



# The UK Market & Survival as an Independent Retreader



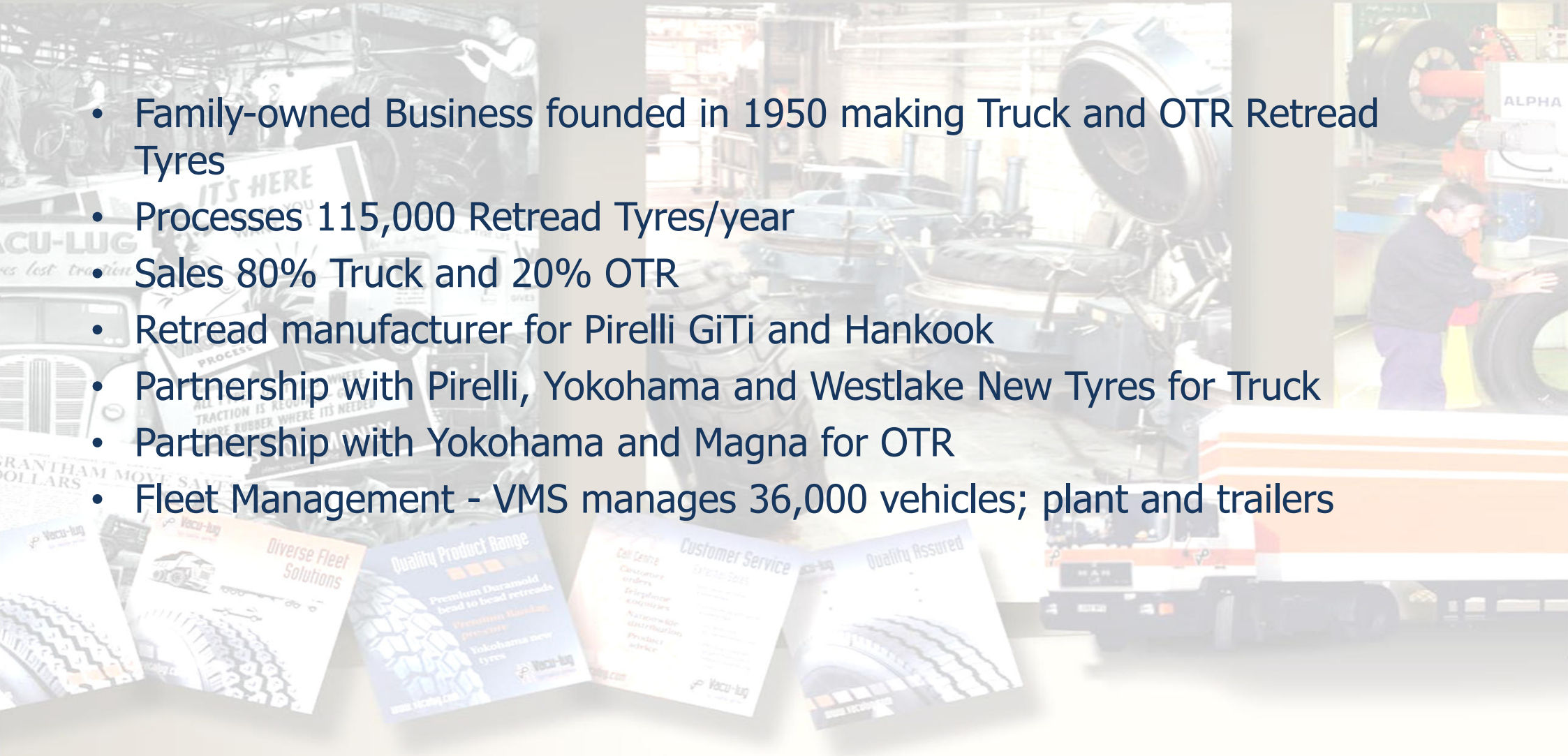
## Agenda

- Background to Vacu-Lug
- The UK Market
- A Plan for Survival
  - The One Stop Shop
  - The Importance of Fleet
  - Making a Top Class Retread
  - Contract Manufacturing

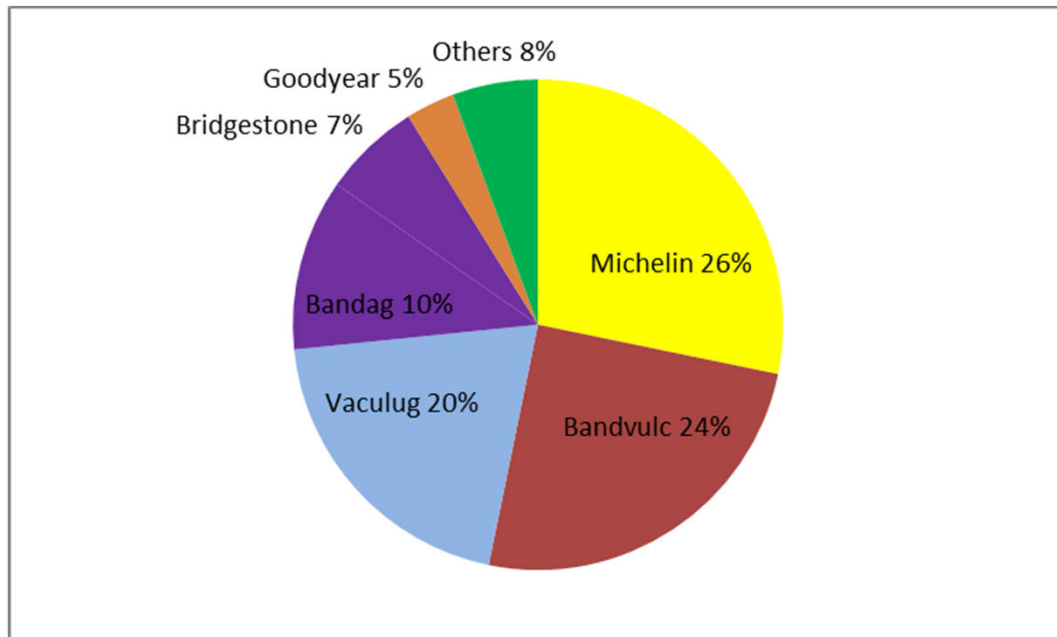


# Vacu-lug over the years...

- Family-owned Business founded in 1950 making Truck and OTR Retread Tyres
- Processes 115,000 Retread Tyres/year
- Sales 80% Truck and 20% OTR
- Retread manufacturer for Pirelli GiTi and Hankook
- Partnership with Pirelli, Yokohama and Westlake New Tyres for Truck
- Partnership with Yokohama and Magna for OTR
- Fleet Management - VMS manages 36,000 vehicles; plant and trailers



