

# BANDVULC HOSTS UNIROYAL LAUNCH EVENT



**Bandvulc recently hosted its annual Key Partner Conference for service providers with one of the key features being the Uniroyal range of tyres for which Bandvulc is the sole UK distributor. Bandvulc’s Key Partner Network makes up over 80% of Bandvulc BVPlus+ fleet coverage, providing an outstanding service across the UK to its end-users.**

**Bandvulc has developed its relationship with Key Partners over many years and is always looking to grow and expand its fleet business. Its current Key Partner Network of 24 members nationally means that its coverage across the UK and N. Ireland is 100%.**

The conference was hosted at the Queen’s Hotel in Cheltenham and an opening address was given by Arthur Gregg, BV Group MD. Mat Wilkinson, Commercial Director, Continental Tyre Group, then gave an overview and update on Uniroyal, in particular the new generation of truck tyres which has seen substantial investment and more than 25 new and innovative products between 2015 – 2017.

This new truck tyre range includes the FH 40 / DH 40 / TH 40 and benefits include special sipe technology for improved wet performance, new tread compound and pattern for high mileage performance and even wear (reduced rolling resistance), plus optimised tread design giving enhanced traction on wet roads and snow.

This was followed by Phil West, BV Group Commercial Director who enlarged on the strengthening of the

Bandvulc brand by Continental’s ownership. This enables the Group to look at its offering beyond tyres and fleet management to diverse areas including vehicle dynamics, Advanced Driver Assistance Systems (ADAS) and Intelligent Transportation Systems, to name but a few. Other personnel also provided updates on key business information and upcoming innovations, including; Uniroyal wholesale through BVF1rst, BVPlus+ Fleet Management and the latest technology being introduced over the next 2 years, innovations that will help to drive efficiencies across its network.

Mark Holloway, Commercial Integration Manager BV, then gave a review of Uniroyal sales for 2017 which he was happy to report have exceeded expectations. The audience were also shown mileage performance data which, versus the competition, was very encouraging. With

double digit growth in BVPlus+ Fleet Management and BVF1RST (Bandvulc’s tyre wholesale division) it is clear that Bandvulc’s Key Partner Network is just as motivated as Bandvulc to provide an unrivalled tyre fleet service throughout the UK; this can only drive the BVPlus+ Fleet Management to new heights over the coming months and years.

Following the engaging presentations, Bandvulc’s Key Partners were treated to a visit to the Brewhouse & Kitchen where dealers were given the opportunity to test their knowledge of craft beers. They were asked to open their mind to a world of beer during the Masterclass, by participating in a beer tasting session, combined with an education from the head brewer and of course the competitiveness of a quiz on what they had learnt. We think it is fair to say everyone had a great time!

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CUSTOMER NEWS...

## EXCLUSIVITY FOR KERR'S TYRES & AUTO IN NORTHERN IRELAND

Bandvulc has awarded Kerr's Tyres & Auto exclusivity for its product range in Northern Ireland. This follows on from Kerr's appointment at the beginning of 2017 as the sole supplier of Uniroyal TBR (truck tyres) for this region.



"Having had a strong and expansive relationship with Kerr's over the past 10 years this seemed the next logical step", comments Phil West, Group Commercial Director at Bandvulc. "Kerr's provides energy and enthusiasm for the brand and this is a key reason for the change. We believe we can grow the brand in the region and Kerr's is of the same mind. The commitment of both companies will ensure continued growth whilst maintaining and improving high product awareness".

For Kerr's Norman Kerr, MD, adds: "Bandvulc is a well-known and respected brand; we believe this, combined with our ambitious plans, will grow and expand what is already a well proven partnership; this arrangement strengthens this further".

## SUCCESSFUL ACCREDITATIONS IN 2017

Bandvulc's Safecontractor accreditation was successfully renewed. Safecontractor is a leading third party accreditation scheme which recognises very high standards in health and safety management amongst UK contractors. Many major clients recognise the scheme and accept the Safecontractor certificate as confirmation of competency.

