







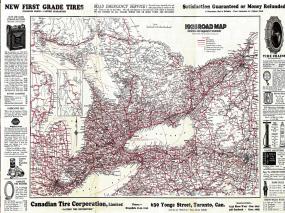
present

Canadian Tire Heritage Collection

By: Brenda Foglton, Jonathan Collins, Leanna Tran



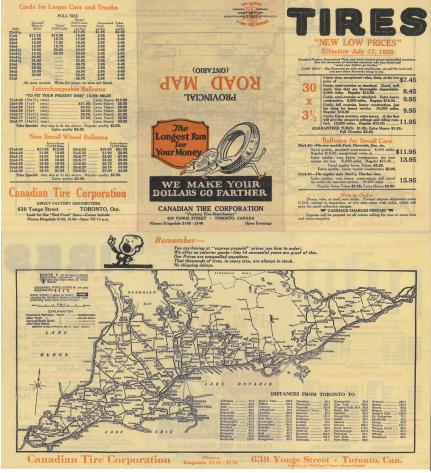




OUR PROJECT

We have been tasked with creating an interactive online media component for the Canadian Tire Heritage Collection belonging to the Western University Archives. We strive to create a broad encapsulation for the history of the company to entice further research on the subject. The extensive collection was examined and key components throughout (ie. special findings, specific dates, interesting material) were individually selected. In collaborating with Anne Daniels, an archivist at Western, we have created an informative, and interactive website that compels further research. As such, anyone is welcome to explore the website to gain background knowledge into the history of Canadian Tire. The project's ultimate goal is to raise awareness for the Canadian Tire. Corporation's massive archival donation to ARCC (Archives and Research Collection Center), and to educate individuals on the important history of Canadian Tire to Canada.

In 1922 Canadian Tire was founded by Canadians, Bill and Alf Billes. Originally set up as a tire shop, the Toronto-born brothers faced many hardships as a new business. They encountered difficult neighbours and had conflicts that often resulted in fights. Additionally, the bridge that led to the garage was closed for several months due to construction, therefore restricting cars from entering the business. Then, the brothers were hit with good luck. After two Canadian winters that produced almost no snow, the brother's were able to purchase hundreds of tires for cheap from several warehouses. That following Winter, it snowed like crazy. The brothers made a fortune based off of those sales, were able to expand the garage, and changed locations to Yonge/Gerrard Street. Canadian Tire was the first company to sell tires on credit, as a business pitch to expand their growing customer base. In 1927, Canadian Tire officially became a corporation. The shareholders included the two brothers, Morley Hicks (manager), Gordon Blakely (shipper), and Elise Billes (stenographer). By 1929, Canadian Tire had expanded their product line to include radio batteries, and radio parts.



1926 Price List

First road map on the back of a price list. This road map was seen as a gift to their customers as road maps at the time were expensive and rare. (AFC 3-132/DVD 5)



25, 14/20 bubbank 26, 14/20 bubbank 26, 26, 26, 26, 27	THE RUMES. 3.00 (a. 2) for induce the section of th
--	--

and the sale

CANADIAN TIRE CORPORATION

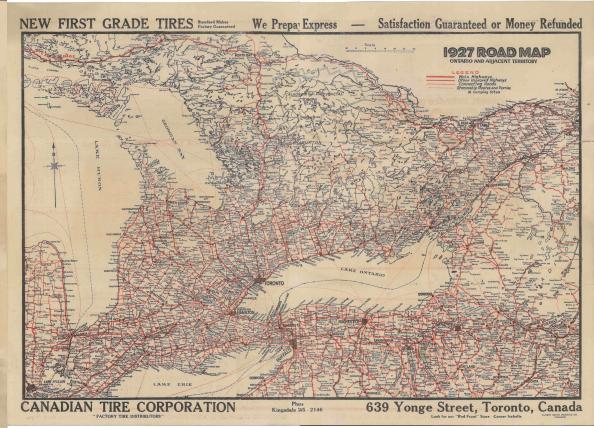
ONTARIO AND ADJACENT TERRITORY





Canadian Tire Corporation
"Factory Tire Distributors"