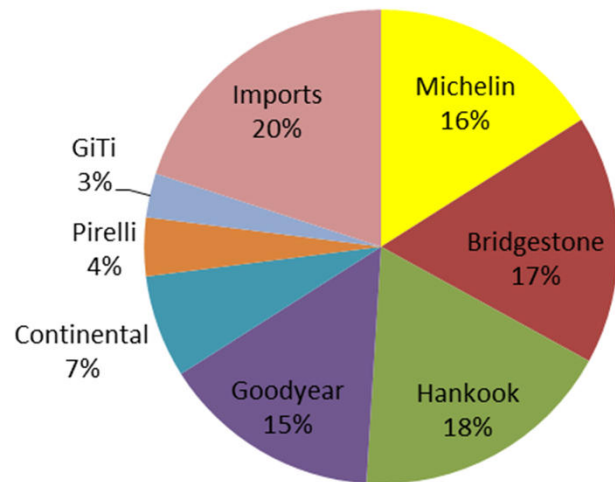
## UK Retread Market 475,000 units per year



- Dominated by large manufacturers
- Majority of sales to Fleet Market
- Bandag & BST together
- Continental now own Bandvulc
- Includes contract retreading

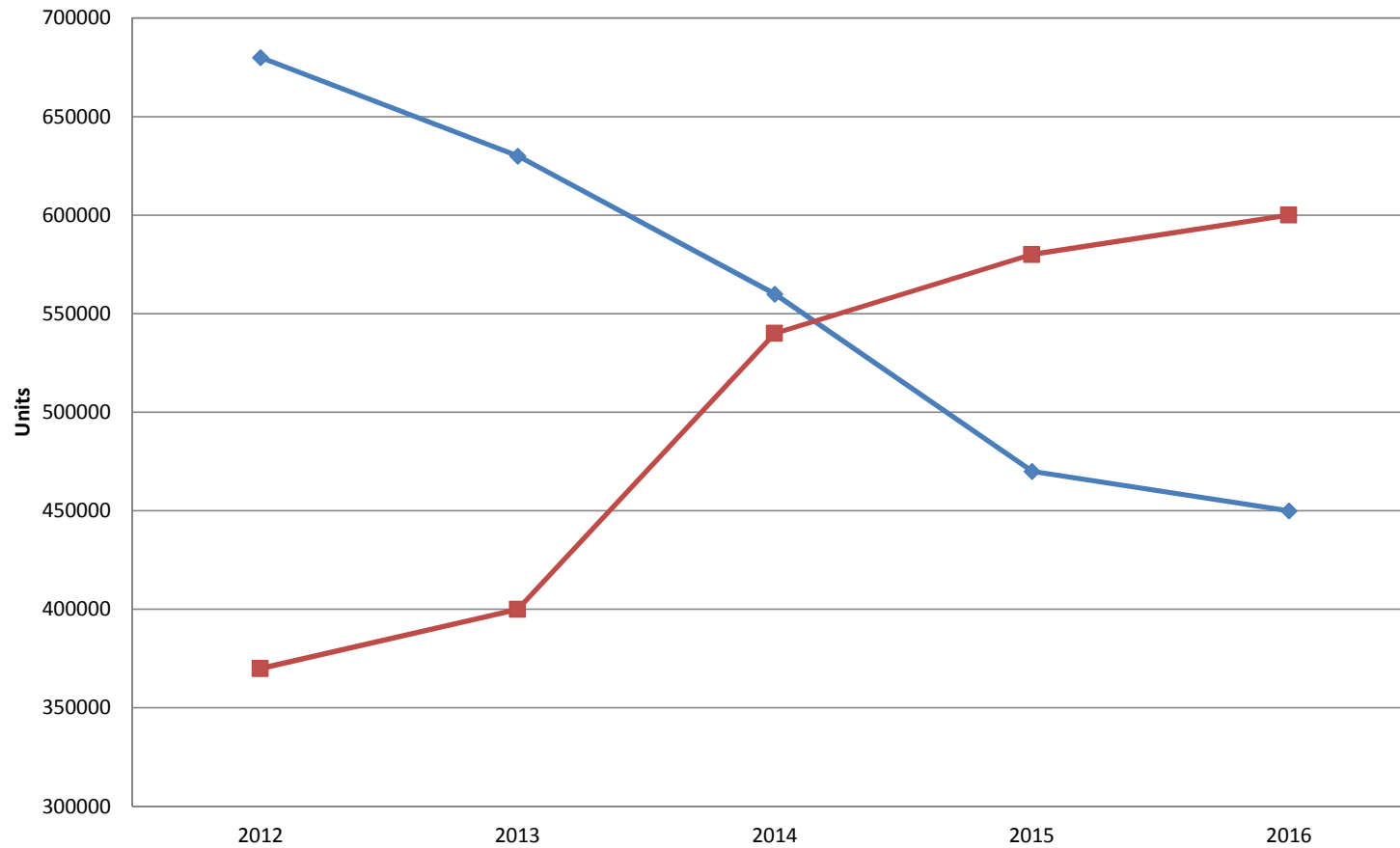


## New Tyre Market



- Note importance of Hankook
- 3 way battle for market leader joined by Goodyear
- Imported cheaper tyres also replacing remould