The Safecontractor logo indicates to other businesses and our insurance company that we maintain a high level of Health & Safety throughout our business and have all the relevant paperwork in place, which is audited annually by Safecontractor.

Bandvulc became a member of Avetta SSIP (Safety Schemes in Procurement). SSIP is an HSE approved umbrella organisation to facilitate mutual recognition between H&S prequalification on schemes (wherever it is practical to do so). The assessment carried out by SSIP members is a desktop scrutiny of documentation. The 2 aims of SSIP are to reduce duplication & improve health and safety compliance

This reassures Bandvulc customers that a robust Health & Safety system is in place.



MORE CUSTOMER NEWS...

## FACCENDA EXTEND WITH BVPLUS+



**Bandvulc is delighted to announce that Faccenda Foods Ltd have extended their contract with Bandvulc's fleet management division, BVPlus+.**

They first became a client in 2008 and the two companies enjoy a robust business relationship which has gone from strength to strength over that time. Faccenda Foods is one of the UK's largest poultry providers, supplying fresh and frozen chicken, turkey and duck to some of the Britain's biggest retailers and restaurants.

Faccenda has a vertically integrated supply chain that encompasses both agriculture and food production. Connecting all of these is a fleet of vehicles that are relied upon to deliver on time, every time: safely, efficiently and consistently. With a turnover of more than £500m+, they are one of Britain's largest privately owned businesses and currently employ over 3,500 people. Their fleet consists of circa 166 prime movers and 190 trailers and operates throughout the whole of the UK.

Bandvulc Regional Sales Director, Perry Buckley comments, "All the team at Bandvulc are thrilled to have extended this contract a further two years. It's testament to Bandvulc's continued investment in quality, technology and creativity to have such a prestigious operation elect to extend with the Bandvulc Group over the competition.

Continental Tyre Group's acquisition of Bandvulc in 2016 further enhances our offer both to the Faccenda Group and the UK commercial tyre market".



## SAYERS STAY WITH BANDVULC PLUS+

**Sayers Road Tankers has renewed its contract with Bandvulc Tyres and fleet management division, BVPlus+, to December 2018.**

This is inclusive of specifying Continental product as new tyre policy and utilises Bandvulc's bespoke Tankmaster tyre for front and centre axles with Uniroyal on rear axles. Three tyre makes from one company, just one of the benefits and synergies afforded by the merger of Bandvulc and Continental last July. The Bandvulc offer also includes the latest release of Bandvulc's recharge system to assist Sayers with the management of tyre damage recharges.

Sayers were introduced through a mutual distribution client and, following a successful initial trial, an agreement was formalised in early 2015. This then put Bandvulc in a good position when a well-known national milk fleet joined Bandvulc in November 2015. The contract covers Sayers' fleet of circa 100 contract

hired trailers plus full UK-wide breakdown coverage for any of their tyre needs.

Marc Kinnear, Sales and Key Account Manager, comments; "We are delighted that the successful management of the Sayers account has enabled them to confidently extend their tyre agreement with Bandvulc and I look forward to further enhancing the services we provide them with".

For Sayers Jonathan Allinson and Richard Bennett, both Hire Fleet & Tanker Maintenance Managers, stated; "Sayers' wide range of tanker availability allows us to service the transport industry and also operate a substantial tanker hire fleet, servicing many industries including food, milk, general chemical and waste. Our reputation is key for service and reliability; Bandvulc's fleet management expertise enables us to operate proficiently and with cost-saving benefits for ourselves and our clients".



## BANDVULC CLEANS UP ON CONTRACT EXTENSION WITH CSG

**An extension with CSG (Cleansing Service Group – one of the largest privately owned waste management companies in the UK) sees Bandvulc continue to manage their fleet via BVPLUS+. Bandvulc has been involved with CSG for the past 8 years and this latest deal sees BVPLUS+ continue to manage their fleet of commercial vehicles for the next three years.**

The deal sees a change in new tyre fitments to the Uniroyal brand, of which Bandvulc is the sole UK provider. CSG's full tyre policy is Bandvulc and Uniroyal, both Continental Group products, and their various locations throughout the UK are serviced by Bandvulc's Key Partner Network. The agreement sees Uniroyal new tyres being fitted to all steer axle tyres supported by Bandvulc's retread products on all other positions.