639 Yonge Street Toronto 5

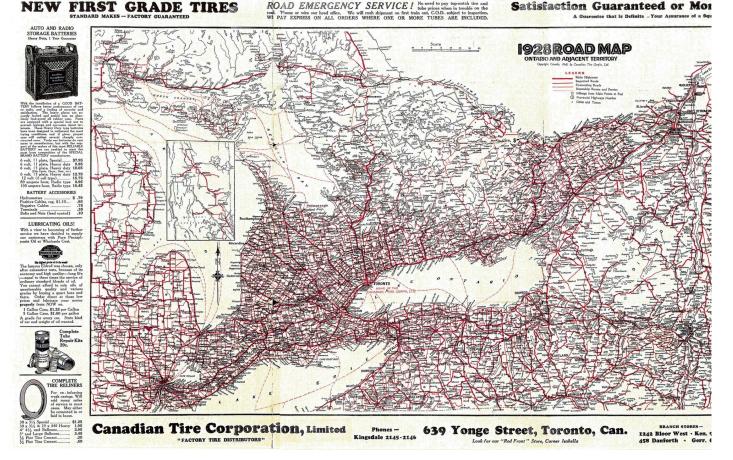


1927 Road Map

First catalogue made after Canadian Tire officially became a Corporation.

(AFC 3-132/DVD 5)

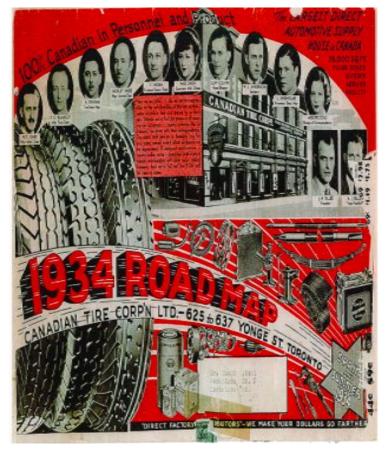




1928 Road Map

Radio batteries were first advertised and sold as an expansion of their product line. This was the first product advertised in their price lists that stepped away from necessary automobile parts. (AFC 3-132/DVD 5)

Canadian Tire wanted to be the store that supplied anything customers needed. This meant that they needed to grow their product lines. In 1935, Canadian Tire expanded their product line to include camping, hunting, fishing, and other sporting goods. That same year, they launched their first original line. In the present day, the Motomaster Original Line is still one of the most affordable, and reliable brands for automotive parts and batteries. Canadian Tire gave the customers a sense of self reliance by providing customers with the tools to do the jobs themselves. They wanted to be Canada's number one store. By 1937, Canadian Tire stores were having problems keeping up with the demands of their sales. To increase the speed of the clerks travelling to the storeroom, and ensure they delivered the customer their product in time, Muriel Billes (Alf's wife) developed the idea of clerk's on rollerblades. Soon after, the clerks on rollerblades became an entertainment to all of the customers that came to Canadian Tire. Many visited the store specifically to see them in action. They zipped through the store, and carried boxes up and down the stairs in their rollerblades. Innovation was key at Canadian Tire.



1934 Road Map

Largest price list to date and was the last price list with a road map on the back.

(AFC 3-132/DVD 5)



O MILIS AND STILL GOING STRONG

1935 Road Map/Price List (left)

Canadian Tire was now the largest automobile and radio retailer in Canada. During 1935 they also launched their first original line, Motomaster Original Line, becoming the most affordable and reliable automotive brand. (AFC 3-132/DVD 5)



1937 Catalogue (below) (AFC 3-132/DVD 5)

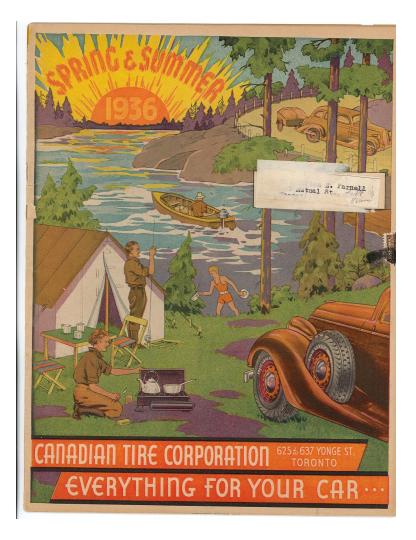


Fall/Winter 1935-37 (left)

First catalogue with Canadian Tire's new logo on the cover. This would become the second logo of five.



