere but I never saw it. It was about Mr. Jim Whitehead and Mr. Jack Murphy and the many slew of phone calls that came at the eleventh hour! OK. Let's talk about the Solid Waste Trust Fund.

The dollar that we collect at the point of sale in our retail sales is called the Georgia Tire Management Fee. It has been a common practice for the State Legislators to not reappropriate the monies that we have collected back to the EDP and have spent it not for what it was intended! We want more of the monies reappropriated back this round or we will start embarrassing folks that vote against reauthorization of the money. There comes a time when you have to be responsible for your actions. The plan is for us to go to the governor's office after the election and give them our stance on this. The EPD has clean up projects that are growing with no means in which to handle them. That part has to stop or at least get the EPD caught up! They should not be putting our reputations on the line when we tell them what this dollar is collected for and then it does not go there. They are making liars in a sense out of us and that has to stop. If we abandoned the program right now it would be a disaster for our state and the EPD. In fact we could make it go away and then two years later, it would come back and would probably be done at two dollars per tire instead of one! I know this to be true because when the law was being introduced they wanted two dollars per tire and we negotiated it back down to one dollar per tire. Because of this negotiation, we have saved the taxpayers of Georgia some \$184,000,000 dollars since this program began! That figure was one hundred eighty four million dollars! This other savings comes with our amendment to HB 81. It allows retreads versus forcing them to buy new tires will also save the state and taxpayers some seven to ten million dollars! How huge is this! We are doing everything in our power to do what is right and just for the citizens of the state of Georgia. This has been a great program and each of us should be proud that "We", this team of Georgia Tire Dealers, has made this happen. I am proud to be a part of this group and will always be committed to do the right things for us, the GTDRA, and for the citizens of Georgia. When it's time to go to the Capitol, let's go in FORCE! My Very Best Regards to each of you!

Sincerely,

Tony Sexton
Past President

SUPPLIER MEMBERS

Air Compressor Sales, Inc. Robert E. Lee, Jr. 800-342-6016	Diprima Tire Company <i>Cartersville</i> —Mario Gresham 866-671-1779 <i>Rossville</i> —Zack Peters 800-768-0020	Reliable Tire Company Brooks Lusk 800-749-4244
American Tire Distributors <i>Augusta</i> —Chris Jennings 800-476-3634 <i>Byron</i> —Trent Merrill 800-342-9641 <i>Ellenwood</i> —Mike Beaver 800-282-1563 <i>Rome</i> —David Rush 800-444-5853 <i>Savannah</i> —Bill Seale 800-206-2722 <i>Tucker</i> —Keith Jones 800-241-1184 <i>Huntersville, NC</i> —Tom Dawson 800-277-8473	Federated Insurance Bo Orr 800-241-4945	Ridge Recyclers <i>Johnston, SC</i> —Charlie Yonce 800-675-3890
ASA Tire Systems <i>Merrimack, NH</i> —Sky Souza 603-889-8700	Kauffman Tire <i>Ellenwood</i> —Richard Dulaney 800-334-3321 <i>Macon</i> —Andrew Thompson 800-299-0687 <i>Jacksonville, FL</i> —David Brown 800-414-3810 <i>Tallahassee, FL</i> —Mike Helms 866-785-8473 <i>North Augusta, SC</i> —Greg Smith 803-613-1800	Rush Truck Center Eddie Hellmann 800-948-5044
Carroll Tire <i>Albany</i> —Mike Singletary 800-342-6162 <i>Gainesville</i> —Richey Aiken 800-225-7950 <i>Grovetown</i> —Richard Ramirez 800-637-2474 <i>Hapeville</i> —Jon Shields 800-241-6022 <i>Macon</i> —Troy McDaniel 800-637-6109	Maxxis International - USA Doug Addis 800-462-9947	Safeguard Business Systems Randy Benton 866-401-4272
Concorde Warehouse Chris White 800-741-8473	Mohawk Rubber Sales Steve Fulton 770-664-6644	TCI Tire Centers <i>Tallahassee, FL</i> —Todd Sterzoy 850-580-4400
Cooper Tire & Rubber Steven Dillingham	Myers Tire Supply Jerry Morgan 800-241-2051	Tech International <i>Granite Falls, NC</i> — Leon Hataway 828-320-3021
Creative Partners Gary Gantner 770-809-9398	Parrish Tire Company Gary Waters 800-877-2431	Tire Distributors of GA John Plumstead 866-610-8473
	Pinnacle Credit Union Jackie Boards 404-505-1318	Titan International Bill Adams 478-272-2447
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		Tri-State Tire Service, Inc. Vicki White 800-334-8728



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