Mick Arnold, Fleet Engineer for the CSG Group comments; "The decision to extend our current

agreement with Bandvulc was an easy one to make. The complete package of product, service and financial management that Bandvulc provides has proven to be successful and the extension of such an agreement offers the CSG Group continuity and added value in what continues to be a volatile market place. The Transport sector has seen many cost pressures and it is important that we maintain relationships and advantages by working with our supply partners as we do with our customers."

Tony Doyle, Sales Channel Manager for Bandvulc and CSG's Account Manager is delighted with the extension and adds; "We place a lot of time and effort in working with our customers so that we all see long term benefits. This news reflects our endeavours and we are delighted to remain a long term supplier to CSG, managing each aspect of tyre delivery and management services throughout the UK via our contract division – BVPlus+."

## GOING PLACES WITH GO PLANT

Go Plant Fleet Services is the leading provider of specialist vehicles on an operated, rental and contract hire basis, operating on a national scale with a network of over 35 regional service centres, as well as a fleet of over 3,500 vehicles covering England and Wales.





## Team BANDVULC

We continue to celebrate a number of employees receiving long service awards.

### Congratulations to Retirees:

Neil Skelton, Stores 22 years

### Left for Pastures New:

Ryan O'Connell, Director 18 years

### Congratulations to Long Service Personnel:

**35 Years**  
Phil West, Group Commercial Director

**30 Years**  
John Rowe, Production Operator  
Paul Bevan, Wigan Depot Manager

**25 Years**  
Bill Jones, Maintenance Night Shift  
Colin Ross, BV Mixing

**20 Years**  
James Griffiths, Technical Manager  
Dave Hurrell, Distribution Manager  
Dave Mildon, Driver

*"Each year we see more and more employees achieving significant milestones in long and loyal service to Bandvulc, as is also the case at Continental. They have built up a great deal of knowledge and expertise across the business and are key to ensuring that Continental and Bandvulc maintain and enhance their reputation for quality, service and safety. A BIG thankyou to them all for their service."*

Arthur Gregg, MD.

## CHANGES WITHIN THE IT DEPARTMENT

In 2017 after 18 years' service Ryan O'Connell decided to leave Bandvulc to look after his own business interests.

As IT Director, Ryan was a driving force in providing Bandvulc with the market leading systems, speed and flexibility that has built the business to the success it is today.

We would like to thank him for all his support over the years and especially since the acquisition in July 2016, and we wish him every success in the future.

It is with great pleasure we announce the promotion of Chris Miller to the role of Head of IT for the Bandvulc Group. This will see him managing both IT Infrastructure & Development Projects.

Chris joined Bandvulc in 2012 as a Senior Developer with experience working for large organisations such

## BANDVULC PEOPLE NEW APPOINTMENTS

### DEREK BARSON, FINANCIAL CONTROLLER

Derek joins Bandvulc from a North Devon food manufacturer and brings with him a wealth of knowledge. He has worked in both private and corporate environments, but his passion lies with manufacturing. He will act as Financial Controller to the BV Group

reporting to Mark Ingram, Finance Director.

He joins us on our journey that started some 18 months ago in our transition from a family owned business to the corporate world of Continental Tyres.



### DAN SWABEY IS ANALYSING THE FUTURE

Last year Dan Swabey was appointed as Commercial Analyst within Bandvulc's Commercial Team. Previously working in the Sales Operations department of BVPlus+ Dan joined the Commercial Team to support their activity by way of analysis and investigation to enhance the team's data and reporting. Dan has a high level of expertise in technology and analysis having spent some time in BVPlus+ developing an understanding of operations. He

joins the Commercial Team with a broad understanding of the business. It's always pleasing to see people develop and grow within the business and this is another internal success story.



### PAUL IS ON HIS WAY UP!

Congratulations to Paul Fletcher for successfully completing his NVQ Level 2 in Engineering Maintenance.

