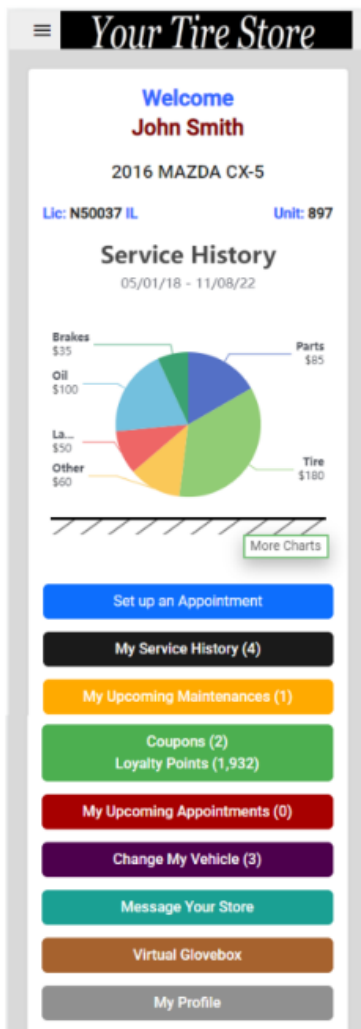


1. What are some of the most common, practical ways that independent tire dealerships are incorporating AI applications and tools to improve their businesses?

Tire//SMART ERP tire dealer management system draws its unique AI feature designs from decades of industry experience, honed by well over 100 installations in 14 states and Canada to selectively apply these 10 popular goal-driven AI software modules to enhance dealer operational efficiency.

- **Service//SMART** uses a QR coded vehicle sticker and customer's own smart phone for direct access to the vehicle service history and ability to make new appointments.



- **J-Portal** allows commercial/wholesale customers smart phone remote access to their service and payment history, with the ability to easily create new appointments, and many more options.
- **J-Buzz PLUS** automates two-way text/emails customer contact extrapolated from service history and sales counter vehicle follow up triggers.
- **J-Doc PLUS** allows a dealership to go paperless and store customer invoices, related parts vendor information digitally, to include handwritten notes/comments. It also loads just-in-time vendor invoices directly into the system.
- **Audit/TRAC** validates just-in-time vendor supply invoices back to accounts payable accounting, inventory control, sales invoice cost assignment and vendor returns or cores tracking using optical character recognition technology.
- **J-Tab** fully integrates digital vehicle inspections with related features.
- **Trac//SMART** offers advanced in-shop tracking of vehicle service processes via extensive bar codes and keeps employees and customers up to date on vehicle status with extensive tracking of employee productivity and optional customer text messaging.
- **J-Dash** is an analytics platform and management advanced information tool with over 90 charts/graphs and extensive guidelines on inventory, employee tracking productivity.
- **J-UPC** harnesses your staff's smart phones or tablets for easy-track AI, an in-store warehouse smart device inventory tracking or control allowing dealers to repurpose staff's existing hardware to validate inventory on hand.
- **J-Custom AI** creates bespoke AI systems to the dealer's exact operational requirements, supported by a deep talent pool based in four states and 50-plus years of extensive industry experience.

Here are some real world examples of practical applications of these AI features:



1. Tire Warehouse Kauai (Lihue, HI). This single location with 5 service bays averages near **\$600k** monthly, **even** with restricted hours—closing at 4 pm daily, Noon on Wednesday and Saturday, and all day on Sunday.

a. problem - how to tether their customers in a hotly competitive market (their shop is less than 3 miles from the biggest Costco store on the island)

solution: apply **J-Buzz PLUS** automated text messaging for scheduled appointment confirmation and future service reminders - with special emphasis on the AI 'tap to confirm' Confirmation option.

results: the feature allows customers to receive an automated confirmation text message and with a single tap on their phone either accept or cancel the appointment. A wonderful time saver, avoiding over 4,000 customer calls/texts annually.

b. problem - how to control inventory with consistent \$600K monthly sales volume and limited warehouse space.

solution: apply **J-Doc PLUS** automated document management AI. On the 'sale' side, digitally store invoices and related alignment and 'just in time' parts purchase documents. On the 'vendor supply' side, use optical character recognition(OCR) technology to electronically 'read' vendor's actual invoice, then update inventory and 'Accounts Payable' system modules with a complete audit trail and 100% accuracy.



results: When coupled with seamless setup of new tire items from the J-Library 300,000 item reservoir, this feature saves an average of over 2.5 staff time hours daily - with 100% entry accuracy and the efficiency to electronically recall the image of paper documents. That further eliminates boxes of unorganized paper documents and entry errors.

c. problem - how to automate order creation - for inspection and service work.

solution: use a hand held electronic reader to start and populate a service order directly from the vehicle parked in the shop or receiving area.

results - savings of 8 minutes per service order - with 100% accuracy. With nearly 2k invoices monthly - that is a huge time saver for both the sales staff and the customer. Also gives the repeat customer the confidence that they are recognized and welcome back.

d. problem - limited management time/interest to review spread sheet reports

solution: use **J-Dash** for visual charts to analyze all major areas of sales, employee productivity, inventory turns. The program selects from over 90 predesigned charts/graphics to show store activity, employee activity, inventory movement, etc., to just show those meaningful for a specific question.

results - saves management 45 minutes daily to 'see' a visual of activity, allow easy management changes for operational betterment, and provide easy to understand displays to staff meetings.

e. Problem - need timely data to support management decisions.

solution: Extensive advice on tire store organizational & operational features for maximum efficiency, based on 50 plus years of market experience.

results: setup procedures correctly the first time - with minimal learning curve.

