

**Date:** November 28, 2007  
**To:** All Perfect Equipment Inc. Customers  
**From:** Scott Flynn  
**Subject:** Composite Plastic FAQ's



There is a new product on the market that has generated a lot of questions. A lot of the information given during the competitor's sales presentations has been inaccurate. Below are some of the most frequently asked questions and answers we have discussed with our customers.

- **Is it true we must stop using lead at the end of the year?** The OEM market is currently in a voluntary transition away from lead. There is currently no legislation banning the use of lead.
- **Are the OE manufacturers using this new composite plastic?** The OEM market is not using this composite plastic. The OE manufacturers non-lead product of choice is Perfect Equipment's steel QuikStik®. Many OE manufacturers looked at, and rejected, the composite plastic adhesive product.
- **What is the advantage of "cut to length"?** There is no advantage. Cutting wheel weights was a practice used 40 years ago. The industry has since evolved. Cutting to length is a time consuming process. In addition, balancers are calibrated to quarter ounce or five gram increments, the same increments as Perfect's products.
- **Is the composite plastic more expensive?** The composite plastic is more expensive. The composite plastic is 35% more than our steel QuikStik®, and 215% more than our lead QuikStik®.
- **Is it true that two SKU's is all you need?** Two SKU's can be used in an effort to consolidate inventory. Our two SKU's (SST300N and SSG060N) are the most cost effective non-lead solution to balance all passenger cars and light trucks. Our two SKU's (100360 and 200624) are the most cost effective solution if inventory consolidation is most important to you.
- **What is the effect from the lack of density in the composite plastic?** Using a material that has low density requires a larger product. Spreading the weight over a large area changes the center of gravity. When the center of gravity changes, problems occur during the balancing process. This will cause "chasing weights" and zero out problems. This will also result in MORE waste.
- **Is this adhesive used by OE manufacturers?** The adhesive is not used for wheel weight applications by OE manufacturers. It is used for body moldings and other applications. Perfect's lead QuikStik® and steel QuikStik® have OEM approved adhesive.
- **Is it true the composite plastic is corrosion-free?** The composite plastic has metal mixed in it to add density. In standard OEM salt spray testing, red rust was found after 792 hours. Though the composite plastic may not corrode, the red rust found on the product could cause problems with the wheel. 1,000 hours of salt spray is required to meet OEM specs. Perfect's Wheel Protectors® coating on our steel QuikStik® meets all OEM specs.
- **Will the composite plastic allow me to use less material?** You will actually use more material. Using a material that has low density requires a larger product. Spreading the weight over a large area changes the center of gravity. When the center of gravity changes, problems occur during the balancing process. This will cause "chasing weights" and zero out problems. The result is MORE waste.
- **Will I increase my technician productivity by using the composite plastic?** Cutting and measuring takes time and effort. Numerous check spins and zero out problems take time and effort. Using the composite plastic will decrease technician productivity.

Perfect Equipment is very much involved in the wheel weight industry's transition from lead. We have products available to meet all of our customers non-lead needs. Our products are OEM approved and the most cost effective option currently available.

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