

## BTC continues to drive down costs for Tesco



Tesco the biggest supermarket retailer in the UK, continues to use Bandvulc Tyres as well as its management arm, Bandvulc Tyre Contracts.

The partnership between BTC and Tesco began in 1997 when all retreaded tyres were processed and supplied by Bandvulc. Five years later, Tesco made the move to use Bandvulc's tyre management system (BTC), gaining further savings and a greater insight into the performance of tyre fitments on its fleet through greater reporting. The system, still in use today, means that Tesco can rest assured that both new and retreaded tyres are managed by BTC in a bid to keep costs down and offer total tyre security.

Nigel Baranowski, Head of Engineering says: "Working with Bandvulc on our tyre management has enabled our business to focus on its core objectives without having to

manage this aspect of our operations. As a contract, it performs very well and delivers to Tesco what it needs in regards to performance, husbandry and overall cost advantages. In addition to this they also manage the complete service provision channel which has to run efficiently for the whole process to work. They manage this very well which provides me and the business comfort and at the same time we are informed of developments, KPIs and activity".

The benefits of known cost savings coupled with good tyre management ensures that Tesco engineers can remain confident in both the product performance and the knowledge that

they can pick up the phone and receive technical support whenever it is needed.

Tesco has recently added its fuel fleet to BTC to give greater management information.



The Bandvulc Group will be exhibiting at this year's **CV Show Stand No. 5059, Arena Zone: CVS in Hall No. 5** so make sure you drop in to find out more about what the latest developments in our tyre technology and management systems can do for your business.

### The return of the kit bag



Due to popular demand we have brought back the Bandvulc kit bag. Weary visitors can refuel at Bandvulc's stand with a Mars bar and then dip into their bag throughout the day, refreshing themselves with the rest of its contents – the essentials guaranteed to cover all eventualities - some polo mints, water and a wet wipe!!!

### A mug for charity



helps eliminate transport barriers that lead to poverty and preventable deaths. [www.transaid.org](http://www.transaid.org)

New Transaid mugs will be up for grabs for a small donation. All contributions will help Transaid in its bid to put suitable transport solutions in place in areas of the world where little or no infrastructure exists. Working in the poorest countries, the charity

### New Tyre

385/55/22.5/B2K – this tyre demonstrates Bandvulc's commitment to ongoing product development and the recycling of modern tyre sizes. A replacement for the 385/65/22.5, it reduces ride height and has been designed for new lower trailers, primarily for European demand.



## SPECIALIST GRADUATE SUPPORT SET TO CHANGE BANDVULC'S CARBON FOOTPRINT



Matteo Littera has been appointed Project Energy Engineer as a result of a Knowledge Transfer Partnership (KTP). Set up with The University of Plymouth, the national flagship government funded initiative is designed to help companies with high growth potential to take advantage of University expertise and gain a unique competitive edge.

Matteo, a high calibre graduate with a degree in Mechanical and Environmental Engineering awarded from Brighton University, will work on a 2 year project to reduce the environmental impact, particularly of energy use, within the Bandvulc Group. His aim will be to reduce carbon emissions, energy costs and, therefore, save the additional rises in energy costs. Customers, as well as the environment, are set to benefit from the savings made.

"This year, our energy costs have increased by approximately 40%, so Matteo will build on the work already started by our technical team. This pivotal project will no doubt play a central role in Bandvulc's future growth, strategic change and development. He'll be supported in his work by academics from the University of Plymouth's School of Engineering and Department of Environmental Science." Says Patrick O'Connell, director of the Bandvulc Group.



## Light at the end of the tunnel



As part of Bandvulc's commitment to save energy and the environment, it has taken the bold step of installing environmentally friendly sun pipes in two of its office areas as a trial. Their purpose is to bring natural light into the office area to provide a better working

environment with no running costs.

Comprising mirrored cylinders inserted into the roof, they collect and intensify natural daylight by up to 6-times, creating a far brighter light inside the building than outside.



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## Bandvulc re-organises to facilitate efficiency and growth

As many of you will have noticed, Bandvulc has re-branded and brought its three separate companies under a group banner. Bandvulc Tyres and its sister companies Bandvulc Tyre Contracts and Devon Rubber will now operate under the umbrella of the Bandvulc Group. Its aim is to provide customers and suppliers with a single operating company with which to deal with, enabling greater efficiency and facilitating projected future growth.