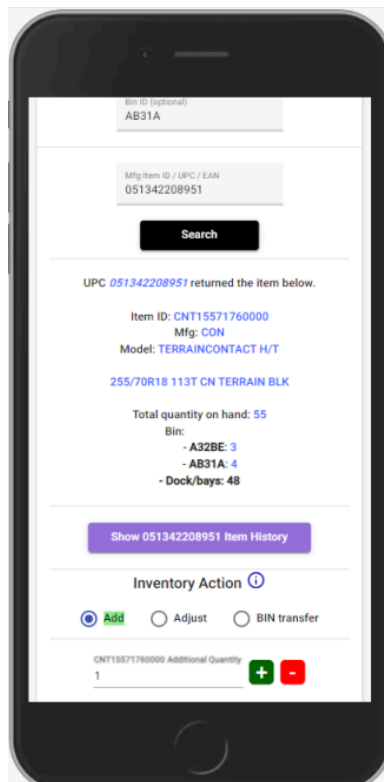


2. Import/Export Tire (Latrobe, PA). Nine retail/wholesale locations processing multiple thousands of invoices daily for over \$100 million in annual sales, with near 100,000 tires in stock.

a. Problem - inventory control - audit tracking near 100k tires on hand, across multiple warehouses and retail locations - for total recall.

solution - Application of bespoke system design feature controls, custom built using [J-Custom AI](#) to their unique operational requirements.

That includes use of a standard smart phone or other mobile device with our proprietary [J-UPC AI](#) feature to track and perform edits directly from the stacks for real time inventory variances.



results: dynamic control of an asset that defines their operation.

b. Problem - sales document control

solution - Application for **J-Doc** automated document management AI to digitally store sales and related documents

results: Information organization with easy intuitive online access.

c. Problem: management advice.

Solution: Extensive advice and organizational controls for tire store operations, based on 50 plus years of industry experience - for maximum efficiency of operation.

Results: Efficient operations for maximum benefits and ability to expand. Added 2 new major retail/wholesale store locations in 1st qtr of 2026.

2. What advice do you have for independent tire dealers who may be apprehensive or unsure of where to start when incorporating AI into their businesses?

Smart tire dealers know that the only constant in business is that it will change and evolve over time.

Most tire and vehicle service dealers sell nearly the same products/services as their competition, so they must keep pace with the market by finding ways to upscale operational efficiency and management skills.

Those dealers realize that the secret to success is cementing customer relationships, providing employees with the right information tools to allow for the highest efficiency with lowest frustration, realizing that improvements are possible, and then taking action.

That action starts with finding the right management advice, taking care to separate the 'sizzle' (fancy screen design) from the 'steak,' (actual benefits).

The fact that they are reading this article, already shows they are on the right path. We recommend that dealers start the operation evaluation with the general analysis of their operation by requesting our no cost **Tire//SMART ERP** 'request for review' (RFR). That review applies our decades of real life experience to provide practical advice on the right

software/management tools to accomplish your goals - where each site's application is customized to its exact type of operation and market conditions

System 'cost'/benefits are measured in lost revenue from missed sales opportunity, excessive expense from employee inefficiency/turnover, extra cost from inefficient inventory/expenses control, and frustration in daily operations. Even our most sophisticated applications are still far less than the cost of adding even one minimum-wage employee for all their hours of operation.



A real-world example of a dealer that followed that path is Southampton Tire. A single location retail/wholesale operation in Southampton, NY.

Three years ago innovative new management transformed Southampton Tire's traditional totally manual store operations and inventory control to the **Tire//SMART ERP** AI system.

In a matter of weeks, automated operation was activated by using **Tire//SMART ERP J-UPC** and **J-Library** (300,000 tire items id) for detailed inventory control for their existing undocumented multiple thousand tires in the warehouse.

When coupled with top level store management, the site is tracking year over year growth with mid 6 figure monthly sales, supported by customer commitment and loyal employees happy with their information management tool and system benefits.

This year's YTD profit shows a significant 5 figure profit jump from 2025, enhanced by the use of **J-Buzz PLUS** for automated text messages.

We recommend that dealers ready to discover their operation can improve and unlock new opportunities for growth, efficiency, and profitability, start with that no cost **Tire//SMART ERP** RFR personalized evaluation.

Identifying practical steps tailored specifically to their business will show how the right technology and management tools can deliver measurable results in today's competitive market.