He has now progressed onto the NVQ Level 3 course. Good luck for the next 2 years' training!



as AstraZeneca & the RPS Group Plc. During his time at Bandvulc, Chris has played a key role in successfully moving the development of our fleet management software 'Galahad' to a team of developers in-house; further to this he put in place the required systems & processes to ensure software projects were regularly tested & deployed keeping the business ahead of the competition.

Chris has also overseen the development of software solutions throughout the rest of the Group giving him the experience and understanding of the business goals while building important relationships with users and senior management making him the perfect fit for his new role.

We wish both gentlemen future success in their new roles.

## QCF APPRENTICESHIPS BVPLUS+

Congratulations to all of the BVPlus+ members of staff who completed their QCF Apprenticeships in either Business Administration or Customer Service. The main focus of these apprenticeships is to enhance/develop the skills that our staff members already have, and encourage them to identify their potential. We have been offering these courses for a few years now, and have noticed significant improvements within our operation due to a better understanding of our processes and procedures. Well done to everybody involved!!



LtoR: Scott Johnstone, Alex Hill, Terri Rice, Becky Stalley, Tracey Matthews, Sophie Walmsley, Sharon Walmsley

## NEW ISO STANDARDS

Last Spring LRQA visited to audit us and hopefully move us to the new standards. We were on ISO 14001:2004 & ISO 9001:2008 versions. In 2015 ISO released a new 2015 version of both standards and gave three years to move over to the new standards.

THE GOOD NEWS IS WE QUALIFIED FOR THE NEW STANDARDS!

It took 18 months of work to ensure we had all the correct procedures and documentation required for the new standards and the auditor commented "this was one of

easiest transfers I've done so far, the new management systems you've put in place are very good"



## BANDVULC & CONTINENTAL INTEGRATION STEPS UP A GEAR

The integration of Devon company Bandvulc, the UK's largest truck tyre retreader, and innovative brand leader Continental in 2016 is delivering results, according to Managing Director Arthur Gregg.

Bandvulc began as a small independent company in 1971 when the O'Connell family started recycling truck tyres at a Kingsbridge base using rubber imported from Malaysia. The business has grown to producing 4,000 tyres a week and developed into fleet maintenance work which includes 24/7 support for two thirds of the supermarket fleets on our roads, including many household names.

Their success attracted the attention of Continental AG which acquired Bandvulc in July 2016, sustainably strengthening Continental's position in the UK and Irish market. Bandvulc became the exclusive and sole supplier of the Uniroyal truck tyre brand in January and the then Managing Director Patrick O'Connell and Business Integration Manager Arthur Gregg reported positive progress in bringing the two sides of the business closer together to the company's European Tyre Board.

Patrick, who started in the family business by working on the factory floor in his school holidays, stepped down as MD of the Bandvulc Group of companies on 1 May 2017 to spend more time on other projects within Continental.

"I have enjoyed my years steering Bandvulc and growing a highly successful business," says Patrick. "It is always down to having people who work together to achieve a goal. At Bandvulc we have always had good people with good systems to produce an output without rival in the industry. I look forward to being involved in a future business with the same vision."

Taking on the role of MD Arthur Gregg, who joined Bandvulc from Continental on acquisition, has a wealth of experience in the tyre industry having previously worked for Michelin and Bridgestone, and reports to David Smith, Managing Director at Continental Tyre Group Ltd.

"Arthur will be taking the helm of a great team that has the drive to succeed and will continue to push forward with great quality products and services plus fantastic new ideas," says Patrick. "This is going to be a challenge for both of us as we take on new roles."

## COMMERCIAL TEAM CHANGES FOR 2018

BANDVULC PEOPLE

In order that Bandvulc continuously evolves and develops inevitably there are periods of change. 2018 will see some role changes to our team which will reflect the needs of the business and promote growth as individuals.

Tony Doyle – Trade Sales Manager

Mark Holloway – Trade Sales Manager

Charles Wilson – Sales & Key Account Manager

Ben West – Sales & Key Account Manager

Perry Buckley – Business Development Director

Sinead Jones – Sales & Key Account Manager



Commenting on his appointment Arthur Gregg said "Firstly, I have to thank Patrick and the whole team at Bandvulc who have made me feel very welcome. They have built up a great business by having a fantastic team of people, which I am privileged to join and now lead."

