



# **GROUP 100 - "BEST IDEA"**

**NASHVILLE, TN – JUNE 8, 2021**

Best Idea  
1st Place  
Winner!!

*Neighborhood*  
**TIRE PROS**  
*& Auto Service*

# NEIGHBORHOOD TIRE PROS



**NOW HIRING**

**Auto Technician/ General Maintenance Technician (50K-65K)**

- \$3,000 Sign on bonus
- PAID Vacations
- 5 Day work Week
- **VERY** Busy shop, 30-60 cars/day



**APPLY NOW** ▶

## NOTES:

- Can target a device that is in a location multiple times per week.
- "Apply Now" links to website and employment pop-up
- Cost is \$800/month covering all 4 locations

## Geo-Fence Recruiting

### Geo Fence Plan - Recruiting Plan

4/30/2021

#### East Cobb Location:

Target Business Name	Target Business Address
1.) AAA East Cobb Car Care Plus	1197 Johnson Ferry Road, Suite 100, Marietta, GA 30068
2.) Christian Brothers Automotive	8630 Roswell Road, Sandy Springs, GA 30350
3.) Tires Plus	655 Johnson Ferry Road, Marietta, GA 30068
4.) Honest 1 Auto Care	1391 East Cobb Drive, Marietta, GA 30068
5.) East Cobb Automotive	2955 Johnson Ferry Road, Marietta, GA 30068
6.) Dekalb Tire & Automotive	5397 Chamblee Dunwoody Road, Dunwoody, GA 30338
7.) Firestone Complete Auto Care	4219 Roswell Road, Marietta, GA 30062
8.) Express Oil Change & Tire Engineers	5811 Roswell Road, Sandy Springs, GA 30328
9.) Express Oil Change & Tire Engineers	170 Village Centre E, Woodstock, GA 30188
10.) AAA Sandy Plains Car Care Plus	3445 Gordy Pkwy, Marietta, GA 30066

#### Avondale & Decatur Locations:

Target Business Name	Target Business Address
1.) Express Oil Change & Tune Up Clinic	2778 Clairmont Rd, Atlanta, GA 30329
2.) Express Oil Change & Tire Engineers	230 Moreland Ave SE, Atlanta, GA 30316
3.) Mavis Tire	425 Dekalb Industrial Way, Decatur, GA 30030
4.) Goodyear Tire	2731 Candler Road, Decatur GA 30034
5.) Firestone Complete Auto Care	5034 Memorial Drive, Stone Mountain, GA 30083
6.) Firestone Complete Auto Care	2460 N Druid Hills Rd NE, Atlanta, GA 30329
7.) Mr Tire	5217 Stone Mountain Highway, Stone Mountain, GA 30087
8.) Superior Chevrolet	4770 Covington Highway, Decatur, GA 30035
9.) Express Oil Change & Tire Engineers	2555 Candler Rd, Decatur, GA 30032
10.) Jim Ellis Chevrolet	5900 Peachtree Industrial Blvd, Chamblee, GA 30341
11.) Lex Techs	500 Dekalb Industrial Way, Decatur, GA 30030
12.) Mavis Tire & Brakes	1471 Church St, Decatur, GA 30030
13.) Quantum Mechanics	257 Dekalb Industrial Way, Decatur, GA 30030
14.) AAA Toco Hills Car Care Plus	2161 Lavista Rd NE, Atlanta, GA 30329
15.) Pep Boys	2081 N Druid Hills Rd NE, Atlanta, GA 30329

#### Suwanee Location:

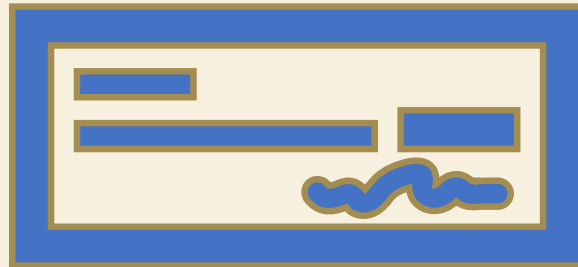
Target Business Name	Target Business Address
1.) AAA Johns Creek Car Care Plus	7150 McGinnis Ferry Rd, Suwanee, GA 30024
2.) Suwanee Service Station	3237 Lawrenceville Suwanee Road, Suwanee, GA 30024
3.) Suwanee Auto Repair	3600 Lawrenceville Suwanee Road, Suwanee, GA 30024
4.) Goodyear Auto Service	100 Peachtree Industrial Blvd, Sugar Hill, GA 30518
5.) Christian Brothers Automotive	565 Peachtree Industrial Blvd, Suwanee, GA 30024
6.) Goodyear Auto Service	633 Russell Road NE, Lawrenceville, GA 30043
7.) Mavis Tires and Brakes	1530 Buford Drive, Lawrenceville, GA 30043
8.) Tires Plus	1355 Riverside Parkway, Lawrenceville, GA 30043
9.) Firestone Complete Auto Care	929 Buford Drive, Lawrenceville, GA 30043
10.) Pep Boys	571 Dacula Road, Dacula, GA 30019
11.) Mavis Tires and Brakes	1324 Auburn Road, Dacula, GA 30019