"The change will allow a more controlled focus on our core activity of manufacturing and management," says Phil West, sales director of the Bandvulc Group. "The consolidation will also provide a sound footing for future growth in the provision of unrivalled products and services for the European logistics market, ensuring that Bandvulc stays at the forefront of technology and quality."

Patrick O'Connell, director of the Bandvulc Group says: "The development of the Bandvulc Group, as one of the leading companies in European truck tyre retreading, is a culmination of three years hard work and exceptional commitment from the whole Bandvulc team. We've seen significant growth and expansion in all areas of the business and we will continue to drive it forward by focusing on innovation, efficiency, environmental management and quality."

The new branding sees the three Bandvulc companies using differently coloured but similar logos, a treatment extended across all of the Bandvulc Group's corporate communication devices. Visual as well as content changes have also been applied to the Bandvulc website, reflecting the new ways in which the company is now operating. Scheduled for completion in May 2006, the new site will give customers the ability to log in and download data. An intranet will also be available for use by Bandvulc staff in managing accounts and processes.

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# New Venture for BTC

Lamberet trailers has recently appointed Bandvulc Tyre Contracts for a five year fixed priced contract, giving Bandvulc's management division responsibility for the tyre maintenance and tyre replacement services for its fleet of 25 trailers across the whole of the UK.

"When we initially looked at a tyre supply and maintenance provider we took advice from companies such as TTL, Hill Hire and Sainsbury's. Bandvulc came highly recommended" says Howard Charlesworth, workshop production manager, Lamberet Trailers. "In all our dealings with them to date, we have been very pleased" he adds.

Lamberet, based in Warrington, offers a full range of refrigerated products to suit all types of vehicles and operations, from small vans to maximum length trailer combinations.

## Network Focus



Bandvulc has seen its sales grow considerably during the last twelve months due to a consolidation of its service provider network. James Stranex, Sales Operations Manager adds: "Due to our efforts to award fleet business in key areas, we have seen this focus initiate sales growth. Our objective is to forge strong links with our partner network to facilitate the growth of both companies". The primary

reason for such a strong focus on the 'network' is to improve and develop the national support coverage BTC needs in order to strengthen its position as "The tyre management specialist". By having such diverse options within its network, BTC can select the better operators and then utilise these within the fleet area.

We will continue this year, to strongly promote our partner network of which we have links to the Conti Network facility. By continuous development of this business area we will be in a position to provide improved services to our customers and help maintain the service channel of our activities.

## ROLE REVERSAL PROVES REAL EYE OPENER



Following the success of a training day, where tyre fitters from Ace Tyres were sent up to Bandvulc Tyre Contracts (BTC) and asked to process their own job sheets, Ace Tyres thought that they would return the favour.

They invited a BTC operative up to their headquarters in Milton Keynes to experience, first hand, life as a tyre fitter. The swap proved a huge success, strengthening the partnership between the two companies, creating an empathy amongst workers on both sides by generating a greater understanding of what the other has to deal with on a day to day basis.

"For Bandvulc to send call centre staff up to Ace Tyres, enabling them to experience the tyre service element from our perspective, is extremely forward thinking and demonstrates a unique vision," says Danny Haley, managing director, Ace Tyres. He plans to host more Bandvulc 'training' days and send more tyre fitters up to BTC because of the benefits they bring to both sides, especially amongst new employees. "Bandvulc has proved that it doesn't just sell tyres. It provides a complete management service, with experienced staff that can handle tyre service and fleet business," he adds.



### Day 1: Friday

After a hazardous journey up to Milton Keynes in the snow on Thursday night, I shadowed Ace tyre fitter "Goose" the next day to see what happens at the sharp end of tyre fitting. It was a real eye opener watching tyres being fitted and then having to try and do it myself. Its cold, you get very dirty and it's physically exhausting. Not only did I learn how to fit a double deck trailer tyre properly from scratch but which technique to apply in certain weather conditions and the right terminology to use for different stages of the process.