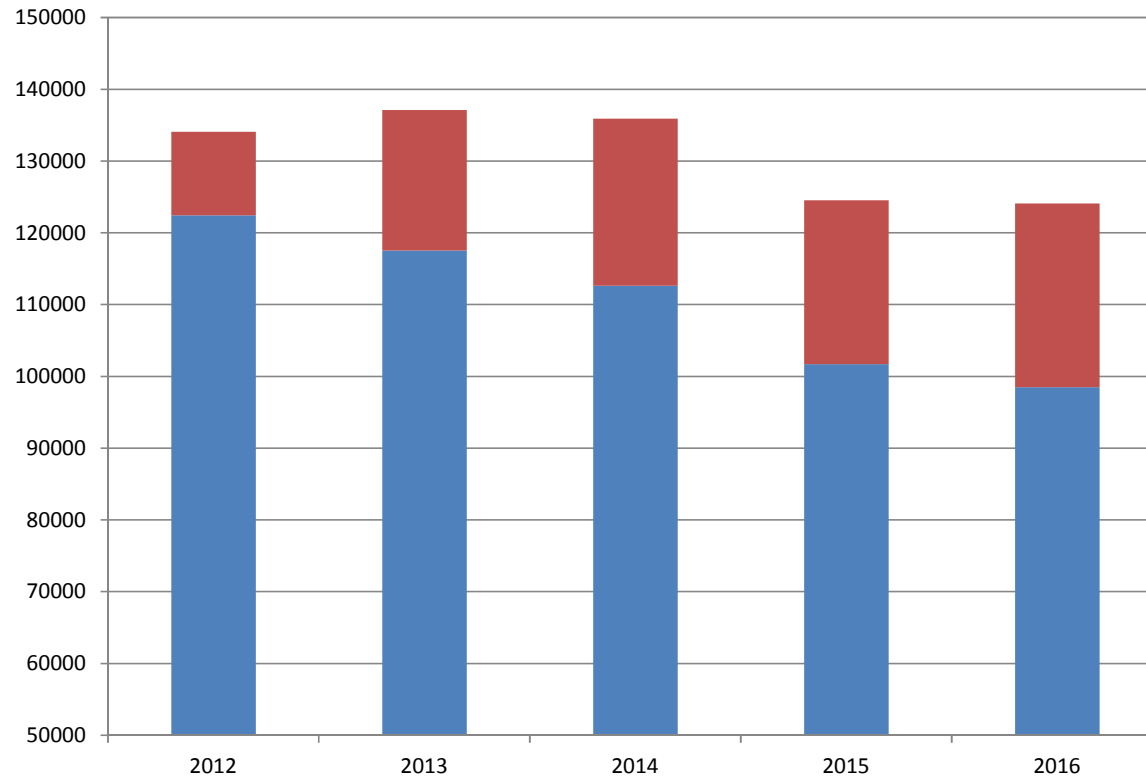
## UK Remould v Budget Tyre Sales



Remould sales reduced by over 30%



## Vacu-Lug Remould & New Tyre Sales



Remould units reduced by 12%





Why Choose to Survive  
When Surely It's Best to Thrive?



## Strategy for Surviving Thriving

- Be more than “just a retreader” offer a one stop shop tyre solution
- Fleet Business is essential to ensure sales and compete against new tyre competitors
- Offer a range of retread products lead by a world class product and production
- Work with new tyre companies to give them a retread product
- Use your size as an advantage



## The One Stop Shop

- It is not just about retread – important to offer a wide range of new products and other services to ensure you are the customer's first choice for all their tyre needs



## Tyres for **All** Applications



01905 821697

Quick Search  Go!

Cart Summary

View Cart

feelo 100% Our customers rate our excellent service at

Home About Us News Contact Us Shop Online Log In

**Browse by Department:**

- Safety Data Sheets ( SDS )
- SPECIAL OFFERS
- Quality Retread Agricultural Trailer Tyres
- Commercial Vehicle Tyres
- NEW LED Worklights
- TPWS ( Tyre Pressure Monitoring System) Valves & Tools
- Commercial Tyre Pressure Indicator Valve Cap
- Easy Balance Wheel Balancing Compound
- Air Tools, Impact Wrenches, Accessories, Air Tool Fittings, Marvel Air Tool Oil
- Jacks and Lifting Equipment
- Torque Wrenches and Wheel Nut Indicators
- Tyre Bead Breakers, Rams , Air/Hydraulic Pumps, Wheel Chocks, Bead Hook
- Tyre Pressure Gauges, Inflation Gauges, & Tread Depth Gauges
- Tyre Puncture Repair Materials
- Tyre Regroovers
- Tyre Sealant
- Tyre Safety Cages
- Tyre Service Tools, Levers, Bead Seaters, Wheel Braces, Tyre Paste, etc
- Tyre Valves, Extensions, and Accessories
- Wheel Balance Weights Car & Truck
- Winetec Wheel Lifter / Dolly / Smart Cart/ Jack
- Workwear / PPE
- Video Clips

To Customers of All Sizes involved in Commercial and Agricultural

Up a Level Site Map Departments Terms View Cart Checkout

**Welcome to The Tyre Equipment Company!**

We are a long established specialist supplier of **Tyre Service Parts and Equipment**.

We serve the commercial end of the market including haulage and transportation companies, coach and public transport, agricultural, plant and mining sectors - not to mention tyre fitters and other service companies based around these activities.

The Tyre Equipment Company is a small business dedicated to supplying old fashioned service to customers throughout the UK. We have been operating since 1991 and the owner/directors have more than 70 years combined experience in the industry.

**Order Online with Ease and Confidence**

- FREE delivery to UK Mainland (please call us for other destinations)
- No minimum order value
- No hidden charges at the checkout
- Pay securely by credit card

**Best Selling Items:**

Bag ( 50 ) Wheel Nut Reflector Indicator

**The Tyre Equipment Company**

Tweets

Tweets & replies

The Tyre Equipment Co. We are the one stop shop for all your tyre related needs. We are the one stop shop for all your tyre related needs. We are the one stop shop for all your tyre related needs.

Go to Profile and more

The Tyre Equipment Co. We are the one stop shop for all your tyre related needs. We are the one stop shop for all your tyre related needs. We are the one stop shop for all your tyre related needs.

