

GOODYEAR COMMERCIAL TIRE SYSTEMS



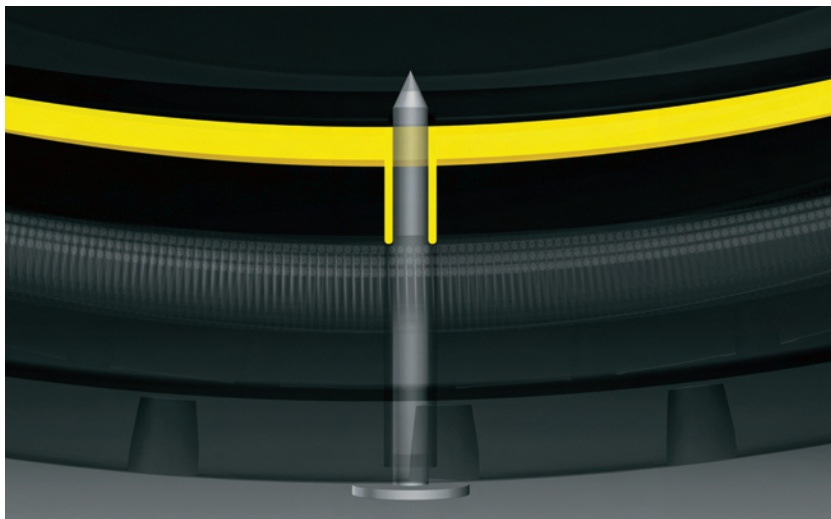
Rich Klein, San Bruno Garbage Company's operations manager.

When San Bruno

Garbage Company managers realized the company's truck and trailer units suffered six to eight flats per month per unit, due mainly to tread punctures at landfills and processing facilities, they knew they had an extraordinary problem.

San Bruno Garbage Company is a local waste hauler serving San Bruno, Calif., a city of 41,000 in San Mateo County. San Bruno is a subsidiary of Norcal Waste Systems Inc., the world's largest employee-owned company in the solid waste industry. It provides both residential and commercial garbage service as well as curbside pickup of recyclable materials. The company also runs a waste transfer station located near the San Francisco International Airport.

DuraSeal Technology Lays Waste to Hauler's Flat Tire Problems



Mario Puccinelli, vice president-general manager of San Bruno Garbage Co., said flat tires are particularly vexing when they occur out on the road, at landfills or at processing and recycling facilities miles away from the company's main facility. To move waste and recyclable materials from the transfer station to Norcal Waste Systems regional facilities, San Bruno Garbage Co. operates a fleet of five Class 8 tractors and five transfer trailers. The trucks take commercial and residential waste from the transfer station to one of Norcal's regional processing facilities or landfills located in the Bay area.

To address the needs of the City of San Bruno, San Bruno Garbage, under an exclusive franchise agreement with the city, picks up construction and demolition materials deposited in specially marked containers. San Bruno Garbage hauls the materials to a recycling facility, which diverts about 60 percent of the materials from the landfill. Appliances, such as water heaters, dishwashers and stoves, which are collected by San Bruno Garbage, are recycled through a metal recycling company.

Because the company's 18-wheel transfer truck and trailer units must routinely travel busy highways and cross three major bridges every day, most notably the Oakland Bay Bridge, flat tires can pose problems for company drivers, as well as the general public. When drivers get a flat tire on one of the bridges, there's no room to pull over.

Puccinelli said the ability of San Bruno's fleet of long-haul truck and trailer units to load and transfer waste from the transfer station to Norcal's regional facilities and landfills safely, efficiently and cost-effectively is critical to the company's success. Flat tires can seriously hamper that ability.

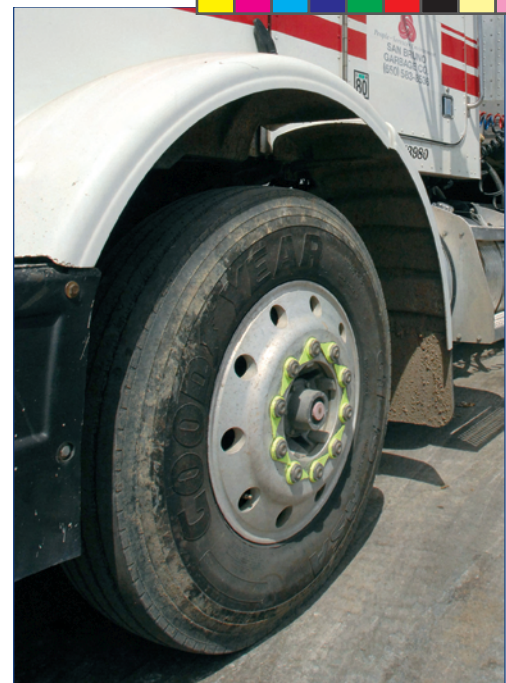
At the suggestion of its local Goodyear dealer, San Bruno Garbage began using a set of Goodyear tires with DuraSeal



Technology on the steer, drive and trailer positions of one of its waste transfer units to address the problem of flat tires. Du-

raSeal Technology uses a gel-like, solvent-free compound built into the inner liner of the tire. It consistently and instantly seals punctures up to 1/4-inch in diameter in the repairable tread area. (Seals up to 1/4-inch tread punctures only. Does not seal sidewall punctures.)

Before the DuraSeal Technology tires were installed in October, Rich Klein, San Bruno's operations manager, said the San Bruno transfer truck and trailer experienced more than



40 flat tires in the preceding four months. Since then, that truck and trailer unit has not experienced a single flat. *

When the company can avoid flat tires, Klein estimates that in one month the company saves about 16 1/2 hours of downtime at a cost of about \$500 in labor alone. But that estimate doesn't include the cost of tire repair and service and the cost of lost business.

"We had no idea that we would get that kind of result with the DuraSeal Technology tires," Puccinelli said. "None whatsoever."

Puccinelli said technicians at the local Goodyear dealer recently pulled the DuraSeal Technology tires after several months in operation for inspection and company officials were astounded by what they discovered. The technicians pulled 21 nails and screws from the tires and found that not a single puncture resulted in a flat tire. Each of the other transfer vehicles in the company's fleet averaged eight flat tires during this same period.

"DuraSeal Technology has been such a success for us that we've installed DuraSeal Technologys on a second tractor/trailer unit and are planning to run them on the whole fleet as our old tires wear down," he said.

"What's really important for us about using DuraSeal Technology is that we know that we're putting a product on the road everyday that performs consistently, without downtime or other hazards for our drivers," Puccinelli added.

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