

TST TIMES

TRI-STATE TIRE SM Fourth Quarter • December 2008

HOLIDAY Edition

Welcome to another edition of TST Times!

It's hard to believe that 2008 is coming to an end. We'd like to take this opportunity to say Thank You for your continued support and friendship. This has been a difficult year and we can only hope that 2009 will be the booming, profitable, busy year that we all need.

Merry Christmas
and
Happy New Year!



The opinions, beliefs and viewpoints expressed by the various authors in this news-letter absolutely DO reflect the opinions, beliefs and viewpoints of Tri-State Tire.

Employee Spotlight

Enrique & Juan Gonzalez

We have been very fortunate to have family members working together here at Tri State Tire. Enrique & Juan Gonzalez have been working here in the warehouse for almost four years. Enrique is our warehouse manager. The two brothers grew up in Morelia Michoacan Mexico. They have both been in the States for about 10 years. Their sister lives in California but the rest of their family is back in Morelia. Enrique enjoys music, watching TV & is the best billiards player at TST. Juan likes soccer & just hanging out. They are roommates and enjoy the people and opportunities here in the States. The brothers are two of the hardest working guys TST has ever had the pleasure to have around. Thank you Enrique & Juan for your dedication and support.



UNITED STATES MARINE CORPS RESERVE

TOYS FOR TOTS

Tri State Tire will again collect toys this year for the Marines annual Toys For Tots campaign. We will be collecting toys the week of December 8-12. Please have a new, unwrapped toy for the drivers to pick up that week. Look for a reminder on our website.

— Thank you for your generous support!



■ Industry News ■ Product News ■ Internet Tips ■ Sports ■ On The Road ■ Spotlight

TST in costume!

Well, we didn't actually wear these Halloween costumes outside the warehouse, but we did have a costume contest here at TST. Pictured are the winners. WaaHaaHaa.



Candler's Sports

by Matt Candler

"The Pleasant Surprise"

It has been quite a few years since Atlanta has been buzzing about their local professional teams, but as of November 12th, there is quite a buzz going on around town. The Atlanta Falcons are off to a great start at 6-3 and hopefully can maintain their momentum. Maybe the Falcons can bring back the trophy that has been missing from town for such a long time (never).

Matt Ryan has been a pleasant surprise for the Falcons. The rookie starter from Boston College has only had one bad game so far and considering that most rookies take a few years to grow into the NFL, Ryan's performance has taken him to the top of the list when it comes to Rookie of the Year talk. In my opinion, Ryan is definitely the top rookie thus far considering team and personal achievements. Things were not looking good last year for the Falcons, but Matt Ryan has given Atlanta a new breath of fresh air and has lifted fans hope higher and higher with every week of play. Matt Ryan has shown me that he has class and can take winning very humbly and can also learn many lessons from losing. I don't think I'm alone when I say that I believe the Falcons are on the right track.

LET'S GO FALCONS!!

Industry News

Georgia House Bill 952

A House Bill has been proposed that would greatly affect tire retailers in the state of Georgia. This bill was authored by Representative Virgil Fludd of the 66th District. The author borrowed existing rules from the EPD's Scrap Tire Management Program that are already in place. This bill would put a major burden on tire retailers and tire retreaders and is completely unnecessary.

1. The bill calls for all facilities (tire shops and generators) to be fenced in. That is not physically possible for many locations.
2. It calls for a full time gate attendant.
3. The bill calls for 50 foot wide fire lanes around each scrap tire pile. Currently most tire generators and retailers keep their scrap tires in cages and or trailers. Once again, the physical size of their locations would make this physically impossible.
4. The bill calls for berms to be placed at the lower side of scrap tire piles or at the end of their lot. This is not physically feasible for most of the tire retailer locations.
5. Preparation of preparedness manuals are to be kept at each facility that has scrap tire piles. This is not feasible or necessary when tire retailers/generators do not have that many scrap tires to start with.
6. This would be a compliance nightmare for the EPD to enforce. This bill will try to fix problems in most cases that do not exist and would create an unnecessary financial burden for those it is imposed on.
7. This bill could have a reverse affect on tire retailers and could encourage them to house more tires than they currently do. That would create additional fire hazards and the possibility for more occurrences of the West Nile Virus.

Please contact your state representative and let them know that this bill is unacceptable and would be impossible for the EPD to enforce.

A list of all senators and representatives can be found at www.legis.state.ga.us.

Senator Tolleson is the chairman of the Natural Resources Committee on the Senate side and Representative Lynn Smith is the chairman on the House side.

