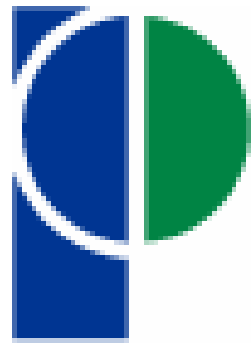


PERFECT



**Perfect**  
EQUIPMENT

***WHEEL WEIGHT PRODUCTS***



Represented By  
Connolly Sales and Marketing  
1384 Pittsford Mendon Road  
Mendon, NY 14506  
Phone: (585) 624-2732



PERFECT

# PERFECT OVERVIEW

- **Founded in 1939**
- **World's Largest Manufacturer Of Wheel Balance Weights**
  - Core and sole business is wheel balance weights
  - Leading brand of wheel weights
- **Perfect Products Preferred By Installers**
  - Easier to install
  - Correct application
  - Original equipment fit
  - Coatings best in the industry
- **Automotive & Heavy Duty Products**
- **Primary Supplier to North American OEM Market**

**In 2010 Perfect Equipment Had**  
**70% of OEM Business**  
**50% Of Aftermarket Business**

PERFECT

# OEM CUSTOMERS



Mercedes Benz



***Received Quality Awards from  
Ford, Nissan, & Toyota***



PERFECT

# OEM APPROVED PRODUCT

## **Wheel Protectors<sup>®</sup> Polymer Coating**

**(Patented Coating Last 3 Times Longer Than Competition)**

**OEM Requirements: Weights Must Endure A Salt Spray Test Of A Minimum Of 1000 Hours Without Signs Of Corrosion**

## **QuikTab<sup>®</sup> Adhesive Backing**

**(Patented Adhesive Exceeds OEM Requirement)**

**OEM Requirements: A Weight Segment Is Installed On A Wheel Then A Force Is Applied To Separate The Weight From The Wheel. (Time 30 mins)**

**O.E.M. Adhesive Shear Test Requirement: 1/2oz - 14lbs; 1 oz - 34 lbs**

PERFECT

# AUTOMOTIVE WEIGHTS

- **Clip On: 10 Styles Matching OEM Wheel Profiles**
  - *Using DOVETAIL Clips – OEM Specified*
    - **Provides 70% Better Retention Than Competition**
  - **Sizes: From 1/4 oz to 6 oz & 5 Grams to 80 Grams**
  - **Non-Coated, Coated and Chrome**

Lead		Zinc		Steel
P	>	PZ	>	PST
MC	>	MCZ	>	MCST
TN	>	TZ	>	TST
FN	>	FNZ	>	FNST
EN	>	ENZ	>	ENST
IAW	>	IAWZ	>	IAWST
AWN	>	AWZ	>	
LH	>	LHZ	>	



PERFECT

# AUTOMOTIVE WEIGHTS

- **QuikStik Adhesive Weights:**
  - Uses OEM High Performance Acrylic Adhesive
  - Standard and Low Profile Designs
  - Lead and **Steel**

## Perfect Equipment Adhesive Steel Wheel Weight Offering Recap

Part #	Profile	OEM Coating	Width	Weight	Per Strip	Per Box	Total	Bulk Box	Total
SSG060N	<b>Low (3mm)</b>	YES	3/4"	5 grams	12	25	300	SSG7500N	1500
SST300N	Standard (5mm)	YES	3/4"	0.25 oz	12	25	300	SST3200N	1280
200624ST	<b>Low (3mm)</b>	500 Hours	1/2"	0.25 oz	12	52	624	200624STR	1250
SSM600N	Standard (5mm)	YES	1"	0.25 oz	24	30	720		
300360ST	Standard (5mm)	YES	1"	0.50 oz	12	30	360		



PERFECT

# HEAVY DUTY WEIGHTS

- **Clip On: 7 Styles Matching OEM Wheel Profiles**
  - Using DOVETAIL Clips – OEM Specified
    - *Provides 70% Better Retention Than Competition*
  - Sizes: From 1/4 oz to 16 oz
  - Non-Coated and Coated
  - Lead and **Zinc**
- **QuikStik Adhesive Weights:**
  - Standard Profile In 1/2, 1, & 2 oz Sizes
  - Lead and **Steel**



PERFECT

# WHY LEAD FREE PRODUCT?

**IT IS ESTIMATED OVER 50 TONS OF LEAD ENTERS THE ENVIRONMENT EACH YEAR FROM IMPROPERLY DISPOSED AND LOST WHEEL WEIGHTS**

- 2001: Japan Voluntarily Replacing Lead Weights (**Zinc & Steel**)
- 2003: Lead Wheel Weights Banned In Europe (**Zinc**)
- 2010: California Bans Lead Weights
  - **New York Approves Ban Effective 4/1/2011**
- Environmental Groups Pressuring OEM To Eliminate Lead Weight
- **Federal EPA Ruling On Issue Expected in 2011**

