

Keep your fleet rolling with the best tires

Members of the MTCML are fortunate to have a variety of quality options when it comes to outfitting their municipal fleets with tires. There are no less than six official tire suppliers to the MTCML – Bridgestone/Firestone, Denray Tire, Goodyear, Kal Tire, Michelin and Tirecraft. We asked each company what they offer their municipal customers and here are their responses:

Bridgestone/Firestone

Bridgestone/Firestone Off Road Tire (BFOR) is an operating unit of Bridgestone/Firestone North American Tire, LLC. BFOR was formed in February 1994 to market Bridgestone/Firestone's off-the-road (OTR) tires used in heavy duty applications for construction, mining, aggregates, industrial and, of course, municipal operations. BFOR distributes its tire products through a comprehensive network of over 800 servicing OTR dealers in Canada and the US. Since the division's inception, OTR tire sales revenue has tripled.

John Collins, BFOR's Earthmover Product Manager for Western Canada, has a word of caution for municipal customers. He says, "There is an industry-wide shortage of OTR tire products. Municipalities would be wise to be proactive and order their tires three-to-four months ahead of when they are actually required."

John says the reasons behind the shortage involve the classic 'domino effect.' Over the last five years or so, factors such as the recent industrialization push in China and the massive infrastructure reconstruction have created an increased need for steel, copper, nickel

and gold. In turn, the need to process the raw ores has created a renewed demand for coal. Thus, the mining industry's need for OTR tires (as well as that of the construction industry) has 'gone through the roof.' So remember to plan ahead for your OTR tire needs.

In Manitoba, BFOR products are available at Kal Tire (Steinbach, Brandon, Dauphin, Deloraine and two locations in Winnipeg), OK Tire (Brandon, Carman, Grandview, Morden, Morris, Somerset, Swan River, The Pas, and Treherne), Curtis Tire (Winnipeg), and West End Tire (two locations in Winnipeg).

Denray Tire

According to **Ray Morin**, Denray's Fleet Development Manager, "We now offer municipalities retreads for their truck and grader tire needs. Retreads cost one-third to one-half the price of premium new tires and offer as much reliability, durability and performance as a new tire."

Denray uses the renowned Bandag retreading process (see sidebar). Retreads offer the same performance as new tires and, thus, come with the same guarantee. According to Ray, "People who haven't investigated retreads can be leery initially, but when I tell them that recaps are all that today's airlines use, they're willing to listen. Then, after I explain the performance capabilities, cost savings and warranties, they are sold."

Your tire questions can be asked of Ray by calling him in Winnipeg at 632-5191.

TIRECRAFT
We'll get you home

- Nationwide service with over 180 retail and commercial locations across Canada
- 24 hour service 1-877-207-TIRE (6473)
- Tirecraft Central Billing Program
- National Accounts Programs (Michelin, Uniroyal, Continental, General, BFGoodrich, Yokohama)
- Retreading: Michelin Retread Technologies (MRT) and Oliver Retreading available through Canadian Treads
- Tire Experts - Certified wheel installers with continuous training in leading edge technology
- Visit us at www.tirecraft.com

Continental Tires | MICHELIN | TIRECRAFT TECHNOLOGIES | YOKOHAMA | GENERAL TIRE

Goodyear

Municipal graders are involved in a wide range of operations including highway construction, haul road maintenance and snow plowing. Goodyear offers a full range of radial and bias grader tires that provide excellent traction, long wear and outstanding retreadability.

Made with an open tread pattern, Goodyear radials clean out mud, snow, slush and stones from under the tread. This cleaning action results in gripping traction even in soft soil and poor weather conditions. The uniform construction and computer-engineered tread design minimize vibration and this means a more comfortable ride and less shock to the vehicles. Built using Goodyear's exclusive compounds, the steel belts and radial casing resist cuts, snags and punctures.

Goodyear's biased tires feature a strong construction for enhanced durability and stability. The casing is reinforced with nylon cord to resist bruises and impact break. The open tread design, with uniquely angled lugs, offers maximum traction in soft soils. Drivers are also happy due to the smooth, comfortable ride thanks to a reduction in vibration.

The newest grader tire from Goodyear is the AS-3A, the company's first all-season grader tire. Equally at home on snow and ice, wet, dry, rocky and muddy surfaces, the AS-3A also accommodates chains for added traction.

Kal Tire

Kal Tire's **John Huthersall** points out that his company adopted the motto 'True Service' for a reason. "We work in a close partnership with our customers, including municipalities, to help keep their equipment moving 365 days a year," he says. "Kal Tire offers quality products, the best guarantee in the business, and highly trained technicians that will more than satisfy your service needs."

Product lines sold by Kal Tire include Bridgestone, Firestone, Michelin, Yokohama, Kumho and Nokian.

For answers to your tire inquiries, visit the one of the six Kal Tire locations in Manitoba (Brandon, Dauphin, Deloraine, Steinbach and Winnipeg) or call John Huthersall at Kal Tire's Winnipeg location (694-8560).

Michelin

The Earthmover Group of Michelin North America's line of XSNO-PLUS™ radial tires delivers exceptional traction in snow and ice, and all-season radial performance for loaders and graders.

Featuring added sipes in the tread lugs, the XSNOPLUS radial virtually eliminates the need for chains even in the harshest conditions. The lug design also delivers outstanding performance in other seasons so there is no need to switch tires (this reducing inventory costs and storage demands). Cost savings accrued from not having to use chains or purchase a summer set of tires are enhanced even further because of Michelin's tough radial casing that gives the tire longer life. The radial design also yields excellent tread life and a smooth ride that lessens operator fatigue.