Go to Profile and more

**facebook**

The Tyre Equipment Company

Home

About

Photos

Reviews

Links

Events

Pages

Photos

Go to Profile and more

The Tyre Equipment Company

Equipment services & supplies

Go to Profile and more

**The Tyre Equipment Company**

Bead Seating Tools

Tyre Repair Materials

Tyre Mounting Grease

Air / Hydraulic Jacks

Tyre Repair Kits

Inflation Gauges

Tyre Valves

1" Drive Air Impact Wrenches

and much more available at:

[www.tyre-equipment.co.uk](http://www.tyre-equipment.co.uk)

To request a catalogue:

Tel: 01905 821697 - 01476 513801

Email: [sales@tyre-equipment.co.uk](mailto:sales@tyre-equipment.co.uk)

[@tyreequipmentco](https://www.facebook.com/tyreequipmentco)

**The Tyre Equipment Company**

Bead Seating Tools

Manual Tyre Bead Breakers

Loose Wheel Nut Indicators

3/4" Drive Commercial Torque Wrenches

Safety Cages

Tyre Regroovers (BLLFT-86 product shown)

Tyre Valves

1" Drive Air Impact Wrenches

and much more available at:

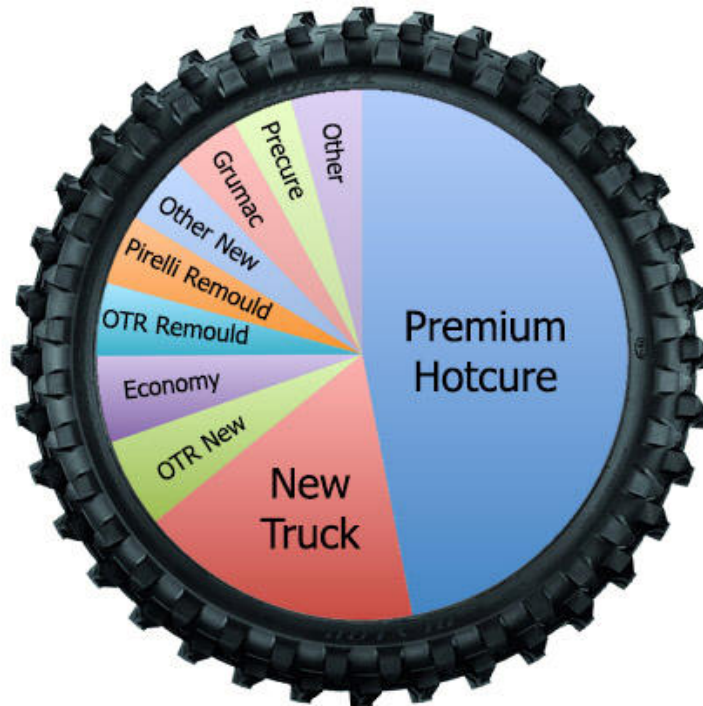
[www.tyre-equipment.co.uk](http://www.tyre-equipment.co.uk)

To request a catalogue, call 01905 821697 or email [sales@tyre-equipment.co.uk](mailto:sales@tyre-equipment.co.uk)

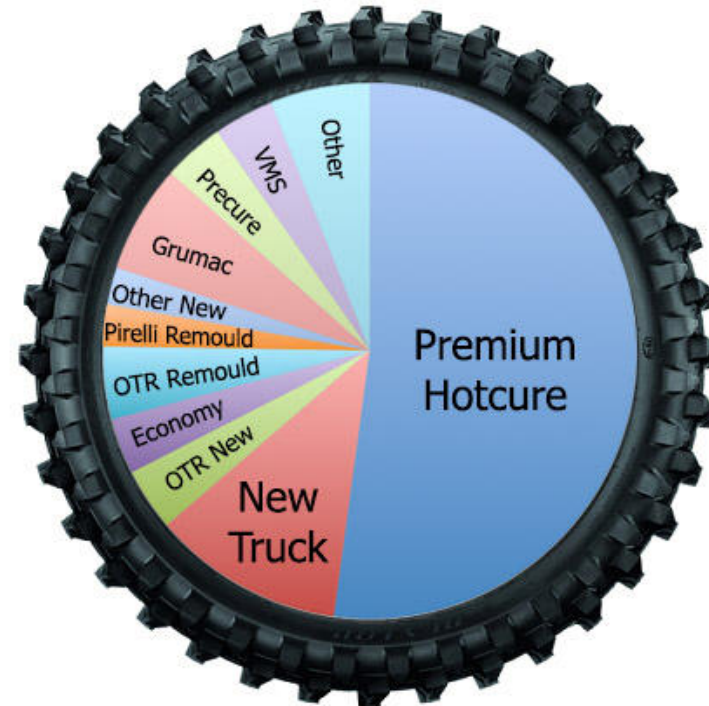
[@tyreequipmentco](https://www.facebook.com/tyreequipmentco)



