

## Retread Tires Endorsement Video Transcript

### **(VOICE OVER)**

MORE THAN NINE OUT OF EVERY TEN FLEET VEHICLES USE THEM....INCLUDING MILLIONS OF TRUCKS IN THE UNITED STATES. THE TECHNOLOGY TO MAKE THEM IS STATE-OF-THE-ART. WE'RE OF COURSE TALKING ABOUT RETREADED TIRES. AS A FLEET MANAGER...YOU ALREADY KNOW THAT THEY SIGNIFICANTLY REDUCE OPERATING COSTS AND THEY ARE GOOD FOR THE ENVIRONMENT. BUT LET'S SPEND A FEW MINUTES WITH SOME PUBLIC SECTOR FLEET MANAGERS FROM AROUND CALIFORNIA....AND YOU CAN HEAR FOR YOURSELF THE BENEFITS OF RETREAD TIRES.

**RETREAD FAST FACT:** Retreads are reliable. Nearly half of all replacement truck tires in North America are retreads.

### **Rick Oborny – Fleet Manager –Orange County Fire Authority**

"The Orange County fire authority's been using retread tires for 15 years and currently we're using around 350 tires a year. Before we started the program we ran a few tests, and we were running a comparison retreads vs. new. The new tires we would get somewhere around 10,000 miles, with the retreads, we were getting anywhere from 15-18,000 miles...so we saw some great savings and some better mileage and with wonderful reports back of drivability and handling by using those tires."

### **Bill Hart – Fleet Manager – City of Roseville**

"City of Roseville's been using retreads on class 3 vehicles all the way to class 8 vehicles for the past 25 years. We use retreads on solid waste transit vehicles, public work vehicles. Our experience here in Roseville is that the retread tires actually outlasts a brand new tire."

### **Lloyd Welling- Natomas School District**

"At Natomas school district we've been running retreaded tires for approximately 20 years or longer...we've had a great success rate...we consider them safe to haul students in and around the district and on field trips...whether it be to Oregon, whether it be to san Francisco, up to the mountains...we've had a great success rate with them."

### **David Snow – Fleet Manager – County of Santa Clara**

"The County of Santa Clara has been using retread tires since the mid 70's. That's more than 40 years that we've been using them on our medium and heavy-duty trucks and busses, for both on and off road. Our experience with retread tires shows an identical performance to a new tire. There's no reason not to use a retread tire! They cost significantly less, we're showing a great savings, being able to reuse material and having it recapped by our vendor. We use a lot of different types of retread tires, predominantly more than 20", we use a lot of 11R 22-5's on our trucks and busses and on an annual basis we can use anywhere from 70-90 tires, depending on the fleet demand. There are no problems that we can note on retread tires here in the county. It's a seamless transition whether it's a new tire or a retread tire. In fact if you look at our tire inventory, it's difficult to tell what's a retread and what's a brand new tire."

**RETREAD FAST FACT:** reliable retreads. Major companies that trust retreads to be reliable include US postal Service, UPS, and Fedex.

### **Ignacio Quezada- Fleet Manager - City of Los Angeles; US Postal Service**

"At the Los Angeles vehicle maintenance facility, we've been using retread tires for at least 20 years. And, we buy 1200 tires per year. We have a fleet in LA of 3,025 vehicles"

### **Mike Blanchard – Fleet Manager – County of Sonoma**

"The cost of a retread tire is about half the cost of a new tire, the performance is the same. The failure rate is the same...and we are very satisfied with them. We use approximately 100-200 recapped tires a

year, some years more, we use them on all of our heavy equipment from dump trucks to sweepers to water trucks...”

**Steve Castor – Fleet Manager – City of Lompoc**

“We can typically recap one of the tires up to four times, per tire, on the application of the back wheels of a truck. We can legally recap them twice to use on the steer axle of the trucks. We use retread tires on our refuse trucks, our garbage trucks, our water trucks, tree trimming trucks, electrically utility trucks in just about every application that’s out there we have been using retread tires and it’s been a great thing for us.”

**Steve Dorsey – Fleet Manager - City of Chula Vista**

“I think the city has been using retreaded tires since the dawn of time, I’ve been here 6 years and we’ve used retread tires for that entire time. Plus, my boss was the fleet manager and had them for at least 10 years before I arrived, and then his boss before him was using retreaded tires, so it’s been at least 20 years that I am sure of. I worked in 5 cities and a county in three states and I have never once had a problem with a retreaded tire that was related to the tire itself. It’s always been something about the operator hit something-they ran over something in the road, or whatever, but the retreaded tires themselves, no problems at all!”