"The XSNOPLUS tire is the answer for fleets that are restricted by tight budgets, but required to run in icy conditions," says **Tom Bennett**, Michelin market segment manager.

For more information on the XSNOPLUS tire, visit www.michelinearthmover.com.



Tirecraft

Bob Anderson, Director of Sales in Western Canada for Tirecraft tells *the Leader* that his company is an ardent supporter of the AMM and the MTCML, offering national account programs through Michelin, Continental-General, and Yokohama. "We are a full-service tire dealer," he says, "capable of handling any tire business municipalities may send our way. We offer a good variety of products for all segments of the tire industry – from passenger to OTR-Grader tires."

Along with its excellent products, Bob says, "Tirecraft has a reputation for being efficient, fair, and handling all of our customer service with a high level of integrity. There is no company with a better track record for customer service in Western Canada. Municipalities benefit from dealing with Tirecraft in many ways, but the bottom line is each municipality is given the best service and price for each product and service we provide."

For more information on Tirecraft's products and services, call Bob at 780-449-3700. ☎

Retreading – how does it work?

Over 40 years ago, Bandag revolutionized the tire industry by introducing a cold 'pre-cured' process designed to produce durable re-treaded tires from used truck tire casings. Today, the company has 15 production facilities on five continents, producing re-treading equipment along with over 275 tread designs and sizes. Here is a brief summation of the Bandag re-treading process:

Initial inspection – Casings are thoroughly inspected to ensure they meet the required standards. Inferior casings are rejected and minor damages are repaired.

Casing analyzer – This ensures that only retreadable casings are used. A bead to bead scan provides unmatched accuracy.

Buffing – Buffing removes the old, worn tread design. It works like a lathe, truing the inflated casing with the utmost precision.

Non-destructive inspection (NDI) – This inspection, using a x-ray machine, finds damage that is hidden from visual inspection.

Repairs – All repair procedures are an integral part of the new total Bandag process. Nail hole injuries, crown injuries, and sidewall injuries can be repaired routinely, thus saving more valuable casings.

Building – Cushion gum (the adhesive layer) is applied to the back of the exclusive Bandag tread. Tread rubber and cushion are applied to the casing while the tire is inflated to its normal running configuration. Cushion gum bonds the tough Bandag tread rubber to the casing. This bond becomes one of the strongest, most dependable parts of the tire.

Curing – New tread rubber is bonded to the casing using a low-curing temperature. The tire is encased in a flexible rubber envelope and placed in a pressure chamber to prevent distortion. No excessive heat or rigid metal molds means the casings avoid the stress associated with other retreading processes.

Final inspection – The process isn't complete until inspectors thoroughly go over the tire one more time before it leaves the shop.

OFFICIAL MTCML SUPPLIERS

ACKLANDS GRAINGER INC.

– INDUSTRIAL, SAFETY AND
COMMERCIAL SUPPLIES

AIRMASTER SALES – SIGNS**ARMTEC – CULVERTS****BRIDGESTONE – TIRES****CD AWARDS**

– PROMOTIONAL ITEMS

**DARWEN ROAD TECHNOLOGIES
LTD. – DUST CONTROL****DENRAY TIRE**

– RECAPPED/RETREADED TIRES

DUST FREE ROAD MAINTENANCE

– DUST CONTROL

FORT DISTRIBUTORS LTD.

– DUST CONTROL, EN1 STABILIZER
& ROAD DE-ICING PRODUCTS

GOODYEAR – TIRES**GRAND & TOY**

– ALL CATALOGUE ITEMS

GUARDIAN TRAFFIC**SERVICES MANITOBA LTD.**

– TRAFFIC CONTROL EQUIPMENT

HAYHURST ELIAS DUDEK

– INSURANCE PROGRAM

KAL TIRE

– RECAPPED & RETREADED TIRES

MICHELIN – TIRES**MTS – TELECOMMUNICATIONS**

SERVICES/AFFINITY PROGRAM

NORQUAY PRINTERS LTD.

– ENVELOPES, LETTERHEADS,
PRINTING

ORKIN PCO SERVICES

– GOPHER AND RAT POISON

PIONEER FENCE

– POSTS AND FENCING

PRAIRIE FUEL ADVISORS INC.

– PETROLEUM PRODUCTS

SHIPPAM & ASSOCIATES

– PROMOTIONAL ITEMS

SOURIS ROCK SHOP

– NAME BADGES, DESK PLATES

TIRECRAFT – TIRES**WESTCON EQUIPMENT**

& RENTALS – GRADER BLADES

WESTMAN STEEL INDUSTRIES

– CULVERTS AND ACCESSORIES

**BORLAND CONSTRUCTION INC.****HAYHURST ELIAS DUDEK INC.****INNOVATIVE MUNICIPAL PRODUCTS INC.****MANITOBA ABORIGINAL & NORTHERN AFFAIRS****MANITOBA HEAVY CONSTRUCTION ASSOC.****MANITOBA HYDRO****MANITOBA PORK COUNCIL****ROBERT WATSON, ATTORNEY AT LAW****WESTCON EQUIPMENT & RENTALS**

It is your support that enables us to provide these services!

Call (204) 856-2367 or Fax (204) 856-2370 for all your municipal supplies.

Contact us at:

1910 SASKATCHEWAN AVE. W.

PORTAGE LA PRAIRIE, MB R1N 0P1