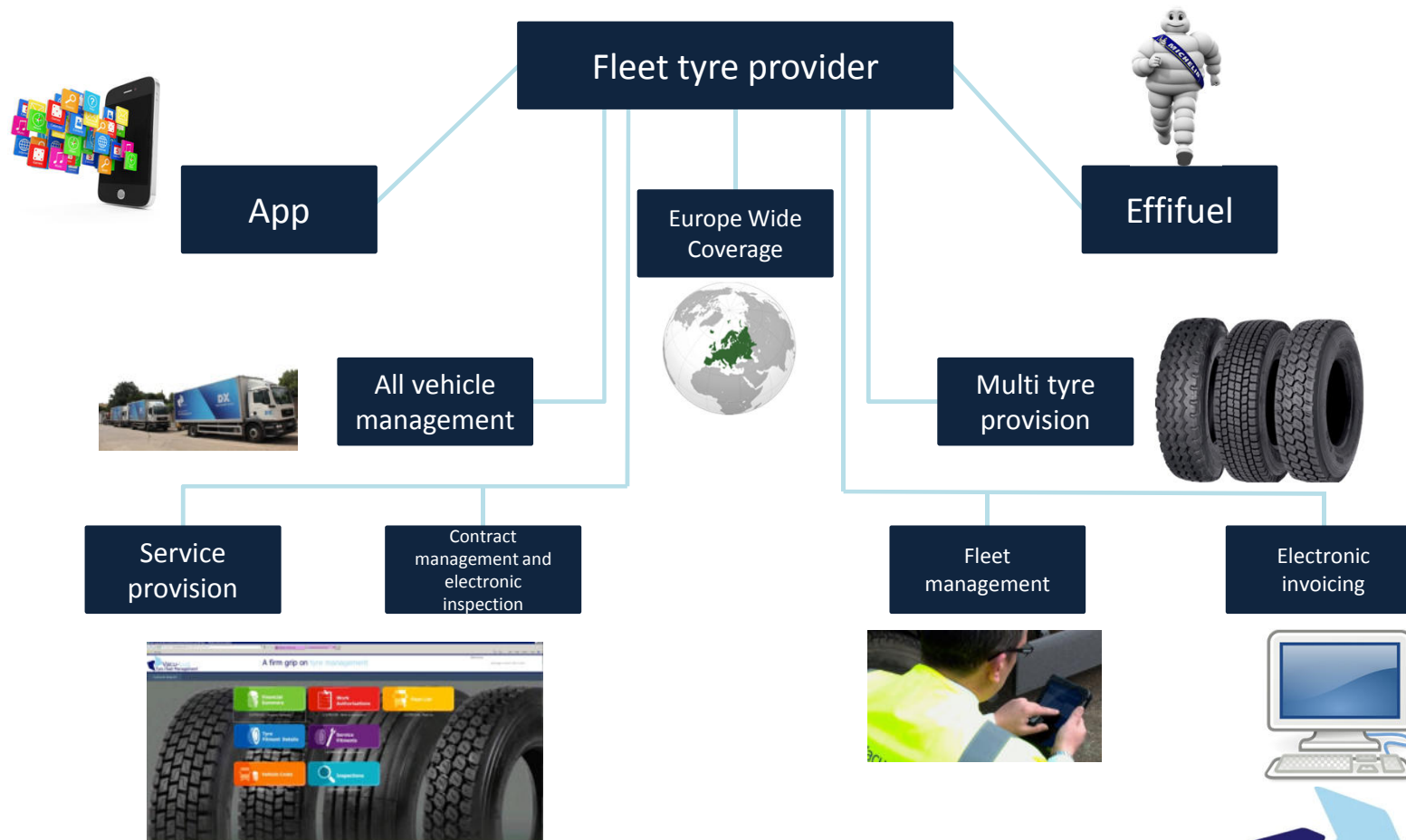
## £ Sales



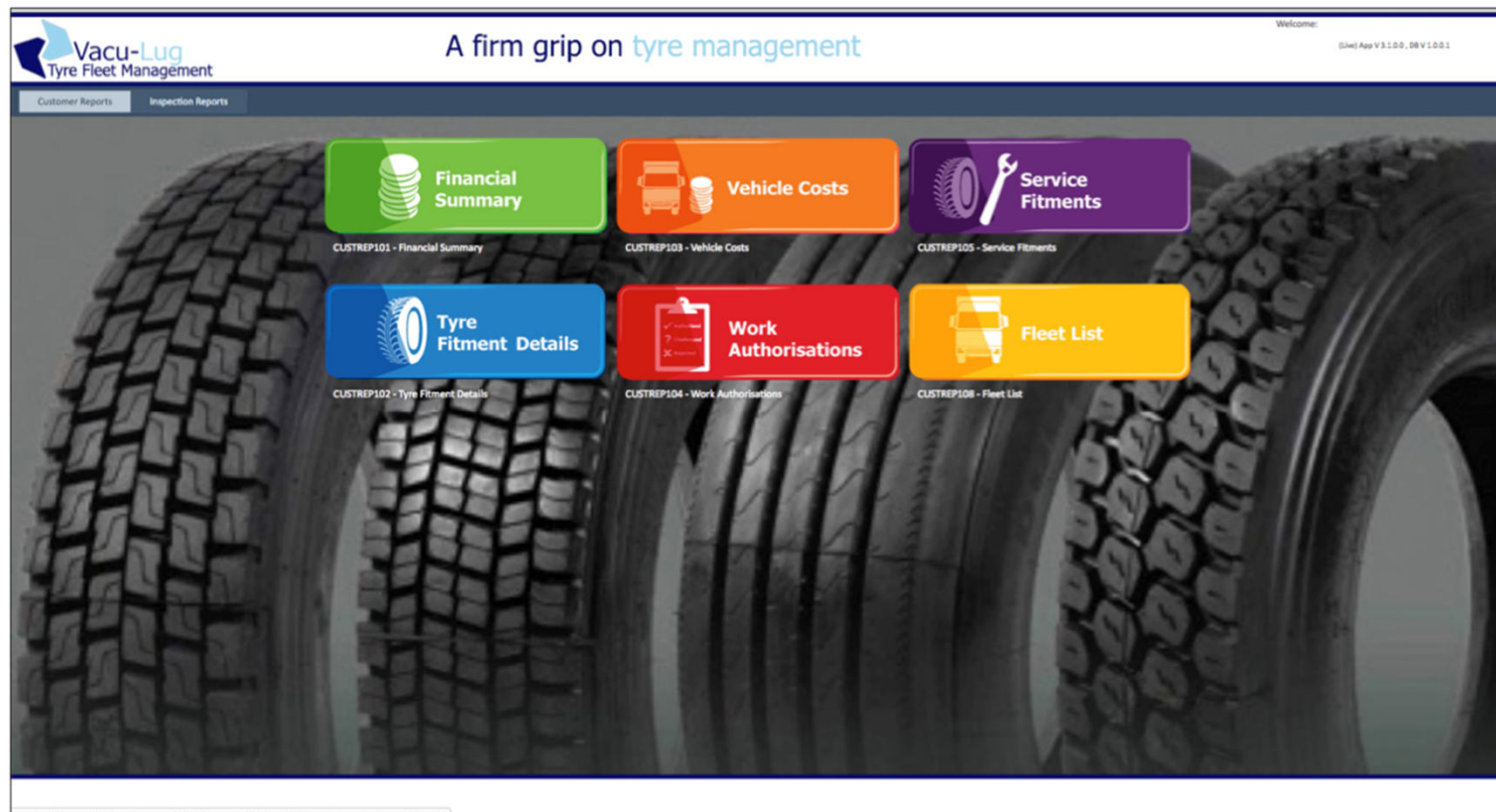
## £ GM



# The Elements of a Fleet Offer




## Internet-Based Activity Management & Web Reporting





# Measure & Record Tyre Information



A firm grip on tyre management

Welcome: 0404 App V3.0.00, 08/11/2017

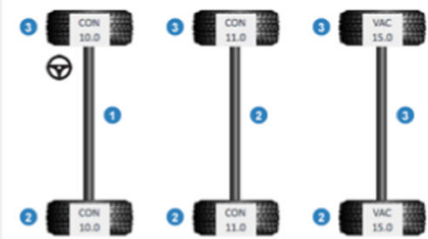
Selected Latest Period: July 2017

Period	Jul 17	Jun 17	May 17	Apr 17	Mar 17
No. Inspected	105	132	133	131	137
Total Fleet	138	138	138	138	138
% Inspected	76%	96%	96%	95%	99%

