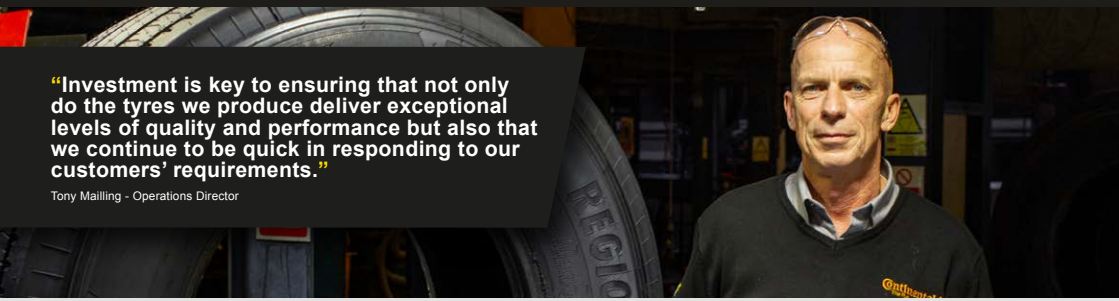
BANDVULC TRUCK TYRES 1971 50 YEARS 2021

TREAD BITES

AUTUMN 2021

WELCOME TO OUR 50TH ANNIVERSARY EDITION OF TREAD!



"Investment is key to ensuring that not only do the tyres we produce deliver exceptional levels of quality and performance but also that we continue to be quick in responding to our customers' requirements."

Tony Mailling - Operations Director

50 YEARS OF BANDVULC

2021 has been a BIG year for us so far with no sign of things slowing down! We're celebrating 50 years of being Britain's leading commercial retreader and this milestone anniversary is marked by the introduction of the next generation of quality retread products and major investment planned for our plant in Lee Mill, which has been our home since the beginning.

We began our journey re-using rubber to make retread tyres back in 1971, retreading just 30 tyres a week for local use. Bandvulc now produces a premium quality retread tyre every three minutes to serve commercial vehicle customers across the country.

THE KEY TO OUR SUCCESS

The factory is usually a hub of activity but with so many projects underway currently it's a particularly exciting place to be! This year we've made a £1 million investment in automation in one of our build cells which is due to be launched later this winter. It's a huge investment, the biggest for many a year, and we are planning more investment next year with an additional robotics project.

Innovation is only half the story, our other key to our success is our 300 strong manufacturing workforce and we've continually invested in training to ensure our people have the right skills for each area of production. We mark our 50th anniversary with many employees able to count their association with the company in decades rather than years, a unique message we are very proud of.

The beauty of Bandvulc products being made in the UK is that our extensive knowledge of UK roads, infrastructure and of course our customers and their operations has been mirrored in our growing product range.

THE FUTURE OF RETREADING

Our passion for a greener retread has been part of our mission since the beginning but more than ever sustainable manufacturing developments and legislative changes are being driven at accelerated pace. Bandvulc are well ahead of the game here as the reuse and recycle approach is in our DNA; David talks more about this on page 2.

We are very proud of our journey and whilst the successes of the past are celebrated, we have our focus firmly set on the future. We believe in the old saying that 'standing still is going backwards' so we keep innovating, we keep developing and creating new products and we look at changes in manufacturing and technology that will make us more effective and more energy efficient, into the next 50 years.

Tony Mailling - Operations Director

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SUSTAINABLE RETREADING FOR A GREENER FUTURE

In 2016 Continental's acquisition of Bandvulc started an exciting new journey for both organisations. We already had an extremely positive 25 year working relationship, the acquisition allowed us to implement a five-year investment plan with projects designed to increase efficiency at the plant to mirror the predicted increase in demand for retread tyres. Who better to lead the way than Bandvulc and Continental whose ambition is to maintain profitable growth, through sustainable solutions?

"Bandvulc pioneered retread technology back in the 70's and their operations are a perfect example of intelligent circular economy solutions. When truck tyres are renewed, rubber removed from the tread is reclaimed and used for new rubber compounds."

Sustainability is an integral part of Continental's Vision 2030 strategy across our global tyres business. Continental continually invest in research and development to drive innovative technologies, alternative and sustainable materials, and environmentally friendly production processes and our ongoing investment in the Bandvulc plant is a big part of this. Our Ivybridge plant unites tyre recycling and retreading under one roof, setting new benchmarks in sustainability.