Best Idea  
2nd Place  
Winner!



# HOW DO YOU COLLECT PAYMENT?

NORTHWEST TIRE  
DAN PEARSON  
CODY ECKROTH  
MORGAN VERCIMAK



# HISTORICALLY SPEAKING...

- Cash or Check was the standard question
  - Very personal/ high trust transaction
- Credit cards came along for the occasional use
  - Started in the 50's took off in the late 80's
  - The frequently asked question became “do you take....” (Diners, Visa, MasterCard etc)
  - Capital One's slogan “What's in your wallet” drives the reality of how common credit cards are

# FLEXIBLE PAYMENTS- THE NEW NORM

- Customers paying through touchless payment methods
- Buying Group Programs and fleet vehicle adoption is on the rise
- Businesses are receiving payments through payment gateways
- Credit Card Machines are presented to the customer with business's seldom touching customer's cards
  - Contactless payment (Apple Pay, PayPal, NFC (Near Field Contact))
  - ACH/Virtual one-time cards
  - Stored Credit Card Tokens
  - Flexible Payment including Financing

# TV ONLY REACHES SO FAR SHIFT SOME ADVERTING DOLLARS TO THIS:

- [www.autointegrate.com](http://www.autointegrate.com)
  - Enterprise Fleet
  - Element Fleet
  - Fleetio
  - CarAdvise
  - Mike Albers Leasing
  - LeasePlan
  - Donlen
  - Voyager Card or Online
- ARI
- John Deere Financial
- Mobile App CC Payment
- CFNA
- Credit Card
- Gift Card
- Apple Pay
- Cash
- Check
- West Creek
- AFF
- PayPal
- National Account
  - Toyo
  - Bridgestone
  - Firestone
  - Nexen
  - Hankook
  - Continental/General
- ACH
- Charge Account
- Customer Portal
  - Ex: oil companies



# WHAT IS HAPPENING IN OUR INDUSTRY:

- Fleet buying power- like Crowd Funding but for fleets
- Projected stats indicate by 2025 25% of vehicles on the road will be a leased
- Uber Ride Share- Partnered with CarAdvise
- All State Insurance- Directs customers to participating dealers
- Shell Fleet Maintenance- Card is not just for gas anymore
- Amazon Fleet- One example of the wave of the future!
  - 2019 40K Sprinter Vans ordered for own fleet
  - LSP- Local Service Provider- contracted
  - DSP- Dedicated Service Provider- self owned
- Vendor Supported Fleet Programs
  - Ambulance, Utility, State Bid, School Bus, Contractor ..... Many More

# OTHER CONSIDERATIONS:

- CFNA –Credit First National Association (BDSTN)
  - \$299 or more = 6 months no Interest
  - High approval ratings
  - Valid for automotive services only
    - Not just another card
  - Drives Loyalty back to the business
  - \*\* Synchrony- Similar platform\*\*
- AFF- Americas First Finance
  - High % of buyers need or use 2<sup>nd</sup>/ 3<sup>rd</sup> tier financing
    - RAC & Aarons testament to this concept
  - Amazes you and I buyers will spend 3X the purchase through the lifecycle – they are able to fill wants
  - Do not judge you don't know their situation

## NOTES:

- Leverages "Merchant Partners" to Waterfall applications
- They get to simple application via text
- Apps start with CFNA, if approved stops. If not approved app forwarded to next option.