(AFC 3 - 116/4)



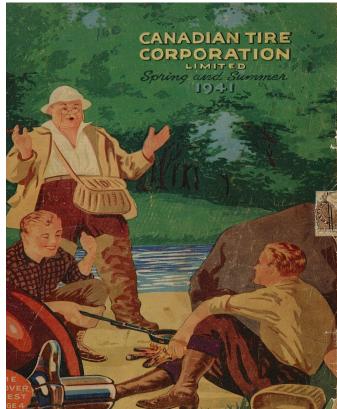
Spring/Summer 1936 Catalogue

First catalogue with an outdoor scene introducing multiple items and activities, all of which can be purchased at Canadian Tire. This showed the expansion of the product line to leisure items.

(AFC 3 - 116/3)

For the first half of the 40s, expansion of Canadian Tire was halted due to the war. However, after the war, it was a different story. Business exploded, as Canadians started to migrate into the suburbs. A one car nuclear family in the suburbs became the Canadian ideal. Canadian Tire was the go-to store for anything related to automobiles, and outdoor activities.





Spring/Summer 1941 Catalogue (above)

First permanent character (old man) on the cover who will remain on the cover until the 1970's.

Inside the catalogue (left): First fishing spread appeared in the 1941 catalogue (AFC 3 -116/9)



1943 Catalogue: War Edition (left)

Shows war and adds humor for the customer during a tense time.

(AFC 3 - 116/12)

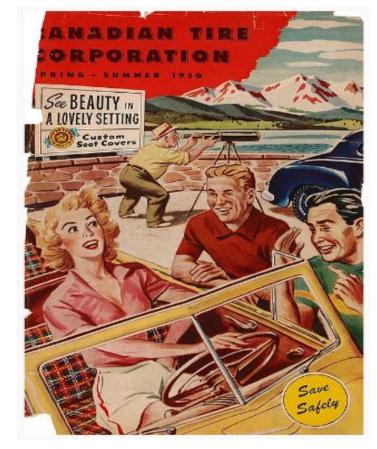
1948-9 Catalogue (right) First catalogue with the Canadian Tire's third logo in the top right corner.

(AFC 3 - 132 DVD 5)



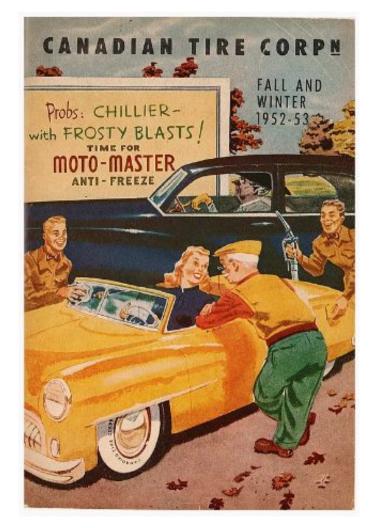


By the 1950s, Canadian Tire had over 150 associate stores all across Canada. Bill Billes passed away in 1956, having made his impact in the world. After this death, Alf decided that if they were to be Canada's leading store for everything automobile related, then they should sell gas too. They wanted to provide the best prices, however, they couldn't compete with the bigger oil companies who could afford to sell their gas for cheap. To solve this problem, Canadian Tire had an innovative solution. Canadian Tire Money was created as an incentive to promote gas sales, and foot traffic in the store. Canadian Tire Money was given away at the gas bars, giving customers 5% of their gas purchase back in coupons they could use in-store. By 1958, the first gas bar printed Canadian Tire money in denominations of 1, 2, 3, 4, 5, 10, 25, 30, 40, 50 and 60 cents, and \$1.