RESPONDING TO CUSTOMER NEEDS

We firmly believe demand for retreads as part of tyre contracts for commercial fleets, is set to remain buoyant, with operators keen to reap the benefits of this more economical and sustainable option.

We offer more than 100 different retread patterns and sizes, all developed and manufactured in our UK plant. The latest Bandvulc product, the Wastemaster 5, launched in June 2021, with further products expected in 2022, including an addition to our Fleetmaster range and a new trailer offering, are testament to the growth in popularity of quality retreads in the UK as a route to greater sustainability in road transport.

A SUSTAINABLE FUTURE

Every Bandvulc tyre we produce saves 80% of the materials required to manufacture a new tyre, therefore significantly reducing the impact on the environment. This means we are able to save 30kg of rubber compound, up to 20kg of steel and 60kg of CO_2 on every retread tyre produced compared to a new tyre.

We all have to be more sustainable, and legislation is certainly helping drive that forward. It's difficult technically and there are aspects to be overcome, but that is what is exciting. As the need for greater fleet efficiency and reduced emissions grows, we are well-prepared to help answer the call.

David Smith - Managing Director for Continental Tyre Group

Every tyre accepted through the initial inspection will generate approximately 7kg of rubber crumb for reuse when it is buffed down prior to the retreading process.

COME AND VISIT US AT TIP-EX 2021

TRAILER RESOURCES LIMITED RENEWS CONTRACT WITH BANDVULC AND CONTI360° SOLUTIONS

Trailer Resources Limited (TRL), one of the UK's leading trailer contract hire and rental firms, has renewed its tyre partnership with Bandvulc and the Conti360° network for a second year, in acknowledgement of our outstanding performance and excellent service.

Established in 1993, TRL has seen sizeable growth during its near 30 years in business. Operating from a central head office in Hemel Hempstead, Hertfordshire, the company's fleet comprises of nearly 2,500 trailers of varying size and functionality, with wagons based at 175 different sites across the UK and Europe. While TRL serves a broad range of sectors, their specialism in curtain side and double-deck trailers has seen the company become a preferred supplier for several pallet distribution companies. Maintenance and trailer MOTs can be undertaken at the company's two-bay testing centre.

"As an ambitious, pan-European operator, we needed a tyre partner that could comfortably support our broad network," explains Rob Saunders, Director of Operations at TRL. "We've used several tyre suppliers in the past, but none could provide the level of service offered by Bandvulc and the Conti360° network.

"Due to the nature of our work as a rental firm, we wanted the Bandvulc team to be fully integrated into our customer service offering. We've made excellent progress over the past year and we're impressed by Bandvulc's commitment to strive to do more.

"We know that Bandvulc and the Conti360° network genuinely care about the business and that means we can trust them to deliver."

TRL utilises a broad selection of Bandvulc tyres across its wide-ranging fleet and benefits from the immense capability of the Conti360° Solutions programme. The partnership is overseen by Neil Davies, Regional Fleet Sales Manager at Continental Tyres.

"We're delighted to have further extended our relationship with TRL for another year," Davies said. "We offer the full Conti360° service, providing a rapid response for both TRL and their respective customers in case of a breakdown in the UK or Europe. We're also supporting the rental company at 175 of its customers' sites, completing necessary inspections in line with both TRL and the users' varying regulations.

"The Conti360° service has enabled TRL to receive bespoke daily and weekly reports, allowing them to clearly analyse the performance of the tyres and work with its customers to better mitigate damage and failures."

Davies adds, "The choice of tyres used on the TRL fleet depends greatly on its configuration and intended use. We currently supply Bandvulc B2Ks in 385/65R22.5, BT3s in 445/45R19.5, BTAs in 245/70R19.5 and ZAs in 265/70R19.5. We're also able to offer TRL the flexibility in purchase and supply that they need. Currently, they order tyres in bulk annually, with rubber utilised as and when needed throughout the year."

For TRL, the combination of excellent service, a reliable and high performing product and a can-do attitude, has helped to solidify Bandvulc and Conti360° as its ongoing fleet tyre partner. "Overall, we're very happy with the product and the attentive support we receive from the team day in, day out," Rob summarises. "The partnership has allowed us to reach a new territory in Europe that we wouldn't have been able to hit before, and we now have a strong level of cover everywhere. The strong rapport with our contacts and the consistent performance we receive is what a business like ours needs."