# **Flexible/Non-Traditional payments to NWTire**

**10% of Total Sales (2020)**

**12% of Total Sales (2021)\***

**\* Sales through May 2021**

# NEXT STEPS?

- Target the Fleet Companies- they are not going to seek you out necessarily
- Work with payment processors to find what methods are currently available
- Contact your bank to verify setup of ACH details
- Advertise your acceptance of Non Traditional Payment Methods
- Train the staff

**Questions?**





# MID-ATLANTIC TIRE PROS

## Spring Flower Giveaway

Every year from Valentine's Day through Mother's Day we give each female customer (and a few men too) a free carnation. Here is a photo of one of our customers, Elisa, picking her flower.



### NOTES:

- Uses social media to announce program and share pictures
- Local nursery delivers 50 flowers per week

**TIRE BARN**  
*TIRE PROS*  
**SINCE 1971**



# KNOWLEDGE SILOS

## SEARCH AND DESTROY

PRESENTED BY  
THE TIRE BARN/TIRE PROS  
GAINESVILLE, GEORGIA



'An essential read for  
bosses, parents,  
coaches, and anyone  
who cares about  
improving performance'

DANIEL H. PINK



# Range

How Generalists  
Triumph in a  
Specialized World

DAVID EPSTEIN

THE *SUNDAY TIMES* TOP TEN BESTSELLER



# TIRE BARN

## TIRE PROS

<b>ONLINE APPOINTMENTS</b> Book online! The Tire Barn Pro website has a convenient online appointment system. You can schedule an appointment online at <a href="http://www.tirebarn.com">www.tirebarn.com</a> . We'll send a text to your phone to let you know when we're ready to serve you.	<b>FLUID FLOSHES</b> Keep your engine and transmission cool and clean with our professional-grade fluids. We'll flush and refill your engine, transmission, and power steering fluids. Includes a safety check and tire rotation.	<b>REPAIR OR REPLACE</b> We'll inspect your tire and determine if it can be repaired. If not, we'll replace it with a new one. Includes a safety check and tire rotation.	<b>INTERIEN INSPECTION</b> We'll inspect your car's interior for signs of wear and tear. Includes a safety check and tire rotation.	<b>Tire Barn Pro</b> 1. Resurface	<b>WHEEL INSPECTIONS</b> We'll inspect your wheels for signs of wear and tear. Includes a safety check and tire rotation.	<b>WHEEL ALIGNMENT</b> We'll adjust your car's wheels to the correct angle. Includes a safety check and tire rotation.	<b>WHEEL'S MANUAL RECOMMENDED SERVICES</b> We'll inspect your car's wheels and recommend the best services for your car. Includes a safety check and tire rotation.	<b>ALIGNMENT</b> We'll adjust your car's wheels to the correct angle. Includes a safety check and tire rotation.
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DUNLOP  
POUR POIDS LOURDS  
DUNLOP  
POUR POIDS LOURDS



# KNOWLEDGE SILO AT THE SALES COUNTER

FRONT COUNTER vs BACK SHOP

EXPANSIVE "WORLD VIEW" vs VIEW SEEN THROUGH A STRAW

MANAGEMENT BURDEN AT SALES vs LITTLE SELF-DETERMINATION

# PRODUCTIVITY BEFORE MAKING BLOWING UP THE KNOWLEDGE SILO AT THE COUNTER

- MECHANIC'S PRODUCTIVITY-  $40/60/160= 86\%$
- TIRE TECH'S PRODUCTIVITY-  $40/50/50/60= 50\%$

- 1- INSTALLED WINDOW BETWEEN COUNTER AND SHOP
- 2- BUILT DEDICATED COUNTER BEHIND THE WINDOW
- 3- ADDED POS + SHOP CAMERAS + SCHEDULE + TECH WORKSTATION



# JOB BOARD



**TO ALL VENDORS**  
DO NOT TAKE ANY  
RETURNED PARTS  
WITHOUT LEAVING A  
PAPER RECEIPT.  
THANK YOU, DAN

**GS-P**  
CORRECTOR  
CORRECTOR  
CORRECTOR

**IMPORT DIRECT**  
IMPORT DIRECT  
IMPORT DIRECT

**WINDERS 4G**  
WINDERS 4G  
WINDERS 4G

**WINDERS 4G**  
WINDERS 4G  
WINDERS 4G

# SERVICE COORDINATOR







## OPENING UP THE SALES COUNTER

- IMPROVED COMMUNICATION
- GREATLY IMPROVED TEAMWORK
- REDUCED WORKLOAD AT COUNTER
- REDUCED STRESS LEVELS THROUGHOUT THE ENTIRE SHOP