Export To Excel

Contract	Registration	FleetNumber	Jul 17	Jun 17	May 17	Apr 17	Mar 17	
ADD-Wharfedale	AJ10000	401		1	2	1	1	Details
ADD-Wharfedale	AJ10000	401	1	1	2	1	29 *	Details
ADD-Wharfedale	AJ10001	AJ10000	1	13 *	2	18 *	1	Details
ADD-Wharfedale	AJ10002	401	1	1	2	1	1	Details
ADD-Wharfedale	AJ10003	AJ10000	1	12 *	9 *	1	21 *	Details
ADD-Wharfedale	AJ10004	AJ10000	1	1	2	6 *	9 *	Details
ADD-Wharfedale	AJ10005	401	1	13 *	2	1	9 *	Details
ADD-Wharfedale	AJ10006	401	1	1	2	1	1	Details
ADD-Wharfedale	AJ10007	AJ10000	1	1	19 *	4 *	2	Details
ADD-Wharfedale	AJ10008	401	1	1	2	18 *	1	Details
ADD-Wharfedale	AJ10009	AJ10000		1	2	1	22	Details
ADD-Wharfedale	AJ10010	401		2	8		1	Details
ADD-Wharfedale	AJ10011	AJ10000		1	2		1	Details
ADD-Wharfedale	AJ10012	AJ10000	1	1	9 *	3 *	1	Details
ADD-Wharfedale	AJ10013	AJ10000		1	2	18 *	9 *	Details
ADD-Wharfedale	AJ10014	AJ10000	1	2	17 *	1	1	Details
ADD-Wharfedale	AJ10015	AJ10000	1	12 *	9	29 *	1	Details
ADD-Wharfedale	AJ10016	401		1	4	1	1	Details
ADD-Wharfedale	AJ10017	401	1	12	11 *	1	1	Details
ADD-Wharfedale	AJ10018	AJ10000		6 *	2	20 *	1	Details
ADD-Wharfedale	AJ10019	AJ10000	1	1	18 *	1	1	Details
ADD-Wharfedale	AJ10020	AJ10000	1	1	19 *	1	1	Details
ADD-Wharfedale	AJ10021	AJ10000		13 *	3	1	14 *	Details
ADD-Wharfedale	AJ10022	AJ10000		9 *	2	11 *	29 *	Details
ADD-Wharfedale	AJ10023	AJ10000	1	1	18 *	1	14 *	Details
ADD-Wharfedale	AJ10024	401	1		2	1	1	Details
ADD-Wharfedale	AJ10025	AJ10000	1	9 *	16 *	1	31 *	Details

Inspection Detail



Reg / Fleet No :

Check Date : 20/07/2017

Inspector : VMSLink

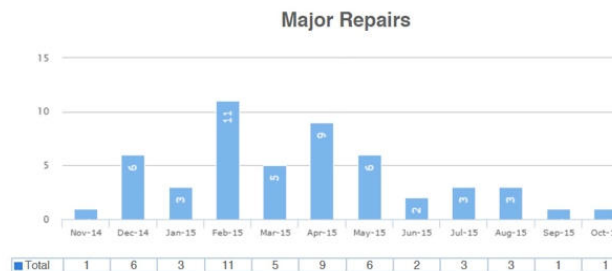
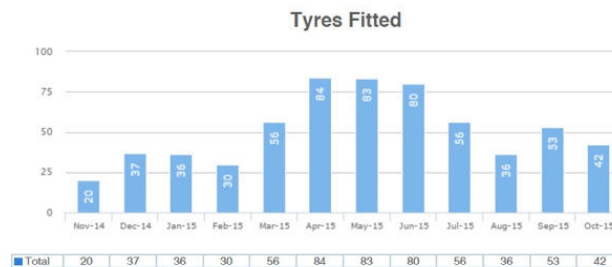
Mileage : -

