



Recap Tire Programs Survey Report

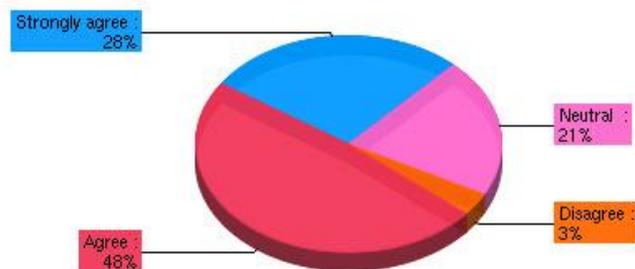
Introduction

FleetAnswers developed a survey for its members in an effort to help the fleet community discover the effectiveness of a recap tire program versus purchasing new tires.

Of the 60% of participants who do use recaps in their fleet operations, over **75% indicated that recaps are a more valuable choice than new tires¹**.

Figure 1

All things considered, do you find recaps to be more valuable compared to new tires?



The bulk of the survey questions aimed to understand why or why not a recap tire program is a better option for some fleet operations. Other, high-level information about such a program was sought after as well.

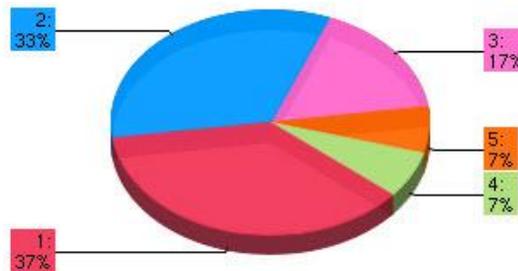
¹ See Figure 1

The Results

Of the 60% of participants that do utilize recaps in their fleet operation, 60% track and utilize their own casings and 70% are recapping their tires only once or twice².

Figure 2

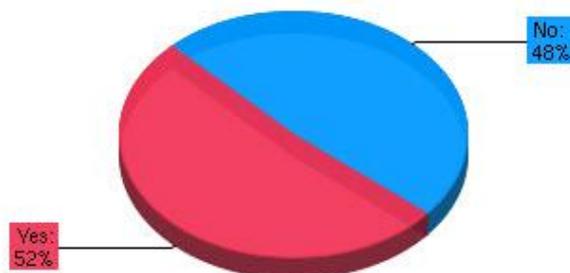
How many times are you recapping a case?



It is nearly an equal split between those fleet operations that do have a policy that includes recaps as a preferred product line versus those that do not. In other words, **52% do have a policy outlining the use of recaps as a preferred product line** while 48% do not³.

Figure 3

Do you have a policy that includes recaps as a preferred product line?



Nearly 60% of participants who have a recap program do have a warranty program in place for the use of a recap tire program within their fleet operation.

² See Figure 2

³ See Figure 3

Perhaps the reason why some fleets prefer the use a tire recap program is due to the following supporting data:

- **61% of participants never see increased instances of failure in recaps versus new tires⁴**

Figure 4

Do you see increased instances of failure in recaps versus new tires?



- On average, recaps are nearly **50% less expensive to purchase** than new tires
- Savings amount to **44% lower for recaps than new purchases** on a cost-per-mile basis
- **63% of participants do not receive pushback** from operators on the perceived quality of recaps⁵

Figure 5

Do you receive any pushback from operators on the perceived quality of recaps?



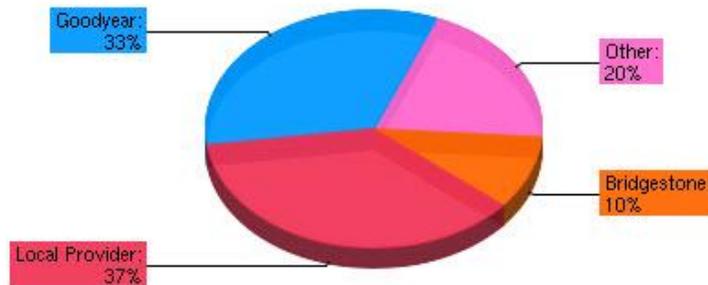
⁴ See Figure 4

⁵ See Figure 5

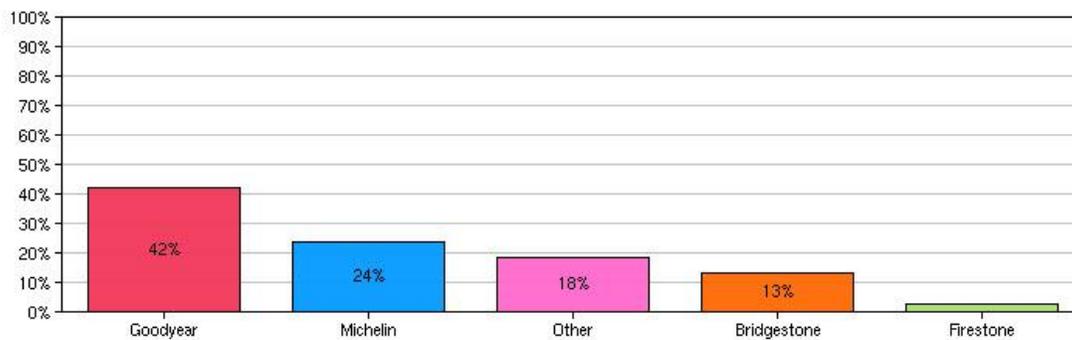
Preferred Choices

The following charts represent which suppliers and casing providers are most utilized for a recap program among participants. **Local providers emerge as the number one choice for most fleets**, while worldwide tire manufacturer, Goodyear, is the runner up choice for over 30% of participants. Bridgestone is named as the used supplier for only 10% of those that participated.

Please indicate which supplier you utilize for your recap program?



Do you have a preferred casing(s) when recapping tires?



Summary

Overall, the fleet professionals who participated in this survey effort have made a fair case for the use of a recap tire program in their fleet operation. Not only does such a program translate into cost-per-mile savings when compared to new tire purchases, but it is a seemingly easy to implement type of program that includes minimal push back from operators and only requires recapping once or twice.

Another noteworthy aspect to a recap tire program is the availability and use of local providers as a supplier - making it a popular choice for many fleet operations.

The overwhelming 75% of participants who agree or strongly agree that a recap tire program is more valuable than new tire purchases seems to be clear evidence that this type of program is worth looking into for non-participating fleet operations.