# PRODUCTIVITY AFTER BLOWING UP THE SALES COUNTER SILO

- MECHANIC'S PRODUCTIVITY-  $60/80/160= 100\%$   
(PRIOR WAS 86%, AN INCREASE OF 14%)
- TIRE TECH'S PRODUCTIVITY-  $50/60/70= 60\%$   
(PRIOR WAS 50%, AN INCREASE OF 10% WITH ONE LESS TECH)

DOING AWAY WITH ONE  
KNOWLEDGE SILO REVEALED ANOTHER

**THE “FUTURE” SILO**

# BLOWING UP THE "FUTURE" SILO

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INSTALLED SCHEDULE  
BIG SCREEN IN THE  
TIRE/SERVICE BAYS OF THE  
SHOP



# BLOWING UP THE “FUTURE” SILO

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INSTALLED SCHEDULE  
BIG SCREEN IN THE  
REPAIR SHOP BAYS

## NOTES:

- Schedule updates every 30 seconds
- Techs can inform sales team if ahead of (or behind) schedule to adjust accordingly



# PRODUCTIVITY AFTER BLOWING UP THE FUTURE SILO

- MECHANIC'S PRODUCTIVITY-  $80/100/165= 115\%$   
(AN OVERALL INCREASE OF 29% BEFORE MAKING CHANGES)

- TIRE TECH PRODUCTIVITY-  $95/95= 95\%$   
(AN OVERALL INCREASE OF 35% BEFORE MAKING CHANGES,  
PLUS

REDUCED THE NUMBER OF TECHS TO 2. WE DID HIRE  
A PART TIME PERSON TO ASSIST)

## NOTES:

- Tire Techs get bonused for billed hours once productivity exceeds 80%

# ADDED BENEFITS TO REVEALING THE FUTURE

- GREATLY IMPROVED SCHEDULING BY ALLOWING TECH INPUT
- HELPED BOOK THE LAST HOUR(S) OF THE DAY
- IMPROVED CADENCE IN WORKFLOW
- ALLOWING TECHS MORE SELF-DETERMINATION BOOSTED MORALE
- INSTILLED A SENSE OF URGENCY
- FURTHER RELIEVED BURDEN AT SALES COUNTER

# KNOWLEDGE SILOS

## SEARCH AND DESTROY

PRESENTED BY  
THE TIRE BARN/TIRE PROS  
GAINESVILLE, GEORGIA





*Steve*  
**BASS TIRE**  
**BRAKE & ALIGNMENT**

**WRITE A BOOK**



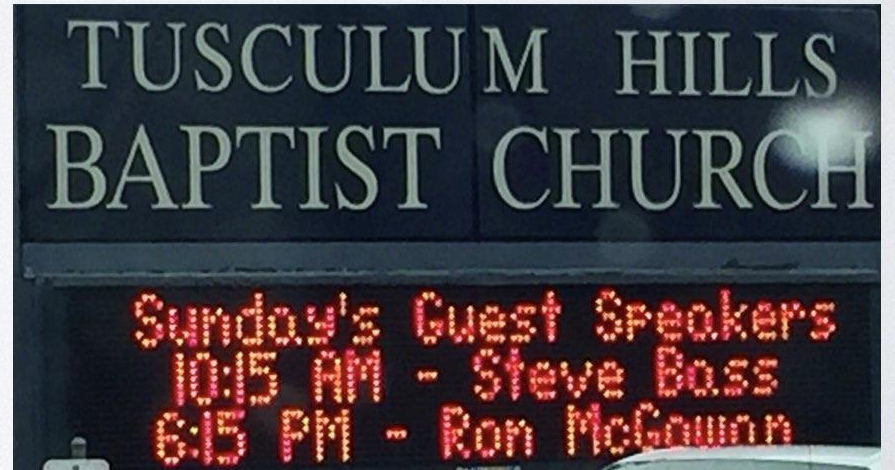
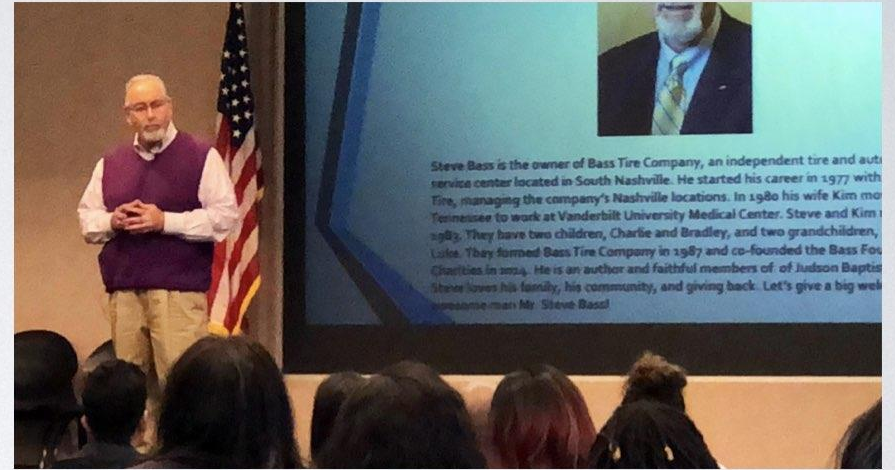
# WRITE A BOOK

