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# ***Chinese Tires vs. U.S. Tires***

David Gomez – Maintenance Manager

The logo for Duncan & Son Lines is a green, stylized banner with a white border. The text "DUNCAN & SON LINES" is written in a bold, green, sans-serif font with a white outline, centered within the banner.

## **DUNCAN & SON LINES**

- Established in 1943  
(75 Years in 2018!!!)
- 4<sup>th</sup> Generation Owners
- \$70M+ Annual Revenue
- 220+ Power Units
- 1200+ Chassis (Trailers)
  - **CMIC (China)**
- 300+ Employees
- Headquartered in Buckeye, AZ
- 25 Acre Terminal in Phoenix, AZ
- Ports of LA/Long Beach to/from Phoenix
- 60% of miles are CA
- Hybrid Model of Employee and Independent Drivers

# Tire Usage



- Brands
  - Steer Tires- Michelin/Bridgestone
  - Drive Tires- Yokohama
- Performance
  - Steer Mileage- 66-68K Miles
  - Drive Mileage- \$150K Miles
- Issues/Safety Concerns
  - Steer- side decoupler tear and cupping
  - Drive- heal/toe wear

# *Chinese Tires*

## How/Why?

- Chassis Trailers- Chinese Tires
- Chassis Purchase Related to Tires
- Cost Difference
  - Drive Tires- 40%
  - Trailer Tires- 45%

## Concerns?

- Safety
- Mileage Performance
- Full Container Commitment (270 tires)
- Becoming an Importer
  - Customs Bond
  - Antidumping duties
- FET, Disposal fees/taxes

# Comparison

- Safety
  - Trailer Tires
  - Driver Tires
  - ~~Steer Tires~~
- Mileage
  - Steer Tires 116K
  - Drive Tires 181K vs. 185K
  - Trailer Tires 200K (short/medium haul, hottest desert in nation)
- Cost
  - >50% savings
- Annual Savings
  - Driver Tires \$171K
  - Trailer Tires \$229K
  - **TOTAL \$400K**





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***Thank You***

David Gomez – Maintenance Manager