It was hard work and definitely looked easier than it actually was. It took me twice as long to fix the tyre in place than it did my patient trainer. Note to self: Am useless, more practice required. At 16.45, a call came through to attend a roadside job. Its amazing what fitters have to go through on the side of the road – cars just don't seem to slow down. I don't think fitting tyres will be my next career move. I'm starting to ache.

### Day 2: Saturday

After an early start, we were asked to attend a roadside job but it took us over an hour to find the truck because the driver had not been clear on his location when he initially contacted the Breakdown Company. I found out just how important it is to get the correct roadside information. Asking the right questions definitely saves valuable time on the road for the tyre fitter.

By the end of the weekend, I had learnt a lot. I also completely understood why job sheets had so much missing information on them. Often the reasons for tyre removal and tread depths are left blank or registration numbers are incorrect. But now I know why - the tyre fitters are just so busy doing their own jobs, and sometimes in such terrible weather conditions, that they just don't see the importance of the information. Hopefully, following their return visit to Bandvulc, they will set aside more time to complete the paperwork correctly so that we, in BTC, can do our jobs more effectively and efficiently.

## Trevor Munro's Diary

Having spent the last three and a half years working in BTC, the directors at Bandvulc decided it was time to treat Trevor Munro to a 'dirty' weekend away. But as his diary reveals, he was in for a bit of a shock.

<b>Profile:</b>	Trevor Munro, Operative, Bandvulc Tyre Contracts
<b>Main responsibilities:</b>	To process Ace Tyre job sheets and paperwork. To help ensure prompt payment of invoices.
<b>Driving status:</b>	None
<b>Experience of fitting tyres:</b>	None



## BANDVULC BOOSTS CLIENT ROSTER

Bandvulc Tyres has won a new contract from TTL Equipment Management (formerly known as Transamerica Trailer Leasing). The move means that it will be responsible for the retread supply of the tyre policy for TTL, a full service provider of rental, lease, maintenance, finance and sales programs, with immediate effect. Signifying its first introduction to retreads, TTL now joins Bandvulc's already impressive blue chip client list, which includes the likes of Sainsbury's, Argos, Christian Salvesen, Tesco, Hill Hire and Fraikin – all of which rely on the Bandvulc Group to supply and manage their tyre purchases, from ordering to point of fitment, and their environmental commitments in regards to scrap tyre disposal.

Designed to achieve maximum mileage potential and performance, the supply of Bandvulc tyres will be complemented by the provision of a comprehensive casing management and quality control service that focuses on the management of running costs through the development and analysis of key management data.

Entering into the long term commitment arrangement with Bandvulc, Chris Bull, UK president, fleet management, TTL says: "Bandvulc provided us with a cost effective, viable option with many additional features which we had to take notice of. Its pricing and experience in handling multi-sited operations helped in our decision process as did its ability to offer solutions to many of our complex criteria".

TTL changed ownership in June 2005, having been built

on the strong foundations of Transamerica, one of the leading trailer leasing companies in the UK and Europe. Now, after the change in ownership, TTL retains its position in the market with 15 branches serving the UK, Belgium, Denmark Germany, The Netherlands and Sweden as well as a fleet of some 14,000 trailers throughout Europe.

"The TTL ethic of remaining a company flexible enough to meet the needs of its customers fits in with our own customer care policy, where we aim to constantly evolve to suit the changing needs of our customers. We're looking forward to working closely with TTL and driving down its costs through the supply of quality products complemented by the collection and data capture of key casing information." Says Phil West, sales director, the Bandvulc Group.

## New machine saves on fuel consumption

Over the last year, Devon Rubber has responded well to the 10% increase in sales and production as predicted by Bandvulc's sales team and record levels of 72 tons per week have been produced with little change in staffing levels. This focus on efficiency is set to continue during 2006 with Devon Rubber putting itself in a comfortable position to meet further increases in demand.

The investment in the Prescott MFR (Multi Functional Rheometer) has proved successful in Devon Rubber's development of an energy compound with its ability to perform temperature, frequency and strain sweeps. This new technology has meant that compounds can be examined for good rolling resistance and heat build-up properties, without the need for extra investment on further drum testing to prove that changes have been successful. The new technology has led to very successful independent field trials at MIRA and at the BTAC open day when results of 5-8% saving on fuel consumption was recorded when compared against the market leaders in energy tyres.