- Build and enhance your brand by writing a book
- Write the story about you and your business
- Publishing a book defines you as an influencer
- It won't be a best seller, but it is a powerful calling card
- Sell your books at speaking events
- Market and sell your books in your stores
- Give your proceeds to charity
- Everyone realizes that book writing is not easy; it shows commitment, ability, passion and those qualities reflect in your business
- Write, edit, design cover, layout, format, and publish
- Warning: "Success Is Addictive"

- Use your time wisely
- Write during quiet times in the morning or evening
- Write instead of reading
- Write when you travel
- Be motivated – don't give up!
- Use notes app to remember stories or subjects you would like to include
- Use writing apps to help you (Scrivener, Microsoft Word, Google Docs)
- Try to complete book in a year, but don't pressure yourself too much
- Write down ideas for your next book

# BOOK ASSOCIATED COSTS

- ISBN number
  - Bowker Identifier Services
  - \$125
- Editing depends on number of pages and who you use
  - 200 pages / \$1,500
  - Your printer can recommend an editor
- Book Cover
  - Artist
  - Graphic designer
- Self-Publish
  - Lower cost
  - Control your earnings
  - Give more away
- Design and Layout cost
  - Your printer can layout and format your book.
  - My last cost was approximately \$1,500
- Cost per book  
500 quantity / \$7.00 each
- Budget \$8,000.00 for your book project.
  - Investment / rewards
- Rewards
  - Legacy for family
  - Gifts for family, friends, and clients
  - Great calling card
  - Great advertising tool for brand building
  - Raise money for charities
  - Write off expense as advertising
  - Satisfaction and accomplishment





# TOM'S TIRE PROS

## Service Signage



### NOTES:

- All 4 windows (top half) cost \$1300
- Also helps keep showroom cooler





The logo features a stylized blue circular graphic composed of three overlapping curved segments, resembling a tire tread or a circular arrow. The text "Kilgore Tire & Auto Care" is written in a bold, black, sans-serif font, centered horizontally and partially overlaid by the blue graphic.

# Kilgore Tire & Auto Care

# KILGORE TIRE & AUTO CARE

AquaBarista™

## Coffeemaker + Water Dispenser = Beverage Perfection

Brew your favorite coffee K-Cup® pods, steep tea and crush that daily water intake goal – all with the ingenious AquaBarista™. This innovative, streamlined system puts multiple refreshment choices at your fingertips while its compact design respects your space.

### NOTES:

- Getting from Sparkletts service for \$10/month plus \$6 for water jug
- Can buy direct
- Gets K-cups and drinking cups from Sam's



***STEPHENSON'S***  
***TIRE PROS***  
®

# STEPHENSON'S TIRE PROS

MATCO BALLJOINT PRESS <https://www.youtube.com/watch?v=rpcQFmJg9tw>

We have been using since July of 2019, so experience is real! With this tool we can press most ball joints, on the truck, especially the Dodge and Ford, which most techs hate to see coming.

Tool cost with cups:

- July 2019——\$1071.34
- November 2019——\$1279.41
- November 2020——\$1264.30-ordered direct from Matco

On Amazon typical ball joint press runs \$50-\$500, depending for the kit and manufacturer.