No Record found

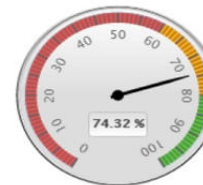
1 2 3 4 5

Close

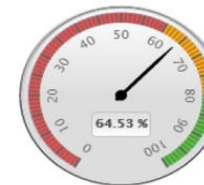
# Turn Information into Intelligence



**Inspection Rate**  
Last Month



**Inspection Rate**  
12 Months



**Service Spend**  
Last Month

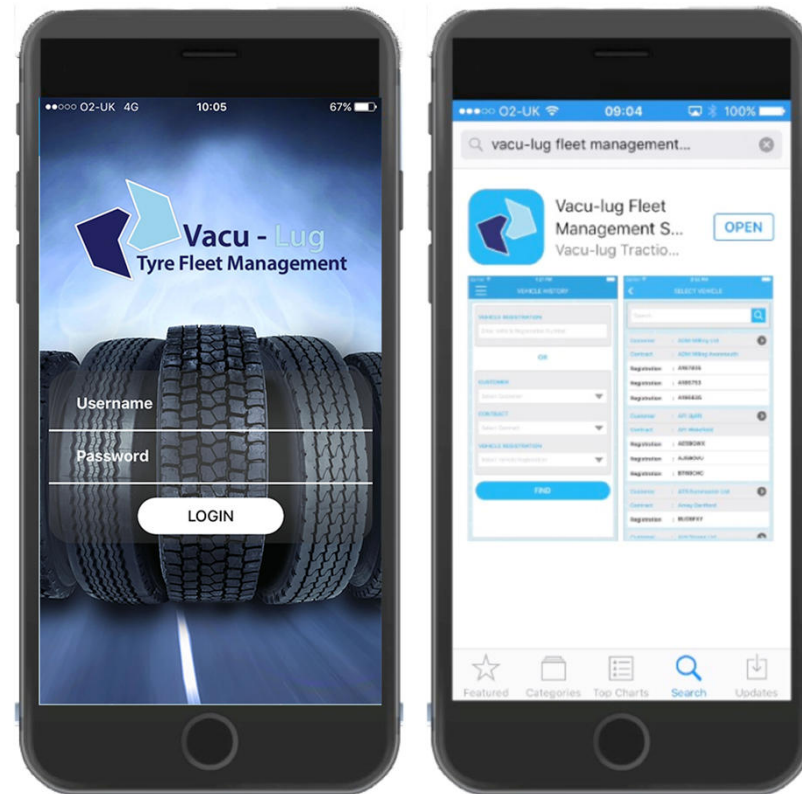


**Service Spend**  
12 Months



## VMS Mobile

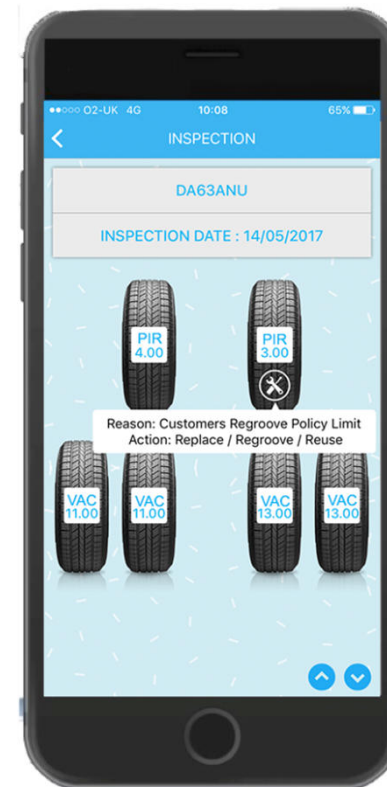
VMS Mobile summarises individual vehicle information held within VMS Online and is an essential tool for vehicle monitoring and compliance control.



## VMS Mobile

VMS Mobile also reveals the date of the most recent tyre inspection via a vehicle schematic, disclosing each tyre fitted by make and tread depth. Full inspection history can also be viewed.

Where work has been identified as being needed, a toolkit symbol is visible, alerting the customer and informing them of the reason for the work and action required.



## Why it Works for The Fleet and The Retreader



### **The Fleet**

- Good fleet management reduces overall cost
- One stop shop simplifies supplier base
- They have a solution provider not an order chaser
- Management time can concentrate on core business



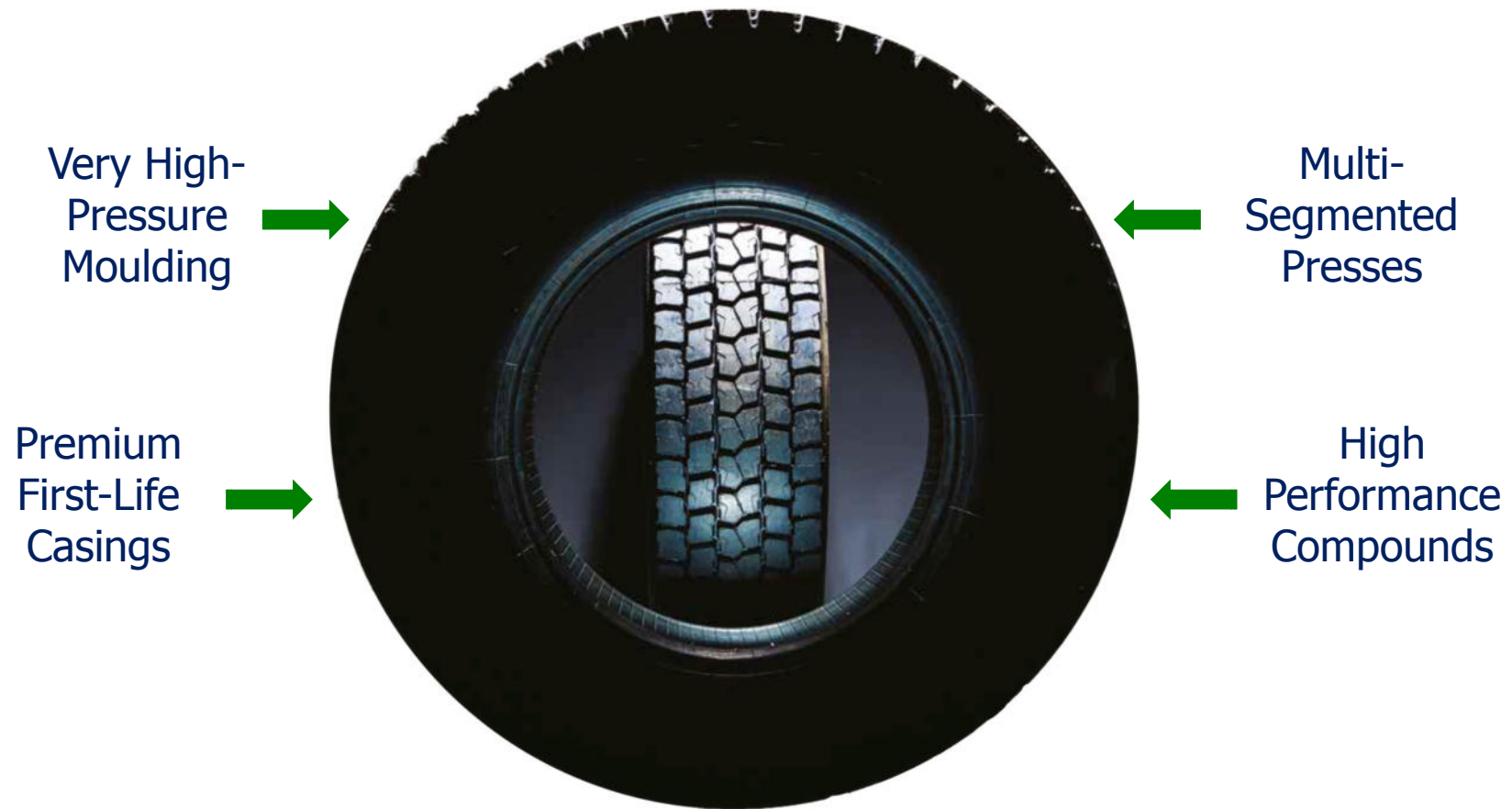
### **The Retreader**

- You ensure long-term supply with larger customers
- Opportunity for margin from fleet performance as well as tyre
- Product is stocked by Fleet Service Providers
- Not a commodity but an essential partner