You can view this bill at the following site:

http://www.legis.state.ga.us/legis/2007_08/sum/hb952.htm

Fast Times at Tri State Tire

Yokohama Tire wants to help the sagging U.S. economy with its own economic stimulus package. Yokohama has helped struggling tire dealers with a new tire that will put the profit back in the sale. It's the new Avid Touring-S with its combined durability and solid performance, plus a 30 day ride guarantee, it's sure to out-sell all the competitors in its price range.

A perfect fit for mid size sedans, mini vans and cross-over SUV's, the UTQG is 620, with a 65,000 mileage warrantee. For you dealers who want to maximize profits and your efforts, the Avid Touring-S is the least expensive way for you to become a Yokohama dealer. Call us for the details.

That's change you can believe in!



National Tire Safety Week

The Rubber Manufacturers Association will hold their 8th Annual National Tire Safety Week June 7-13, 2009. This is later than previous years when the event was held in late April. RMA will provide your shop with free "Be Tire Smart" brochures and other materials. More than 19,000 tire dealers, auto dealers & auto shops participated during the 2008 National Tire Safety Week. For more information and to receive your free RMA materials, you can order them online at www.betiresmart.org. This program is funded by RMA's tire manufacturer members: Bridgestone, Continental, Cooper, Goodyear, Michelin, Pirelli, Toyo & Yokohama.



Lower Insurance Premiums!

You can save 7.5% on your Worker's Compensation premiums *right now!* Most businesses in Georgia with three or more employees are required by the State to have Worker's Compensation insurance. This can be very costly, however the State offers a way to reduce your premiums by 7.5%! All you have to do is maintain a Certified Drug-Free Workplace. I mean- we don't want anybody on drugs to be mounting & balancing our customers tires, right? So it's easy to set up. Just go to www.sbwcdfw.org for instructions. You can even apply online. Once you obtain your certificate, just give a copy to your insurance provider and you will receive an immediate credit. The certification needs to be renewed annually.

sbwcdfw.org



**GEORGIA
Drug-Free Workplace
Premium Credit Program**

CLASSIFIED SECTION

DECEMBER SPECIAL: 3-Ton Garage Jack model #KX-420302 \$149
(While Supplies Last!)

In Memory of... Stanley Bagwell

Stanley Bagwell of Bagwell and Mathis Tire in Cumming died at age 59 on July 23, 2008. Bagwell and Mathis is one of the oldest family businesses in Forsyth County. He will be greatly missed.

Equipment & Supplies

Equipment sales of **Coats tire changers & balancers** and **Ammco brake lathes & lifts** have increased dramatically since signing on with Hennessy Industries only a few months ago. Along with **Hennessy**, we have partnered with **Ingersoll Rand** to market their compressors, air tools & accessories. Our sales in the supply area such as **Kex patches, valve stems, tire repair tools and tire repair materials** have expanded as well due to our loyal customers who find it very convenient to order their supplies along with their tires. This keeps our customers inventory in control and keeps their expense items to a minimum. **Catalogs with our complete line of supplies & equipment are now available.** Please call Chris for a catalog or any questions. Thanks again for your support!

Website Tips

**www.tristatetire.com
NOW WORKS WITH
YOUR MOZILLA BROWSER!**

First, go to the following website and download a program called IE tabs:

<https://addons.mozilla.org/firefox/1419>

Then you'll need to open Firefox/Mozilla, go to the tools menu and then go under IE tab options.

Once this is open you will see an option called site filter.

This is where you will add the following site addresses:

**tst.tireloop.com
tst.tireloop.com/stdapp.asp**

Adding these 2 sites will allow you to access our website through your Firefox/Mozilla browser. If you have any trouble, just call Vicki at 770-448-8491.

Or contact vicki@tristatetire.com

WWW.FAIRTAX.ORG

Recipe

FIVE MINUTE FUDGE

- 1 (12-ounce) bag semi-sweet chocolate chips
- 9 ounces (3/4 of a 12-oz. bag) butterscotch chips
- 1 (14-ounce) can sweetened condensed milk
(not evaporated milk)
- 1 cup chopped walnuts
- 1 teaspoon vanilla extract

8-9 inch square baking pan, lightly greased with softened butter

Put a heavy pot on the stove and preheat it over low heat. To the pot, add chips and milk and stir until chips are melted and combined with milk. Stir in vanilla and remove pot from heat. Add nuts and stir in immediately.

Spoon fudge into buttered pan. The fudge will set up very quickly. Chill, covered, in the refrigerator. When ready to serve, remove from pan and cut into pieces.

Dried cherries (about 1/2 cup, chopped) can be added when you add the walnuts. The walnuts can be replaced with almonds, pecans or peanuts for a different taste.



4420-G Banker's Circle
Doraville, GA 30360