BARRETT STEEL CONTRACT EXTENSION STRENGTHENS PARTNERSHIP WITH BANDVULC

Nationwide steel stockholder and processer, Barrett Steel, has extended its contract with Continental's UK-based retread tyre brand, Bandvulc, with a new two-year agreement. The deal will see the two firms clock up nearly 15 years of collaboration, driven by Bandvulc's cost-effective tyre range and Continental's Conti360° Solutions exceptional customer service.

With over 150 years in the steel stockholding and processing industry, Barrett Steel now comprises of a group of over 40 companies operating from nearly 30 sites across the UK. The group's operations cover a wide range of customer needs, from structural sections and steel processing, to a wide range of Safety and Access products. Barrett Steel's fleet can frequently be found making deliveries to a diverse client base, spanning the construction, energy, transport, engineering, and safety sectors.

Richard Tallis, Group Logistics Manager at Barrett Steel, said: "For us, a retreaded tyre makes a great deal of sense. Shards and shavings of metal are prevalent in the environment in which we work and that can often lead to punctures and tears. We're rarely in a position where our vehicles can run a tyre to the end of its working life.

"Using a retreaded tyre from Bandvulc is much more cost-effective for us than a new, high-mileage tyre when it's almost a certainty that they'll need to be replaced ahead of time. What's more, the standard of the product means that we get a perfect balance of high quality and overall cost."

Barrett Steel's contract is managed through Conti360° Solutions, a complete all-round fleet tyre management service that helps operators to maximise efficiency and cut overall running costs. Customers benefit from a dedicated account manager, a customised tyre policy, ongoing monitoring and reporting and a fast-response 24/7 tyre breakdown service across the UK and Europe.

"Since I joined the company five years ago, I've worked closely with the team at Bandvulc and Conti360° Solutions," explains Richard. "I definitely feel that I can trust our contacts to always help me to find a solution and get things done. It's one of the main reasons why we chose to sign an extension, because we have this strong relationship that meets all our needs. I prefer to stay with suppliers for the long term as we have the grounding and understanding that helps us to make incremental changes and refinements over time."

The steel stockholder and processer's current rubber policy sees its tractors' drive axles run Bandvulc BD08 Fleetmaster Long Haul retread tyres, while steer axles wear Uniroyal's FH40 high-mileage tyre. The fleet's trailers utilise the Bandvulc BT08 Fleetmaster retread tyre.

"Not only are we happy with the service and the performance of the tyres," says Richard. "As a business, we strive to operate in a socially responsible way, and we're happy that we can support the recycling process by choosing retreaded rubber."

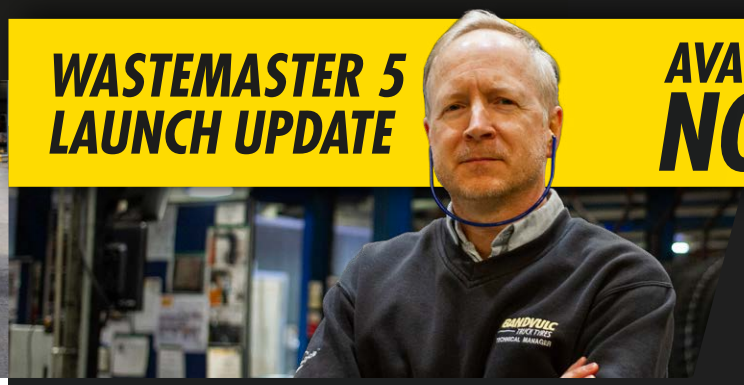
BANDVULC DELIVERS STERLING SERVICE FOR MC RENTAL

For commercial vehicle rental firm, MC Rental, Bandvulc has proven to be the perfect fit. Their decision to switch to Conti360° Solutions has not only delivered real-world benefits to the on-road performance of their extensive fleet but has allowed them the chance to improve their principal value – customer service.

The winning formula of exceptional, customer-centric service, clear accountability, frequent communication and a market-leading range of tyres has seen Bandvulc secure its position as a critical supplier for MC Rental. “Working with Bandvulc has proven that, despite the challenges we face daily, it really is possible to deliver an excellent standard of tyre maintenance and service that meets the needs of all parties involved” concludes Nick. “Where we once had no-shows, delays to service and a lack of transparency in communications, we have reassurance that Bandvulc and the Conti360° network will get the job done. Our customers are happy with the service they receive, as are we, and that’s the most important thing.”

