



Evaluation: Opinion Poll at Tyre Dealers

During the period from mid January until mid February 2005 100 tyre dealers selected by chance – mostly BRV-members – were polled for a trend study about their experiences with puncture means based on latex. PREMIUM-SEAL Repair was not yet available at the market at this time and therefore not known at tyre dealers.

In order to get an objective comparison in cooperation with Munich branch offices of EUROMASTER, DEKRA and Stahlgruber end of February 2005 for comparison purpose a test of PREMIUM-SEAL Repair and the latex products from Dunlop and Continental was made. This test affirms mostly the data about latex products polled from the tyre dealers.

Results of the study

1. All dealers affirm to repair according to the guidelines (100%).
2. On an average 55% of customers tend to a tyre repair.
Annotation a) at 14 tyre dealers the contribution of new tyres is more than 90%
Annotation b) customers prefer a repair from cost reasons.
3. At the polled tyre dealers there are totally 3500 repairs of damaged tyres per month.
4. The contribution of truck tyres is 1025. 96% of the polled tyre dealers don't recommend the puncture means! There is a tendency for a spare wheel. Main reasons against latex products are: a) „mess“ at disassembly, b) sticky, c) tyre repair not possible
5. 22% of the tyre dealers are called to handle the puncture means. 18 sometimes / 4 often.
Main reasons: a) the user has not enough technical knowledge b) unsatisfactory information
c) in 3 out of 238 cases the damage was too heavy for a puncture means, d) 2 x damage of side walls
Annotation a): To this topic ADAC and assistances of car manufacturers which have ample information about break down services should be asked.
Annotation b): Users have handling problems as well with spare wheels as with puncture means. To put things right PREMIUM-SEAL Repair offers a 24-hours phone hotline which helps until you can continue your drive.
6. Totally the polled tyre dealers work on 238 automotive tyre damages the customer has used a puncture means.
Annotation a): This correlates with about 10% of all automotive tyre punctures (see question 3)
Annotation b): 10% of new cars have already a repair set instead of a spare wheel.
7. 100% of the tyre dealers affirm that latex treated tyres could not be cleaned or they didn't want to clean them.
Annotation: siehe Schreiben EUROMASTER
8. 100% of the tyre dealers affirm that latex treated tyres could not be repaired.
Annotation: After eliminating PREMIUM-SEAL Repair from the tyre it can be repaired technically according to the guidelines for repairing air filled tyres. PREMIUM-SEAL takes the warranty and liability that no negative side effects i. e. bubbling or detachment occur.

9. 97% of tyre dealers affirm that rims from latex treated tyres can be cleaned. The time needed is given between 1 minute and 25 minutes.

Annotation a) Because the big time differences for cleaning rims it was checked back with the following results:

> in most cases the cleaning of the rims is considered less important. The risk: Residues in the region of the rim bulge may cause pressure loss.

> to save time and cost cleaning means, mostly brake cleaners, are used. The risk: The protective coating on the rim may be violated.

In both cases the customer may have a damage. Liability questions caused by improper cleaning may arise.

Annotation b) The comparison test of DEKRA/EUROMASTER affirms that PREMIUM-SEAL Repair can be removed easily and quickly with cold water from the rim.

Through this:

> the risk of damage and therefore the liability risk is eliminated for the tyre trade

> worktime and costs are reduced

> result: higher customer satisfaction

10. At 90% of the users of latex products the valve was sticky.

Annotation. The DEKRA tyre expert Franz Nowakowski affirms that the usage of puncture means of every kind which are filled through the valve generates a big safety risk. During the filling process the valve may be agglutinated and therefore build a new leakage for air. DEKRA knows several cases where such sticky valves caused accidents with heavy personal and property damages. PREMIUM-SEAL Repair avoids this problem. The valve is removed and through a technical innovation protected from loss.

11. At 70% of the polled tyre dealers after disassembly of latex treated tyres the tools were sticky/defiled. Cleaning time for the tools amount up to 15 minutes. Cost up to € 15,--.

Annotation: see EUROMASTER report

12. At 7% the working cloths could not be cleaned any more.

13. 31% of tyre dealers deem that latex products have to be disposed as special waste, 40% dispose in normal waste, no answer 29%.

14. There is no fixed cost lump sum for cleaning of rims and tools. The costs are calculated individually and billed to the customer.
The costs are up to € 50,--

15. Interesting is the answer to the question who should pay these costs according to the opinion of the tyre dealers

> 49% customer

> 27% manufacturer of puncture means

> 6% manufacturer of cars

> 3% tyre dealer

> 15% depends, no idea

16. 96% know exclusively the latex based puncture means

Annotation: 90% of the polled dealers are interested in alternative products if the previous cleaning problems are avoided. 80% would recommend such puncture means and sell them.

17. 100% of tyre dealers wish back the spare wheel. Customers are unsatisfied caused by high costs and prefer again the spare wheel.

One requirement is that tyres should be repairable again.

Annotation: PREMIUM-SEAL fulfills the expectation of the tyre trade as well as the expectations of the customers. The features of PREMIUM-SEAL Repair make the wish for a spare wheel obsolete.

18. 90% of the polled tyre dealers are willing to give interviews for the media concerning these questions.

19. 95% of the participants of the study would like to get the report with results.



Photo: After disassembly tyre, rim and tools were heavily defiled through the used latex product (white). The tyre on the bottom filled with PREMIUM-SEAL Repair (green) caused no defiling during disassembly.



EUROMASTER

An
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Translation

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München, den 16.2.2005

Test report – comparison between PREMIUM-SEAL and CONTI, DUNLOP (Latex)

First test the 14.02.2005

Participants: Mr. Nowakowski – DEKRA, Mr. Hartl – PREMIUM Vertriebs GmbH

Nail test with 6 mm nails, one puncture per tyre

The tyres VL (front left) and HL (rear left) were filled with PREMIUM-SEAL Repair.

The tyre VR (front right) was filled with DUNLOP, the tyre HR (rear right) with CONTI.

DUNLOP and CONTI are puncture means based on latex.

According to Mr. Nowakowski 150 km were driven. All tyres were tight. There was no pressure loss noticed.

2. test the 16.02.2005

Participants: Mr. Nowakowski and Mr. Schmittbauer – DEKRA
Mr. Hartl – PREMIUM Vertriebs GmbH
Mr. Tuerk and Mr. Reichert – EUROMASTER Munich

- a) The tyres were disassembled
- b) The rims were cleaned
 - VL and HL easy cleaning 0,5 up to 1 minute
 - VR DUNLOP bad cleaning and mounting machine soiled
 - HR CONTI bad cleaning and mounting machine soiled
- c) The tyres are cleaned
 - VL and HL PREMIUM-SEAL Repair cleaned without residues
 - VR DUNLOP aggravated cleaning, no 100% cleaning possible
 - HR CONTI aggravated cleaning, no 100% cleaning possible

We from EUROMASTER Munich were completely integrated into the test and have done the technical work.

Based on this experience we can recommend PREMIUM-SEAL Repair. Our opinion about the latex products from CONTI and DUNLOP is reserved.

Best regards

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