Spring/ Summer 1950 (above)

First appearance of another main character - the blonde woman accompanies the old man in subsequent catalogues. (AFC 3 - 116/18)



Fall and Winter 1952-53 (left): Highlights the 2 main characters, Motomaster product line. (AFC 3 - 116/22)





Fall and Winter 1957-58: First French (above) and English (left) catalogues are released following the death of one of the brothers. The catalogues come in two versions from then on. (AFC 3- 116/27) and (AFC 3 - 116/28)





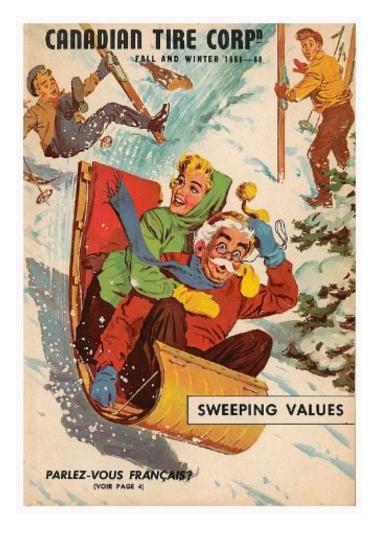




1958

The first gas bar Canadian Tire Money printed in denominations of 1, 2, 3, 4,5,10, 25, 30, 30, 40, 50, and 60 cents and \$1. Canadian Tire Money features a dollar coin and a tire with legs running beside each other and the quote "We make your dollar go further" across the top. The back of the Canadian Tire Money featured artwork of a rural-industrial scene including trains, ships, airplanes and cars as a representation of the Canadian economy with a Canadian Tire Store in the middle.

AFC 3-132/CD 5



By the 1960s, Canadian Tire had expanded away from the city centers and into the suburbs, providing everything customer's needed to do it themselves. They constantly followed the different trends in Canadian society, changing their items to best suit their needs. In 1967, Canadian Tire celebrated Canada's 100th anniversary. The Centennial Car Rally was organized by Canadian Tire. The parade of vintage automobiles travelled through Canadian towns and cities, ending in Montreal's Expo '67, the biggest Canadian 100 celebration.

Fall and Winter 1959-60: First catalogue of the 1960's.

(AFC 3 - 117/3)



Spring/ Summer 1967 (right): Canada 100 catalogue that highlights the parade. (AFC 3 - 118/12)

SPRING & SUMMER 1967 The Canadian's Complete Automotive, Hardware, and Sporting Goods Store 1867-1967 Dr.A. (2014) care and of segre board Clark and Artipal and second different place occurs of the collection of lister on Pages 181-102 SI WOUS PARKET PRANÇAIS, MOTEZ PAGE 130

Inside the Centennial Catalogue (above): Items advertised with Canada's anniversary in mind. (AFC 3 - 118/12)





1961

Canadian Tire Money was printed on genuine banknote paper by the British American Bank Group. Now Sandy McTire, drawn by artist Bernie Freedman, was featured on the front of the coupon. Sandy had a thick-upward mustache, wearing a tam'o-shanter and always with a cheerful smile. Sandy was the pennywise Scotsman which fit perfectly for Canadian Tires that promises lowest prices. Now money was also being issued in stores for cash purchases.

AFC 3-132/CD 6













1962

A small serif and plain "T" was now on the money and the six digit code changed to seven digits.

