



GT Radial Commercial Customer Newsletter - February 2013



2013 Commercial Product Catalog Now Available!

A new and improved version of our

EPA to Tighten SmartWay Requirements

The Environmental Protection Agency (EPA) launched the [SmartWay Partnership](#) in 2004 to help U.S. trucking and trailer companies adopt fuel-saving, low-carbon solutions.

Since it began, the program has amassed nearly 3,000 partners that have benefited from \$6.5 billion in fuel savings and reduced 23.6 million metric tons of carbon dioxide.

There will be no decrease in the rolling resistance requirements in 2013, but the EPA will tighten the standard and probably decrease the number of verified products by:

Stricter auditing: The EPA enhanced its budget to purchase approved SmartWay products and send them for rolling

[Commercial Tire](#)

[Catalog](#) is now available for our dealers.

The 2013 catalog features a more modern and streamlined design with distinct icon images for easy identification of tire applications, market segmentation and more.

Two key elements in the new catalog include: item codes and comparable competitor products identified for each GT Radial tire.

You can download a PDF version of the catalog by [clicking here](#).

To obtain printed copies, please contact your GT Radial sales rep., or send an [email to our marketing department](#)

resistance testing and verification. This may lead to removals from the official list.

Test lab correlation: Although GITI Tire uses third party test labs to verify that our submitted tires meet SmartWay requirements, many tire companies do not! This is becoming an issue, and the EPA is working to create a list of approved testing labs.

Checking that verified tires are sold in USA: It seems that SmartWay verification has been used to promote tires in other countries. The EPA may request manufacturers to submit pictures and DOT verification when verifying new products to help the agency better control this situation.

"Stricter SmartWay rules in 2013 and lower rolling resistance coefficients coming in 2014 will create extra pressure and technological challenges for the tire industry. This will likely lead to a more streamlined list of SmartWay verified tires in the future," says William Estupinan, vice president of Technical Service for GITI Tire in the Americas.

Estupinan adds, "Our dealers can be confident that we will continue working to meet the requirements set by the EPA and that every new product for long haul will be able to be verified by SmartWay. Even our regional applications will have fuel efficient specifications. Our company is at the vanguard in developing low rolling resistance tires and complying with SmartWay requirements."



GITI was originally established in Indonesia in 1952 as a bicycle tire factory. Our first radial passenger tire was developed in 1973.

Presently, there is a [GT Radial SmartWay verified tire](#) for every long haul wheel position: the [GSL213 FS for steer](#), [GT669+ FS for drive](#), and the [GT979 FS for trailer axles](#).



Matthew Hanchana Joins Technical Service Dept.

GITI Tire USA is beefing up its technical support for customers with the addition of 10-year industry veteran Matthew Hanchana as a technical service coordinator.

In his new position, Hanchana will be involved in all aspects of the product testing program, industry compliance, warranty claims support and customer service. He will be based out of Rancho Cucamonga.

A native of Los Angeles, Hanchana was previously with the Toyo Tire USA technical department for 10 years.

"We're thrilled to have Matthew joining the technical service department," says William Estupinan. "His technical experience and proven ability to work closely with customers are tremendous assets to our organization."





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