**RETREAD FAST FACT:** retreads are green. Retreads save millions of gallons of oil annually by reducing the use of petroleum based synthetic rubber.

**Mike Blanchard – Fleet Manager – County of Sonoma**

“It’s Sonoma County policy to use recycled products whenever available. Retread tires fit right into that policy. We’re very satisfied with their performance and we feel that they’re environmentally friendly.”

**Steve Castor – Fleet Manager – City of Lompoc**

“We’ve been using retread tires for twenty years and it’s been very cost effective for us and it’s also helping us do our part for the environment. Retread vs. regular tire? Do the math. The retread is much more cost effective, and in the end run, we’re not going through near as many tires, which is again, good for the environment!”

**Steve Dorsey – Fleet Manager - City of Chula Vista**

“Something most people don’t think about is how much you save the environment by using retreaded tires. Right here in Chula Vista we’re a short hop step and a jump from a landfill and that’s someplace our tires aren’t going because we reuse those casings three or four times. Keeps the application out of the landfill, plus, you’re not using all that oil that goes into making up a new tire. So the environmental impact of that, of the retreaded tires, especially on a decent size fleet, that could be enormous!”

**Rick Oborny – Fleet Manager – Orange County Fire Authority**

“The Orange County Fire Authority is trying to set the example to try to be environmentally correct-we definitely know that using a retread tires in lieu of a new, is helping save those resources...”

**Bill Hart – Fleet Manager – City of Roseville**

“The City of Roseville plans to continue to use retread tires, one of the reason is...it’s a green thing to do. Basically you’re having a tire casing pulled out of the recycling, we’re re-using it to cut down on tire usage.”

**Ignacio Quezada- Fleet Manager - City of Los Angeles; US Postal Service**

“At the moment there are no regulations that mandate the use of retread tires for the postal service but we use best management practices because we’re in the movement for the postal service to go green and recycle. The best way to recycle tires is to use retread tires.”

**David Snow – Fleet Manager – County of Santa Clara**

“Fleet managers today in California, as part of the requirements for AB32, must reduce their carbon footprint. Right now everybody’s focused on emissions. That’s one part of the battle. What we also need to look at is the products that we consume within our operations. Retread tires more and more will offer us environmental benefits.”

**RETREAD FAST FACT:** Retreaded tires typically save California Public sector managers millions of dollars annually.

**Ignacio Quezada- Fleet Manager - City of Los Angeles; US Postal Service**

“The performance of the retread tires compared to the new tires, it’s been my experience that it’s been better than the new tires and the cost savings from the retread tires the cost is about half of what a new tire would cost.”

**Lloyd Welling- Fleet Manager; Natomas Unified Public School District**

“The savings for running retreaded tires which can only be run on the rear of a bus versus putting new ones on the rear. We’ll run the new ones out on the steer end of the bus and then have them retreaded and go to the rear. And we’re taking a three hundred dollar tire, recycling it again with the retread which indeed gives us a three hundred dollar tire again for one hundred and thirty that’s running it twice a two-to-one ratio.”

**Bill Hart- Fleet Manager; City of Roseville**

“The cost savings here in Roseville on retread tires; the brand new tires have cost us anywhere from two hundred to two hundred fifty dollars we can usually have a retreaded tire at half of that cost.”

**Steve Dorsey- Equipment Maintenance Manager; City of Chula Vista**

“Our budget couldn’t live without retreads. The cost is at least fifty percent lower than a new tire of the same size. And we go through about sixty-five retreads a year so if you double the cost of all those tires our budget is in bad shape.”

**David Snow- Fleet Manager; County of Santa Clara**

“We carefully monitor the cost per mile of each vehicle. Tires contribute significantly to the bottom line operating cost so although I’m not running a specific test, I can tell on a monthly basis how well we are doing.”

**RETREAD FAST FACT:** These are NOT your grandpa’s retreads!

**Ignacio Quezada- Fleet Manager - City of Los Angeles; US Postal Service**

“In the past, this was a long time ago, when we first started using retread tires there were some problems with the retread tires, but the improvement the last twenty years has been that we rarely see any problems with the retread tires! The problems that are blamed throughout the industry on the retread tires is mostly under-inflation. I have seen many changes in the looks and use of the retread tires. The one’s that come to mind are the different tread patterns that we use and also the look of the tire. In the beginning they were kind of crude but now it’s very difficult to tell the difference between the new tire and a retread tire...see the different tread patterns that adapt better to the road especially with the big tires for the big trucks.”