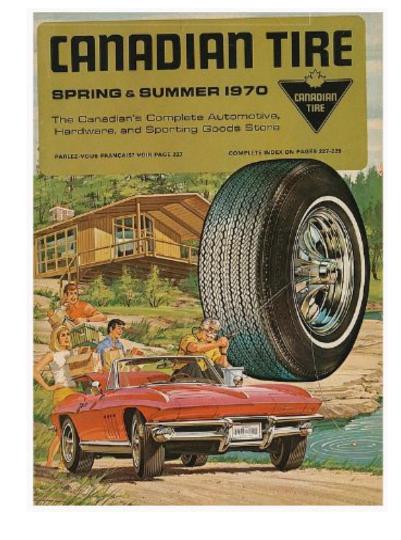
AFC 3-132/CD 6

Canadian Tire celebrated its 50th anniversary in 1972. During this decade the continued to expand the company while staying close to their roots. They expanded to 54 gas bars and to cut down on labour costs they introduced the idea of customer pumping their own gas becoming one of Canada's first self-serving gas bar. Going back to their rule of the customer always benefitting they would leave the sign and the pump the same price but would charge the customer less. Canadian Tire started expanding into home decor being sold in their stores. In 1977 Canadian Tire launched its first national campaign with the slogan "you can do it" aiming at back at customers doing projects themselves and Canadian Tire providing them the tools to do so. By 1978 Canadian Tire continued to expand needing move their corporate office from the small Yonge Street location to an office tower further down the street.

Spring and Summer 1970 (right)

This was the last catalogue that portrayed all of the character the customers came to know.

(AFC 3 - 119/7)

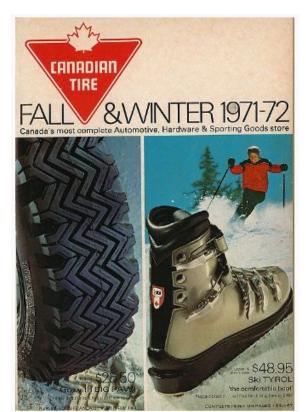






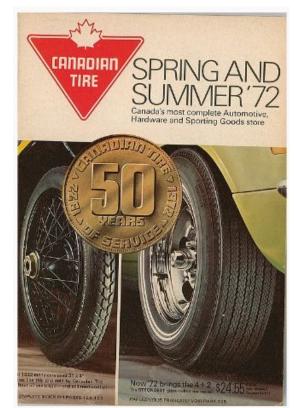
This was the last one with the permanent character on the cover. The focus is taken off of the permanent character and put on the retail items being sold, something that would be seen more of in the future.

(AFC 3 119/11)



Fall and Winter 1971-72 Catalogue (above)

This was the first one displaying retail items instead of the past characters. In the 1970s catalogues, the fourth Canadian Tire logo appear on the front. (AFC 3 119/13)



Spring and Summer 1972

(right):Catalogue celebrated Canadian Tire's 50th anniversary of service. (AFC 3 119/15)







Series 2: 5 cents (below)





1972

Canadian Tire celebrated its 50th anniversary with a series 2 and 3 coupon issued in 1972. Series 3 replaced series 2 with a darker denomination in the corner as series 2 was too hard for cashiers to read.

AFC 3-132/CD 6

Series 3: 5 cents (below)





1974

Series 4 was issued and coupons were printed by the Canadian Banknote Co. and Canadian Tire alternated printers between Canadian Banknote Co. (CBN) and British American Bank Group (BABN) until series 26. These different printers can be identified in the bottom right corner as CBN uses coloured square or black circle background, and BABN uses a a white background. The 1974, money with Fred Sasaki personnel signature, in comparison to the 1985 with the forged signature.

AFC 3-132/CD 6













1976 (above)

Money could now be used in both store and at the gas bar and was printed on the money. Commemorative money was produced in support of the 1976 Montreal Summer Olympics

AFC 3-132/CD 6

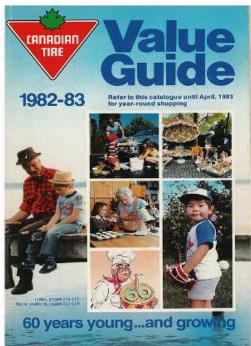
For Canadian Tire the 80's were a time for reconnecting with their customers. This was done largely through advertising. Throughout the 1980's the 'Albert' and the 'Bike Story' commercials really hit home for most Canadians. The 'Albert' commercial spoke to the dreams of every kid growing up. This commercial was so popular with hockey fans crowds would chant Albert when their teams were behind, creating a special connection between Canadian Tire and it's customers. The 'Bike Story' followed the close relationship of a father and son ending in a touching moment formed through a bike cut out of a Canadian Tire catalogue. These commercials helped Canadian Tire stores make a spot for itself in the Canadian identity of retail. It had become one of the first places customers would go to and often revisit.