## The Importance of Top-Class Products



## Elements for Top-Class Hotcure Products





## Higher Pressure Improves Consolidation



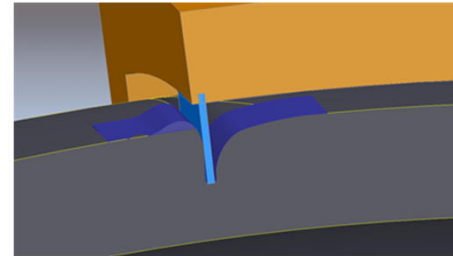
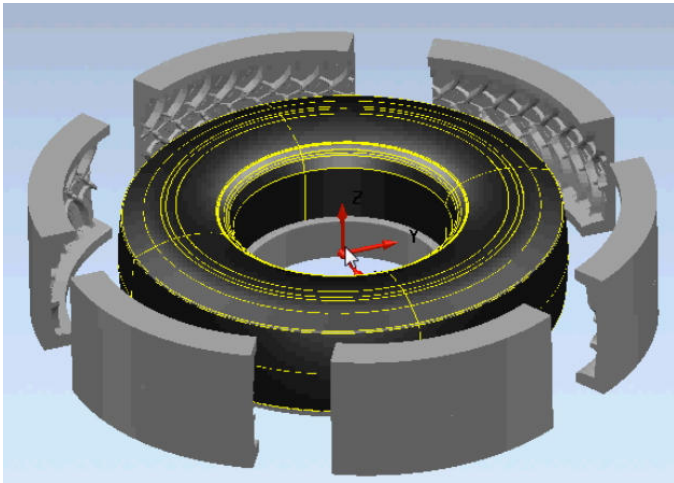


## LOGISTIK HP Press Installation



21 Bar Pressure

## Standard Six Segment Matrix

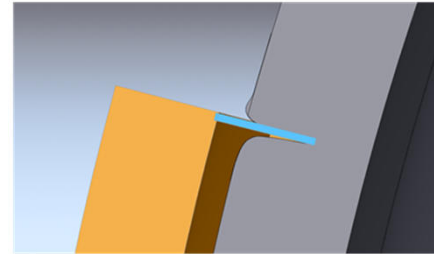
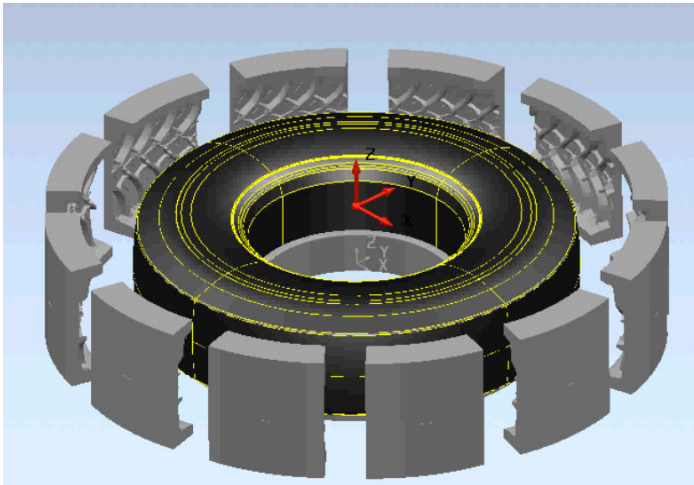


Perceptible dragging  
on the periphery of the sector

6 points with zero dragging

Acceptable roundness

## Twelve Segment Matrix



Minimum and imperceptible dragging  
on the periphery of the sector

12 points with zero dragging

Better roundness



High Rolling Resistance



Low Rolling Resistance

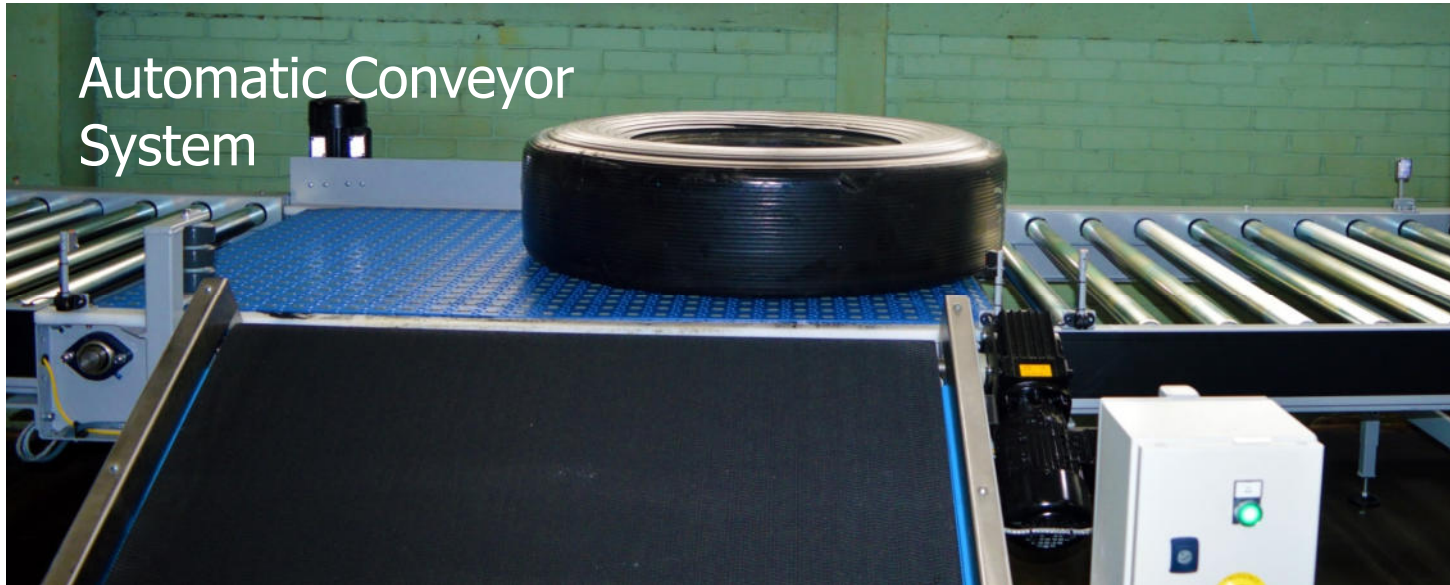


## Advantages Of Hotcure

- Better finished product that provides universal brand for the fleet
- Able to make greater use of range and types of casings
- More efficient and cheaper to manufacture at higher volume
- Ability to develop specialised compounds to match customer need



## Leading Edge Production



Inflation Testing  
150 psi (10.3 bar)  
In 3 Seconds



# Retread Range to Use Multi-Life Casings

First Life

Logistik

**LD01**



Second Life

Duramold

**WZY2**



Third Life

Trakmila

**TZY**



## Contract Retread Ranges We Manufacture

**Official manufacturers of**



**GENESIS**

**Hankook** *alpha*tread



and