**Bill Hart- Fleet Manager; City of Roseville**

“The improvement in retreads is when they first started doing them they were stamped so there was no history on them there was just the number of times it was done. Now they’re all bar coded, they’re in the computer system. The City of Roseville only uses City of Roseville tires, casings. They are in the system so we know how many times they’ve been retreaded, how many repairs have been done to them, so that we end up with a better product. “

**Rick Oborny- Fleet Services Manager; Orange County Fire**

“The Orange County Fire Authority has been using retread tires for fifteen years. In that time, it’s amazing how far they’ve come with the aesthetics and the look of the tire. The way that it is bonded to the case, it is very, very difficult for us to even tell the difference of a new tire and a retread.”

**Steve Castor- Fleet Manager; City of Lompoc**

“We’ve seen a tremendous in both the quality of the tire and the amount of mileage that we get out of the tires. The quality has improved, technology has improved, we’ve experimented with different manufacturers of rubber compounds and different brands of tires and done our own in-house experiments to try to optimize the mileage and of course, maintain our cost levels.

**Retread Fast Fact:** Retreads are reliable: They are safe, “green” and cost effective.

**Ignacio Quezada- Fleet Manager - City of Los Angeles; US Postal Service**

“In the early seventies, the US Postal Service went through a reorganization that required us to be self sufficient. So we need to operate like any other business. My advice to any other business managers in the private industry or in the postal service is to use retread tires. The best way to save money is to use retread tires. It’s one of the items that we spend the most money in; is on tires and fuel and using retread tires saves money and saves fuel, so if you want to make money use retread tires!”

**Mike Blanchard- Fleet Manager; County of Sonoma**

“Our future plans for using retread are to continue to use retreads and I encourage all fleet managers that I come in contact with to use retread tires.”

**David Snow- Fleet Manager; County of Santa Clara**

“I would recommend using retread tires if you’re not already doing so, your fleet management program should depend on the ability to recycle as often as possible. Running a green fleet is a difficult proposition. How parts are packaged is hard to recycle. The least you can do is take care of the rubber that meets the road. The hardest thing about retread tires is actually getting your operators to hang onto the tires if there is a failure and they have a roadside repair. Aside from that it’s quite simple. The County intends to continue using retread tires well into the future, there’s no reason for us not to; seamless safety, performance, and reliability.”

**Bill Hart- Fleet Manager; City of Roseville**

“My comments to anyone else that is not using retread tires, is to definitely put them in your fleet. Test them, try them out. It’s going to save you money in your fleet.”

**Rick Oborny- Fleet Services Manager; Orange County Fire**

“In my opinion, any fleet regardless of the size, I would strongly suggest you look hard at using retread tires, with any research you can see that using retread tires is a huge cost savings, there’s a great savings to the environment and you’re also saving time and labor with changing tires ‘cause you truly will see better mileage and save on tire changes as well.”

**Steve Castor- Fleet Manager; City of Lompoc**

“Yeah, I recommend using retread tires, it’s been a tremendous benefit for the City of Lompoc, and other agencies should be trying it as well!”

**Steve Dorsey- Fleet Manager; City of Chula Vista**

“I can’t imagine the public sector fleet not using retreaded tires. It’s just a common sense thing to do and if there’s a fleet manager out there somewhere that’s not using them now, my question to them is what are you waiting for?”

**(VOICE OVER)**

THESE FLEET MANAGERS KNOW RETREADS ARE RELIABLE AND COST EFFECTIVE, BUT WHAT YOU MAY NOT KNOW IS THAT THE TECHNOLOGY USED IN RETREADING TIRES HAS COME A LONG WAY. IN FACT...IT'S HIGHLY SOPHISTICATED. THE OVERALL QUALITY OF RETREADED TIRES HAS INCREASED DRAMATICALLY THE PAST SEVERAL YEARS BECAUSE OF NEW, STATE OF THE ART EQUIPMENT AND PROCESSES. THE END RESULT OF COURSE...IS A DEPENDABLE...RELIABLE...SAFE...AND AFFORDABLE TIRE FOR YOUR FLEETS.

**WWW.RETREAD.ORG**

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TO LEARN MORE ABOUT RETREADING...VISIT THE TIRE RETREAD AND REPAIR INFORMATION BUREAU AT [WWW.RETREAD.ORG](http://WWW.RETREAD.ORG).

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