Arthur added "I have been a Sales & Marketing Director for over 14 years, so this change gives me a wonderful opportunity to take on new challenges in what is a fast moving, customer focused, innovative business & whilst learning more about the production environment."

Patrick remains at the Bandvulc site with new responsibilities in retread research & development and innovation & technical advancement, which will offer a better overview of retreading across Europe and worldwide. He will report to Ralf Benack, based at Continental's head office in Hannover, Germany.

## REACT ROADSIDE TYRE TECHNICIAN OF THE YEAR

Having an entry in the category for the REACT Roadside Tyre Technician of the Year at October's annual NTDA awards ceremony (fondly known as the Tyre Industry Oscars), Tyre Maintenance returned triumphant after an independent



panel of judges awarded Tomasz Wojciechowski, based out of our depot in Lutterworth, the accolade of joint winner in this strongly contested category.

The criteria the judges were looking for included that the technician had a proven track record of excellent safety compliance and customer service delivery and also possessed that 'star quality' having achieved something exceptionally brilliant that made them stand out from other entries.

"We are truly delighted for Tomasz and that his achievements within the business have been recognised at the very highest level. Special thanks go to Tesco, ASDA &

Pullman Fleet Services for taking time out to send in their testimonials for Tomasz, submitted alongside those from myself and his Manager.

Within an industry where blame is quickly apportioned to our technicians when things don't go quite right, Tomasz's achievement sends out a clear, positive message to all our hard working guys delivering quality customer service day in day out that their efforts are recognised and rightly appreciated. Well done Tomasz!"

Paul Fields, Director of Sales & Operations, Tyre Maintenance Ltd.

## TOUR DE MOOR

On Sunday 15th October 2017 it was mud, sweat and gears as a team from Bandvulc took on the Tour De Moor challenge. The event, which runs each year and raises money for St Luke's Hospice Plymouth – raised an estimated £80,000 - The Bandvulc Team contributed over £840.00 through sponsorship/donations. The challenge is to cycle either 11km, 23km or 55km across the wilds of Dartmoor, all starting from Yelverton.

The intrepid team members were:

55km Richie Martin, Scott Johnstone, Carl Hutchins

23km Rob Atkinson, James Lawson

11km Reg Souch, Tom Brannon, Katie Mailling, Tony Mailling



## JAMIE KINGDOM'S CHARITY GOLF DAY RAISES £819 FOR CANCER RESEARCH

Every other year Bandvulc holds a charity golf day in memory of Jamie Kingdom, who was a friend and work colleague of many people at Bandvulc. The event was held at China Fleet Golf Club in glorious sunshine on Sunday 6th August and a good day was had by all.

Thank you to everyone who donated prizes and supported the fundraising.



Ken Peart being presented with the Jamie Kingdom Golf Trophy by Tony Mailling

## PATRICK MADE A BREAK FOR IT

Our very own Patrick O'Connell once again completed the Breakwater Swim in aid of The Chestnut Appeal for Prostate Cancer. He raised **£492** for this worthwhile course and is already planning his training for the 2018 event.



## CHARITY EVENTS

### WORLD'S BIGGEST COFFEE MORNING

MacMillan Cancer Support coffee morning was held on 29th September and we raised £264.07.

### WEAR IT PINK

Thank you to everyone who supported this fundraising event - we raised £313.66.

The staff at Bandvulc are constantly raising money for various different causes and charities. Here are some more events that were held in 2017...

### UWCB BOXING EVENT

Our Sales and Key Account Manager, Ian Harris took part in the boxing event in aid of Cancer Research UK. He won on points after a hard fought 3 rounds and raised £310 through his JustGiving page as well as filling 2 tables by family and friends raising a total of £1010.

### SAVE THE CHILDREN CHRISTMAS JUMPER DAY

15th December saw all of those Christmas woollies get dusted off and adorned for a great cause. We raised £251.60 for Save the Children.