Summer 1981 (left)

After almost a decade of only retail items being shown the catalogues start heading back to their roots incorporating families in the outdoors and enjoying activities together.

(AFC 3 - 122/8)







First Value Guide and Canadian Tire celebrates 60 years of service. This Value Guide brings back the previous permanent character who was introduced in the 1940's.

(AFC 3 - 122/12)





1986 Value Guide Catalogue (left)

This was the EXPO '86 official retailer. (AFC 3 - 123/10)

1986 Inside Cover (above)

The inside cover depicts the Canadian Tire Express monorail which traveled coast to coast bringing people to EXPO '86. (AFC 3 - 123/10)

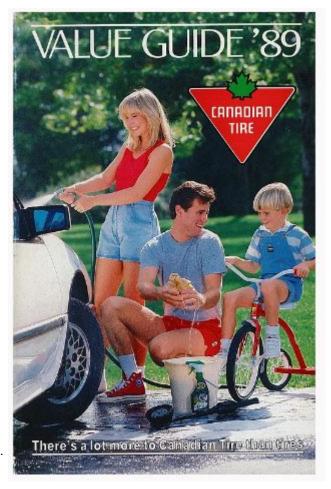


1987 Catalogue (left)

This is the first catalogue that depicted the colour code system adopted by stores to aid customers in finding what they were looking for. Canadian Tire also advertises its partnership with the 1988 Calgary Olympics.

(AFC 3 - 123/15)

1989 Value Guide (right): Continuously changing their branding to appeal to the family. (AFC 3 - 124/4)









1985

Fred Sasaki, Canadian
Tire Treasurer, signature
was forged by the printer
on the Canadian Tire
Money as the printer lost
the signature stamp and
was unable to obtain
Sasaki signature in time
to print. Saski was the
forged spelling.

AFC 3-132/CD 5 (Gas Coupon; left and top right)

AFC 3 -132/CD 6 (In Store Coupon; bottom right two)







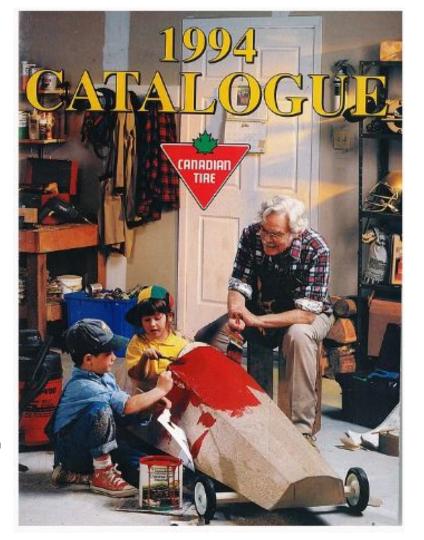


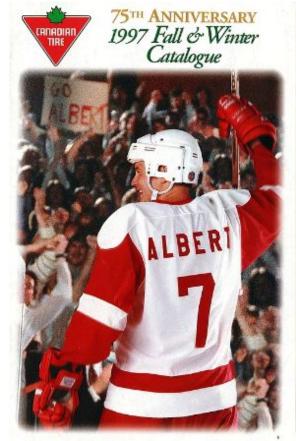
1987: this coupon is a replacement. Replacements are coupons substituted for any coupon that does not pass quality control anywhere in the printing process. Although it use to be difficult to point them out, now they are indicated with a *, a 9(only certain), a 1 or a 999 to start the serial number.

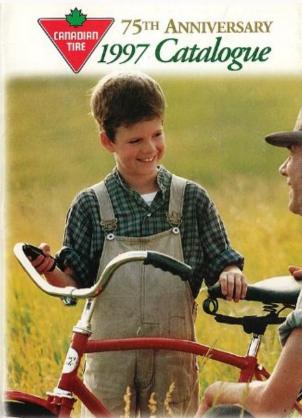


In 1991 a wave of American retailers started entering into the Canadian market causing a large competition for Canadian Tire. To adapt to the market Canadian Tire moved back to their roots focusing on what their customers wanted in stores rather than matching competition. Store improvements were made like colour coding each department to better direct customers and providing service button for help located all throughout their stores. In 1993 the Canadian Tire Child Protection Foundation is launched. This is a not-for-profit organization dedicated to the health, safety and welfare of children, today known Jumpstart. Then in 1997 Canadian Tire celebrated its 75th anniversary.