# STEPHENSON'S TIRE PROS

## SO WHY PAY SO MUCH FOR A BALL JOINT PRESS?

We were running into a lot of ball joint work and it was clogging up our shop or worse techs were not checking/reporting because they knew it was a LOSER for most of them on pay.

MATCO currently has a patent on this press.

- RAM 2500 4X4 Uppers and Lowers. Book Time 7hrs , Actual 2.5-3 hours
- 01-18 Silverado 1500 Lowers. Book Time 4.5hrs, Actual 1.5hours
- 04-16 F150 Lowers. Book 4.5, Actual 2 hours
- 2010 F250 4x4 Uppers and Lowers, Book 7 hrs, Actual 4 hours

# STEPHENSON'S TIRE PROS

## SO, WHY?

- Have Techs looking for these jobs instead for running from them!
- Satisfy Customers quickly, same day in most cases! Other shops put off up to 2 weeks!
- Improves stall productivity, GREATLY!!!!
- \$\$\$\$\$\$\$\$\$\$\$\$!!!!!! **GROSS PROFIT!!**

**THIS TOOL IS A GAME CHANGER!! AND YOUR COMPETITION IS PROBABLY TOO CHEAP TO BUY IT!**

# STEPHENSON'S TIRE PROS

02/23/2021 04:31pm

\*\*\* REPRINTED INVOICE \*\*\*

Page: 1/1



Stephenson's Tire Pros 1  
1954 Florence Blvd.  
Florence, AL 35630  
256-767-4414

Invoice #: 1-17251

Bill To:

Unit #:  
Vehicle: 2004 DODGE RAM 2500  
License: 1695BD1  
Mileage: In: 176128 / Out: 176128  
VIN #: 3D7KU28C74G203448  
Torque:  
Air Prs:

Item #	Size	Description	Slmn/Tech	Qty	FET	Parts	Labor	Extended
K500316	MFG: MOO	[V#ORAPI-P#7339] UPPER BALL JOINT	JS /RG	1	0.00	99.32	0.00	99.32
K7467	MFG: MOO	[V#ORAPI-P#7339] LOWER BALL JOINT	JS /RG	1	0.00	124.03	0.00	124.03
ML	MISCELLANEOUS LABOR	MISCELLANEOUS LABOR	JS /RG					296.84
AL	ALIGN	ALIGNMENT LABOR	JS /RG					89.95
GSS	GREASE AND SHOP SUPPLIES	GREASE, RAGS, BRAKE CLEAN ETC.	JS /RG	1	0.00	6.35	0.00	6.35

Comments:  
THANK YOU FOR YOUR BUSINESS  
I HEREBY AUTHORIZE REPAIR WORK TO BE DONE WITH NECESSARY MATERIALS. I WILL NOT HOLD ANYONE RESPONSIBLE FOR DAMAGE OR LOSS

Cash:	0.00	Check:	0.00	Name	Acct	Auth	Amount	Parts:	229.70
Credit Card:	638.31	On Acct:	0.00	Maste			638.31	Labor:	386.79
Amount Tendered:	\$638.31							Subtotal:	616.49
Total:	= \$638.31							Salco Tax:	21.82
Change:	\$0.00							Total:	\$638.31





**COUNTRYSIDE**  
**TIRE & AUTO SERVICE**



# COUNTRYSIDE TIRE & AUTO SERVICE

## FOCUS ON AVERAGE TICKET

- Month of December
- Spiff every employee based on weekly average ticket
- Hold weekly discussions on process to improve
- Post weekly numbers and goals in break room

# COUNTRYSIDE TIRE & AUTO SERVICE

## COST AND BENEFIT

- Paid bonuses of less than \$4000
- Spent less than an hour total during the month
  
- Sept 2020 avg ticket was \$155
- December wk 1 \$181
- December wk 2 \$198
- December wk 3 \$226
- December wk 4 \$213

### NOTES:

- Posted daily numbers by shop sink for awareness

# COUNTRYSIDE TIRE & AUTO SERVICE

## RESIDUAL EFFECT

- Staff continues to be curious about numbers
- We have done very limited spiffs for “best week” “best month”
- January \$252
- February \$234
- March \$236
- April \$266
- May \$232
- Historic average has been \$200, little variation for 10 years

**HAY**  
**TIRE PROS**

The logo for Hay Tire Pros features the words "HAY" and "TIRE PROS" in a bold, italicized, red sans-serif font. The text is slanted upwards from left to right. Below the text is a horizontal band with a black and white checkered pattern, resembling a tire tread. A small registered trademark symbol (®) is located at the bottom right of the checkered band.

