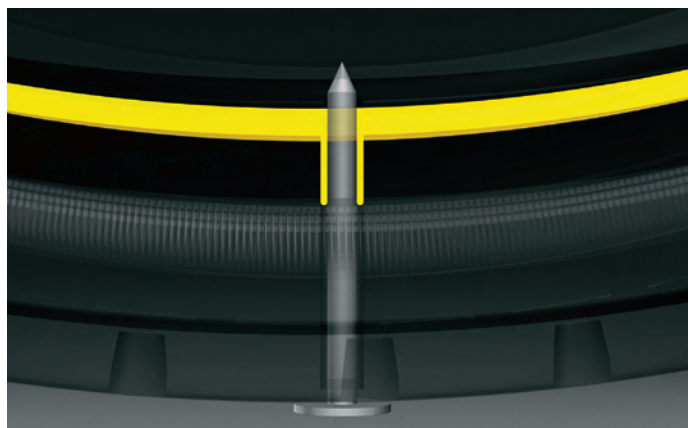




Goodyear Helps Lightning Disposal Save Money and Offer Clients Timely Service



If flat tires were lightning, then Lightning Disposal's roll-off trucks could have easily been mistaken for lightning rods before it started using Goodyear tires with DuraSeal Technology.

At the recommendation of its Wingfoot Commercial Tire sales representative Dan Moseley, the Eagan, Minn.-based construction waste hauler tested a set of Goodyear's Unisteel G287 MSA tires with DuraSeal Technology on one of its roll-off trucks in 2006. During the test, which lasted several months, the company didn't experience a single flat tire on that truck. Not one. Lightning Disposal owner Bob Nitti estimates that his company saved an average of about \$900 per month in tire repair costs and another \$350 per month in lost productivity while testing the Goodyear tires on that one truck.*



Goodyear's DuraSeal Technology is a gel-like, solvent-free compound built into the inner liner of the tire. It instantly and consistently seals punctures up to 1/4-inch in the repairable tread area, allowing truck drivers to continue operating after a tire is punctured. (Seals up to 1/4-inch tread punctures only. Does not seal sidewall punctures.)

Because construction waste is littered with nails, broken porcelain from sinks and other bathroom fixtures, rebar and various other sharp objects that can puncture tires, construction, waste sites can be hard on tires. The summer months can be particularly tough for Lightning Disposal as construction kicks into high gear. It's not uncommon for the company to have upwards of 25 flat tires needing repair each week in the summertime.

Lightning Disposal transports and manages large roll-off dumpster containers for its clients. Construction companies, homebuilders and contractors, including roofing companies, represent about 90 percent of its business. Lightning Disposal also provides roll-off containers for residential customers with projects such as roofing or cleaning.

Lightning Disposal transports the containers using 12 roll-off trucks; 11 of them haul waste from commercial and residential demolition and construction sites to various construction waste landfills in the Minneapolis-St. Paul area. Each roll-off truck generally makes about six to 10 runs per day, about 275 miles daily. The company owns 1,000 containers ranging in size from 10 to 40 cubic yards.

After successfully testing the DuraSeal Technology tire, Nitti cleaned out Wingfoot Commercial Tire's entire stock of G287 MSA tires with DuraSeal Technology in the 11R22.5 size and placed an order for more. He now has five roll-off trucks outfitted with DuraSeal Technology tires with plans to outfit another six of his company's roll-off trucks as soon as he can. When his company recently took delivery of a new roll-off truck to replace an older model, he replaced all of the tires that came with the truck with DuraSeal Technology tires before it left the dealer lot.



"Before we had the DuraSeal Technology put on one of our roll-off trucks, we could expect each of them to get at least two flat tires (mostly from punctures) every week," Nitti said. "We really needed to get a handle on our tire repair costs. When we looked at our tire expenses and broke out the costs for tire repairs, we found that we've been spending more than \$10,000 per month on flat repairs and tire maintenance on our 12 roll-off trucks. That's just maintenance and repair — fixing flats."

Nitti, who learned the waste hauling business from his father, George Nitti, attributes the growth of his business to the company's ability to provide on-time service for contractors and builders. On-time service is critical for construction companies, he said. If they have to wait for our trucks to get to their work sites, that means delays, which costs time and money, he added.

"These DuraSeal Technology tires mean that I can be confident our drivers will be there to pick up the construction debris at the times we promise," he said.

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