See the full story online at bandvulc.com/news

WASTEMASTER 5 LAUNCH UPDATE AVAILABLE NOW



The launch of the Wastemaster 5 earlier this year marks the 5th generation of the Wastemaster tyre product which has been developed, tested and produced here at Bandvulc.

The Wastemaster 5 offers the latest industry features for this sector; we’ve retained Bandvulc’s pioneering ARMORBAND™ sidewall technology, which adds additional protection against sidewall scrubbing and the re-designed tread pattern offers wide zig zag grooves for excellent displacement of mud and water.

The Wastemaster 5 also bears the Three-Peak Mountain Snowflake (3PMSF) symbol which indicates the tyre meets required performance criteria in snowy conditions and provides improved snow traction beyond a standard M+S branded all-season tyre. It was important for us to make this investment as it gives our customers peace of mind that the tyre will offer superior traction in all UK conditions. It also makes the tyre very flexible if we wish to sell it in Europe where 3PMSF is mandatory in some countries in the winter months.

We’ve collated feedback from the drivers who have trialled the Wastemaster 5; they are experts on how it handles and how the tyres grip. The solid shoulder design and wider contact area provides enhanced stability control and excellent handling characteristics and the feedback we’ve had from testing so far has been extremely positive.

James Griffiths - Technical Manager

BANDVULC.COM

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Keeping up to date with all things Bandvulc is easier than ever with our all new website. Explore our full product range, check out our latest news, product releases and more at bandvulc.com.

INTRODUCING WASTEMASTER 5

THE NEXT GENERATION WASTE TYRE

3PMSF

ARMORBAND™

STONE EJECT

HANDLING ASSIST

WE CELEBRATE BANDVULC'S 50TH ANNIVERSARY BY GIVING BACK TO OUR LOCAL COMMUNITY

The glorious South Hams has been Bandvulc's home for 50 years and when we looked to mark our 50th anniversary, we remembered the old adage that "charity begins at home" and decided to use the milestone birthday as an opportunity to say thank you to our local community.

We already have a charity team at Bandvulc which meet frequently and hold fundraising events throughout the year to raise money, however this year is different because we decided to give 20 community groups £250 that shared our Devon postcode – PL21.

We've had a great response from it, and it's been really interesting to find out about the different charities and groups from our local area that applied – some we didn't know anything about. Charities and community groups* which received the grants range from the Ivybridge Foodbank to crafting groups and a sustainability project which is building up woodlands with more trees and wildflowers, aligned with Bandvulc's sustainability culture.

"The YEM project is a legacy project. People connect with rivers, woodland and meadows and fresh air and green spaces are feel good motivators. Given funds and a good local story, volunteer recruitment should be easier for our projects and ongoing work - thank you Bandvulc for supporting not only the local community but our environment too."

Pictured: Julia Bertram along with the YEM team who claimed a Bandvulc community grant on behalf of Yealm to Moor.

There's a mum and toddler group, two local primary schools, the Rotary Club and a couple of local sports clubs along with the Ivybridge branch of the Royal British Legion who are going to spend the money on maintaining the local memorial garden in Ivybridge.

Local youth football organisation, Manstow football club are pleased to be able to use the contribution to support the development of the club facilities in Ivybridge. Alex Haste comments;

"It's great that Bandvulc have focused this campaign around the local community; the donation will be used to support the building of our clubhouse, which as a growing club, has become more and more important giving our young players much needed facilities and changing rooms."

The original plan was to hand out 20 grants, but two additional groups applied which made deciding difficult so in total 22 groups have received a Bandvulc donation. The last couple of years have been incredibly challenging for many people in Devon, and we are thrilled to be able to help in this way. Ivybridge Foodbank told us how tough September is going to be with the furlough scheme ending and people struggling to find jobs. Until you do something like this you don't know what it means to people. It's nice for us to be able to have this link with the community which we're extremely proud to be part of.

Tony Mailling - Operations Director

Ivybridge Ring & Ride

Emotional Logic Centre

Filham Bike & Skate Park

Ivybridge Foodbank

*See the full list of recipients online at bandvulc.com/news