# HAY TIRE PROS

Smart Solutions for Today's Technicians

TechSmartParts.com | SMPCorp.com

## THINK TECHSMART FIRST

### T56000 TPMS Service Tool Kit

Our T56000 TPMS Service Tool Kit is an advanced TPMS tool that provides comprehensive coverage for domestic, European, and Asian vehicles, which allows you to offer complete TPMS service management.



#### What's Included:

- T56000 TPMS tool
- 110V wall charger
- Protective case
- TPMS relearn magnet
- OBDII module with cable



#### Features

- Industry-first VIN scanner ensures application accuracy
- Built-in TPMS relearn procedures speed up the repair process and save you time
- Programs universal programmable TPMS sensors
- Save customer vehicle data via PC or print out with optional IR thermal printer
- PC-based software ensures that the tool stays up-to-date when new TPMS sensors and relearn procedures are introduced
- High-resolution 4.3" color display allows for easy navigation
- Intuitive design displays all sensor information on a single screen
- World-class TPMS technical support

#### Optional Accessories

- Tire tread depth gauge
- IR thermal printer
- Multi-year software updates
- MitsuReset for applicable Mitsubishi Models



#### OBDII Location

Do you know the location of every car's OBDII connector? The T56000 does and displays the exact location for you.



#### Sensors On One Screen

The T56000 displays all the sensor information on a single screen. Transfer to OBDII or PRINT the sensor details right away.



#### Integrated Help

All the information you need at your fingertips: help, tool training, vehicle reset procedures and aftermarket sensor part numbers.

#### NOTES:

- Can reset Chrysler and Dodge without the need to drive it to reset
- Works on most vehicles
- Contact-[rrhea@smpsfa.com](mailto:rrhea@smpsfa.com). Randy Rhea, he will connect them with their local representative. Package part #TPM9013.

**\$1,200** TPM9013 package with tool kit, docking station & printer



ARE YOU TECHSMART?





# BRANHAM TIRE & ACCESSORIES

## BULK WATER - For Shop

Attached is a receipt for all to view  
and a Pic for the pallet of water.

1920 count bottles

cents 7.72 each

8 full time employees

4 part time employees

This pallet lasted 51 weeks last year.



LOWE'S HOME CENTERS, LLC  
1717 CHEROKEE AVE., SW  
CULLMAN, AL 35055 (256) 775-0075

- SALE -

SALES#: S0313MG3 2586818 TRANS#: 13203089 05-28-21

309791 NIAGARA 32-CT PURIFIED WA	228.00
60 @ 3.80	

SUBTOTAL: 228.00

TAX: 20.52

INVOICE 30457 TOTAL: 248.52

AHGX: 248.52

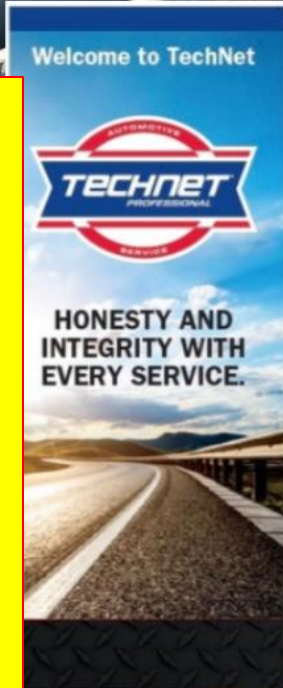




# LAYE'S TIRE SERVICE


## NOTES:

- Charges 12% of selling price
- Coverage is 100% for 1st year, 50% for year 2, and 25% for year 3
- If warranting purchase from another shop, get reimbursed plus labor.
- If warranty from your shop, you absorb costs



- Nationwide Coverage
- 3 Yrs Prorated Coverage
- Simple to understand and explain
- Customizable in house TPP
  - \$89/mth to dealer

# LAYE'S TIRE SERVICE



**863-453-3333**  
[www.layestire.com](http://www.layestire.com)

Nationwide Road Hazard Tire Protection provides three years of **PRORATED** coverage on your new tire purchase when offered by your authorized Technet Professional Automotive Service center.