1994 Catalogue (right)
The cover depicts multiple
generations and a familiar face with
a old permanent character
resemblance.
(AFC 3 - 125/10)







Fall and Winter 1999 (right) First catalogue advertised the Canadian Tire Foundation for Families on the back cover. This is accompanied by its own Canadian Tire logo (below)

(AFC 3 - 126/8).



Helping families when they need it most With 430 locations across Canada. we believe it's important to take an That's why we're committed to the new Through local and national program the Foundation will be there

1997 Catalogue: 1997 marks the 75th anniversary for Canadian Tire. The two famous television commercial advertisements of The Bike Story(right) and Albert (left) are depicted on the years covers above.

(AFC 3 - 126/2)





1992

Series 15 was issued in 1992, which combined the gas bar coupons with the store coupons.

AFC 3 -132/CD 6





1996

Canadian Tire celebrated its 75th anniversary with a series 18 and 19 coupon issued in 1996.

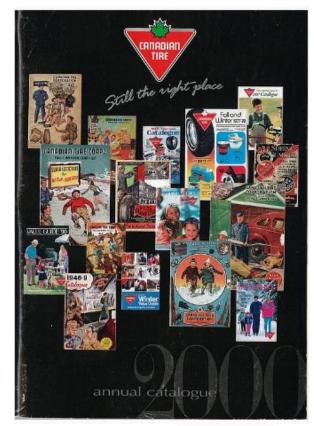
AFC 3 -132/CD 6





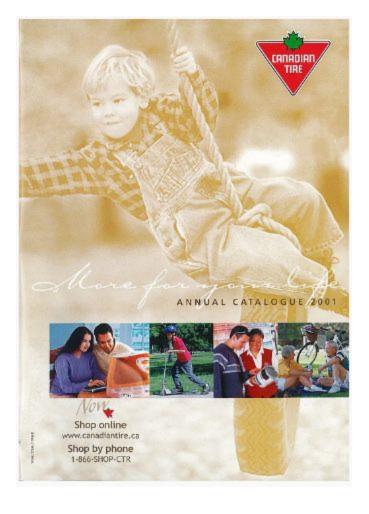
Big oil companies started to raise the price of gas at the pumps to put pressure on individual companies in order to monopolize the market. Canadian Tire was finding it difficult to compete with these oil companies and realized something needed to change. In 1958, A.J decided customers who paid for gas with cash would receive 5 % back in the form of Canadian Tire Money which could only be used at a Canadian Tire store. A concept Canada had never seen before and was a reward for customers paying with cash. This is because the Billes had a concept that money was good and debit was bad. For Canadian Tire this was the best way to compete with the big companies as well as generate additional revenue for the store. This was a hit. People were lining up at the pumps and there was an increase of in store customers.

The first Canadian Tire Money was handed out at Toronto's Yonge and Davenport gas bar. It features a dollar coin and a tire with legs running beside each other and the quote "We make your dollar go further" across the top. The back of the Canadian Tire Money featured artwork of a rural-industrial scene including trains, ships, airplanes and cars as a representation of the Canadian economy with a Canadian Tire Store in the middle. Denominations included 1, 2, 3, 4,5, 10, 25 and 50 cents and \$1. However, there needed to be something done about the poor quality of paper as it often ripped upon being folded.



2000 Catalogue (above): Cover collage of pictures reiterates that Canadian Tire is still the same place with the same roots that it had back when they opened.

(AFC 3 - 126/12)



2001 Catalogue: First cover to advertise additional methods of retail purchasing including shopping online and over the phone. One of the last catalogues as they end in 2008.

(AFC 3 - 126/11)