



Customer Profile for BIB TREAD Business Rules

Retread Plant _____ Plant # _____ Application _____
 Store Name _____ Store # _____ (P&D, Line Haul, Severe)
 Salesman Name _____ Salesman # _____ Turn Time # Days _____
 Customer Name _____ Customer # _____ Swap Casings (Y/N) _____
 Yard Rules (Y/N) _____

P&D-Pick Up & Delivery
 Line Haul-LTL Carrier
 Severe-Ex. Waste fleet.

Does the customer want you to swap his casing for a stock casing if his casing exceeds his specs.

Does the customer want you to take casings that exceed his specs and cap them for his yard dog?

Repair Limits Grid	M R T MAXIMUMS		
Application	P & D	Line Haul	Severe
Section	2	2	9
Nail Hole	5	5	9
Total Sect/Nail Hole Combined	5	5	9
Bead	8	8	8
Spot	20	20	40
Liner	9	9	9
Age in months	120	84	None
# Times Retreaded (NTR)	3	3	None

Repair Limits refers to what is technically feasible. This should not be your only guide for setting specs. Consult your customer and spec what they feel is both logical and economical for their fleet.

Casing Brand	Size	REPAIR SPECS										AGE SPECS			NUMBER TIMES RETREADED		
		Retread Design	Section Repairs	Nail Hole Repairs	Total Sect./Nail Hole Repairs Combined	Bead Repairs	Spot Repairs	Liner Repairs	Repairs Action	Repairs Tread	Age in Months	Age Action	Age Tread	NTR	NTR Action	NTR Tread	
CUSTOMER DEFAULT																	
<p>Total # of COMBINED Sections and/or Nail Hole repairs. This is important because these are the most frequent repairs. The specs set are to be considered on a per casing basis. However, if a casing needs more than one section and multiple nail hole repairs, how many of each is the customer going to feel comfortable with in EACH casing.</p> <p>Action Codes: If you have a casing that exceeds the specs, what do you want to have happen to the casing? Ex., 'D' downgrade from capping as a drive to a trailer tire. *Then remember to specify the specs for the downgrade. 'R' return the tire to the customer. 'S' scrap means the customer wants you to scrap the tire.</p> <p>The Retread Designs you are entering here are the retread designs that you are specifying be put on the casings that you have assigned an action code to. Unless the customer specifies that the casing be returned or scrapped, you will downgrade the casing.</p> <p>If you choose to downgrade, then specify which retread design you are downgrading that casing to. Once you and your customer decide this, you must specify the specs for the downgrade.</p> <p>Ex., Customer specs set for LP22.5 Michelin casing. Customer decides that two nail holes and one section is what he will allow in a casing to be capped for drive. If that casing requires more than what he has specified, then ask him if he would accept more repairs, 3 nail holes and one section for example, to be capped for a trailer tire. If he says yes, then specify which trailer retread design that casing should receive and proceed to set the specs for any casings that he would have downgraded in the rows below.</p>																	
<p>CUSTOMER DEFAULT refers to the specs that will effect every casing that you send in for retread except those that you and the customer specify different specs for.</p> <p>Ex., if the customer wants all of his/her Michelin casings to be held to a higher standard than other casings--more repairs specs, greater number of times retreaded--than you will need to note this on a separate line denoting "Michelin" in the Casing Brand column and the specs that are only going to be held to those casings and corresponding size(s).</p> <p>If the customer has more than one brand of casing, but wants to specify detailed specs for one brand or multiple brands, then input that information into the rows under the customer default. Again, Customer Default are the specs the customer wants every other casing to adhere to <i>except</i> for those they have detailed under the customer default line.</p>																	

Comments: If there are any other comments regarding the casings for this customer that you feel are important enough for the plant to know, then enter them in this section.

Customer Signature: _____
 Salesman Signature: _____
 Date: _____