**WHAT IS COVERED:**

- Punctures
- Bruise or breaks
- Nails or glass damage
- Potholes
- Up to \$25.00 per tire for flat tire repair
- Up to \$75.00 for flat tire changing (first year of coverage only)
- Free tire rotation offered **ONLY** at Laye's Tire Service

**COVERAGE TERMS:**  
Coverage is limited to the original selling price or the replacement selling price, whichever is less, and cannot exceed \$399.99 per tire. Coverage is 36 months or down to 2/32nds treadwear, whichever comes first.

- The first year, the tire is covered at 100% replacement
- The second year, the tire is covered at 50% replacement
- The third year, the tire is covered at 25% replacement

For example, your \$100.00 tire will cost you \$0.00 to be replaced the first year. The second year, your tire will cost you \$50.00 and the third year, your tire will cost you \$75.00. *Customers are responsible for mount and balance and the purchase of new road hazard on each tire.*

**WHAT IS NOT COVERED BY ROAD HAZARD:**

- Defects in materials or workmanship (covered by manufacturer of tire)
- Fire, theft, vandalism
- Off-road use
- Accidents


**HOW TO OBTAIN WARRANTY SERVICE:**  
LESS THAN 25 MILES AWAY FROM LAYE'S TIRE SERVICE, OR COMMON OWNER LOCATION:

- Contact **LAYE'S TIRE SERVICE 863-453-3333**





MORE THAN 25 MILES AWAY FROM LAYE'S TIRE SERVICE:

- You must contact the **Warranty Administrator at 866-588-0728** prior to any warranty repair work being performed.
- The administrator will direct you to the nearest participating service center location and either reimburse the service center or you the customer based on coverage terms.
- If there are no participating locations in your area, you may take your vehicle to a non-participating service center in your area. *Just remember, you must pay for the warranty service and submit a claim to the Warranty Administrator for reimbursement based on coverage terms of the plan.*
- You must obtain authorization from the administrator prior to replacing a tire covered under this plan.

\*\*\*\* You, the customer, are responsible for any additional charges including, but not limited to, mounting, balancing, valve stems, taxes, disposal, and miscellaneous fees. WHEN AN ELIGIBLE TIRE IS REPLACED, THE ROAD HAZARD PROGRAM COVERAGE FOR THAT TIRE ENDS. IF YOU DESIRE TO INCLUDE THE REPLACEMENT TIRE IN THE ROAD HAZARD PROGRAM, YOU MUST PURCHASE A NEW ROAD HAZARD PROGRAM FOR THE REPLACEMENT TIRE.\*\*\*\*



**WE'VE GOT YOU COVERED.**





# CROSSROADS TIRE PROS

## The Cintas SafeWasher™

A Safer Way To Clean



The Cintas SafeWasher is simple and cost-effective to operate. It enhances productivity, promotes health and safety, produces measurable reductions in hazardous waste, and reduces exposure to risk.

Benefits of the Cintas SafeWasher:

- **Liability** – Can limit liability associated with hazardous waste removal when the unit is used as directed.
- **Performance** – Performs as well as hazardous chemical cleaners by lifting grease off the parts, leaving no oily residue.
- **Health and Safety** – Safer for your skin, and safer for the environment.

Advantages of Cintas Service:

- No inventory investment
- Ensures system is working at peak performance
- Hassle-free, reliable service of equipment
- Reduces costs associated with cleaning/maintenance
- Maintains facility safety



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## Go Green with Cintas SafeWasher



The Cintas SafeWasher is an environmentally responsible parts cleaning system. The eco-friendly SafeWasher cleaning solution cleans parts efficiently, saves you money, and increases employee safety and productivity while the use of reducing solvents and VOCs.

### Air Emissions:

By replacing a solvent parts washer with a SafeWasher, the reduction in air emissions equates to 75% of a car's annual exhaust emissions.



### Landfill Waste

Switch from aerosols to SafeWasher to save more than 252 lbs of landfill waste per year.



### Hazardous Material

Reduce potentially hazardous waste streams from 832 lbs (for solvent parts washer) or 1300 lbs (for non-halogenated aqueous parts washer) to 7.2 lbs annually.



### Employee Safety

The SafeWasher solution provided by Cintas is safe for your employees because it is a non-toxic, pH neutral, non-flammable cleaning solution that releases no harmful fumes.



NON-FLAMMABLE



HEALTH



H<sub>2</sub>O



CO<sub>2</sub>



\*Statistics are based on a 5-employee shop.