
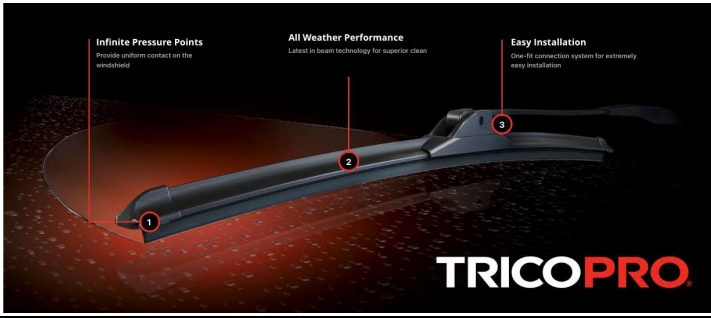



Windshield Wiper Blades Guide

Purpose	<div>1) Compare wiper blade models and describe features and benefits of each.<ul style="list-style-type: none">TRICO PRO+TRICO ForceTRICO ExactFitTRICO PROTRICO ExactFit Rear</div> <div>2) Identify if a customer needs new wiper blades</div>
Background	We offer TRICO wiper blades. These blades serve over 95% of vehicles, but we will not be able to fit blades on every vehicle. The TRICO PRO+ is our premium blade and superior in performance, durability, and service life. The TRICO Force is similar to the PRO+ but fits different vehicles. We also offer TRICO PRO and TRICO Exact Fit blades.

Wiper Blade Features and Benefits

Blades	Information
PRO+ Force <i>For European fitments</i> ExactFit <i>Unique clips that are vehicle-specific</i>	<div>The TRICO PRO+, Force, and ExactFit are our premium blades and have the same construction. These models are superior in performance, durability, and service life.</div> <ul style="list-style-type: none">Robust superstructure for durable all-weather performanceNo joints in beam blade, so these blades will not freeze, or build up with snow and ice.Solid construction that is pre-formed at the factory to match the curve of the windshield. Provides uniform pressure on the windshield (as opposed to the 8 pressure points on a conventional blade), which creates a clearer wipe with less chance of streaking.Patented High Mileage Twin Point Coupler – Designed to provide exceptional performance on vehicles with reduced arm load. Wiper arms lose pressure as the vehicle ages, this design helps the wiper arm maintain proper windshield pressure.Patented Vortex Airfoil harnesses the wind to drive the blade into the glass for better wiping.OEM rubber to combat the effects of heat, cold, and environmental exposure.HighGlide® treated rubber coating for a smooth, clean and quiet performanceFits 94% of vehicles on the road and does not require adapters.Available in lengths from 15” to 28”.

Blades	Information
<p>PRO+</p> <p>Force <i>For European fitments</i></p> <p>ExactFit <i>Unique clips that are vehicle-specific</i></p>	
<p>TRICO PRO</p>	<p>The TRICO PRO is an entry-level beam blade designed to replace traditional conventional blades. As more consumers start to move away from conventional wipers, they have increasingly looked toward entry-level beam blade options to get the streak-free wiper that conventional wipers are unable to provide while still spending less than a more premium beam option like the TRICO PRO+ or TRICO Force.</p> <ul style="list-style-type: none"> • Infinite pressure points provide uniform contact on the windshield for a streak-free wipe • One-Fit connection system installs in seconds and require no adaptors • Latest beam blade technology for superior clean all weather conditions • Provides coverage for the most popular wiper arm types • Available in lengths from 15" to 28" 
<p>ExactFit Rear</p>	

	FACTORY PERFORMANCE TRICO ExactFit® Rear wiper blades are Original Equipment replacement wiper blades designed to fit your vehicle's exact wiper arm type. These rear wiper blades come with a connector specific to your vehicle, allowing for a quick and hassle-free installation. Wiper blade size: Available in lengths from 8" to 16"	Features & Benefits <ul style="list-style-type: none">• Durable quality materials for superior performance• Designed to provide the best fit for all vehicles providing critical rear visibility• Original replacement wiper designed to exactly match your car's original specifications as when your vehicle was new• Easy to install with pre-assembled connector makes replacement a breeze
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Selling Tips**What makes the higher end blades (PRO+ and Force) better than the entry level TRICO PRO beam blades?**

The TRICO PRO+ and Force have a HighGlide treated rubber element to provide a clearer, streak-free wipe. These blades are also longer lasting, and more durable against snow, ice, and heat.

The patented Vortex Airfoil helps maintain blade contact with the windshield at highway speeds. The blades won't freeze or build up with snow and ice because there aren't any joints in the beam blade. OEM rubber combats the effects of heat, cold, and environmental exposure.

Selling Tips**What is the difference between the Force and Pro + models?**

The Force and PRO+ models are the same except for fit to the vehicle. The PRO+ is a direct fit, and the Force comes with 2 clips for fitment.

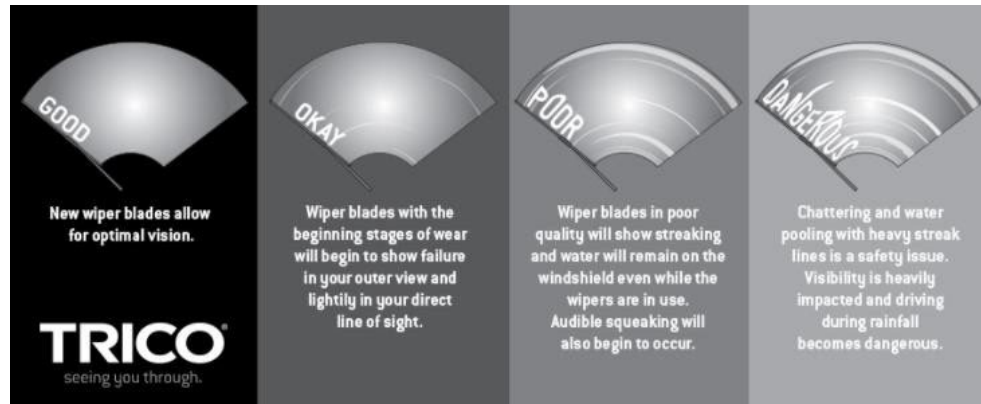
How to Tell if New Blades are Needed

Before offering wiper blades, find out if they are a true need for your customer.

The following issues can be identified by asking the customer questions, as well as visually inspecting the wiper blades:

- Streaking or hazing on the windshield when it rains or snows
- Scratching sounds when the wipers blades are in use
- A chattering sound when your wipers blades are on
- The rubber has split into sections or peeled away from the wiper blade arm
- The rubber edge looks worn or torn in places, or the metal arm is bent or cracked
- The rubber is hard, not flexible

The following visuals can help determine the amount of streaking due to old blades, as well as provide clues to how worn a blade is:



Contact

If you have questions or concerns, contact Mathew Rodis at Mathew.Rodis@discounttire.com.