**Fit & Application More Critical Than Ever With Non-Lead**

**Replacement Materials Less Forgiving**

**Replacement Materials Harder Than Lead & Alloy Of The Wheel**



PERFECT

# FIT, FORM AND FUNCTION

## Why Using The Correct Weights Is Important



AW on MC Flange



MC on MC Flange



MC on LH Flange

### How much is lost by using a wrong or cheap weight?

- Invest in expensive balancers to do the job right
- Average cost is less than \$0.45 per non-lead weight
- Rebalance costs \$10 to \$20 plus lost bay time
- Replacement alloy wheels can cost over \$400
- CUSTOMER'S RESPECT



Excess Flash – Damage Potential & Fit Issues

PERFECT

# ZINC VERSE STEEL

## ZINC MATERIAL ADVANTAGES

### Material

- Molded Product –
  - Higher Flexibility For Best Fit
- Zinc Easier To Install –
  - Formed to Rim
- Decreased Hardness –
  - Less Potential Damage To Rim Than Steel
- Integrally Molded Clip
  - Superior Body Clip Attachment

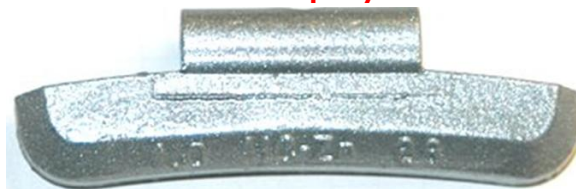
### Corrosion/Appearance

- No Edges On Zinc To Scratch Rim Unlike Steel
- Corroding Zinc Forms Barely Visible White Surface –Protects Rim Surface
- Blends Naturally With Wheel Coating
- Zinc Shape Matches Wheel Design vs. Steel Weight Form Determined By Function Only

Perfect Coated Zinc

1000 Hour Salt Spray Protection

Steel - Rust



Uncoated Zinc – Oxidation





# “IT'S JUST A WHEEL WEIGHT”

## FIT, FORM AND FUNCTION

**Perfect Equipment Zinc**

**Casted Part – Follow Same Contour As Rim  
Clip Only Used For Retention  
JUST LIKE LEAD PRODUCT**



**No Damage To Wheels As Zinc Is Softer Than Steel And Less Contact With Rim**

**NOTE: SIZE OF RETENTION CLIP  
PERFECT CLIP 75% LARGER**

**Competitive Steel**

**Relies On Clip AND Body For Retention  
Issues: Leads To Scratching and Lower Retention**



**With Ends Contacting Wheel The Center Over Spreads Clip Lowering Retention  
Results In Fit & Scratching Issues On Smaller Rims Plus Retention Issues On Larger Rims (because the edges of the body do not actually make contact with the rim flange).**



# “IT'S JUST A WHEEL WEIGHT”

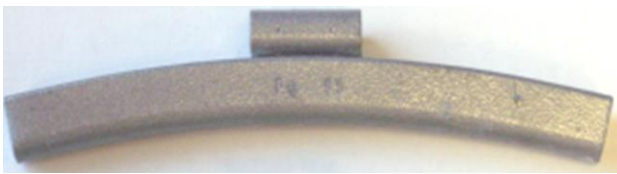
## FIT, FORM AND FUNCTION

Perfect Equipment Coating

Competitive Coating

### Results Of 1000 Hour Salt Spray Test

Steel



Zinc



Steel

*Product Receives Dual Polymer Based Coating, Electroplated & Powder Coating (For Zinc & Steel Product)*

This Coating Holds Up Better To Shop Solvents (brake cleaner) And Harsh Car Wash Chemicals (wheel cleaners).

Galvanized Coating, Dipped Or Sprayed (Note Zinc Based Coating)  
This type of coating does not hold up as well against the solvents and cleaners.

The Rusted Weight In Photo From New Ford Truck. Weight Rusted While Sitting On Their Lot. Perfect Equipment Is Now OEM Supplier For This Application

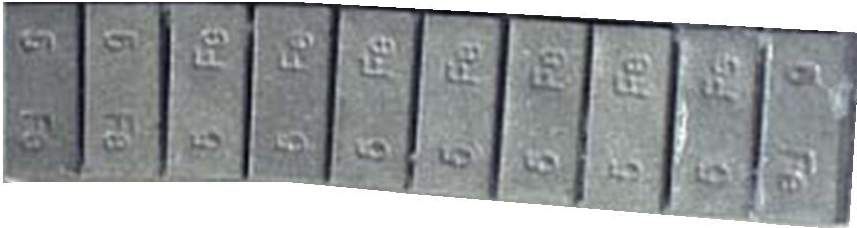


# “IT'S JUST A WHEEL WEIGHT”

## O.E.M. Salt Spray Test Results - Adhesive

**TEST:** A segment of weight is placed in a salt spray chamber. Product is examined every 24 hours for signs of corrosion.

**O.E.M. Specifications: No Corrosion Evident On Product After 1000 Hours**



**Perfect Equipment: OEM Product (SST & SSG series) - (Passed)**  
**NANO Coated Product (200624ST) Provides 500 Hours Of Protection**

**COMPETITIVE TEST PRODUCT – 250 HOURS**



**CHINESE TEST PRODUCT – 24 HOURS**







# “IT'S JUST A WHEEL WEIGHT”

## O.E.M. Adhesive Shear Test

TEST: A segment of weight is installed on a wheel then a force is applied to separate the weight from wheel. (approx 30 min)

### O.E.M. Specifications:

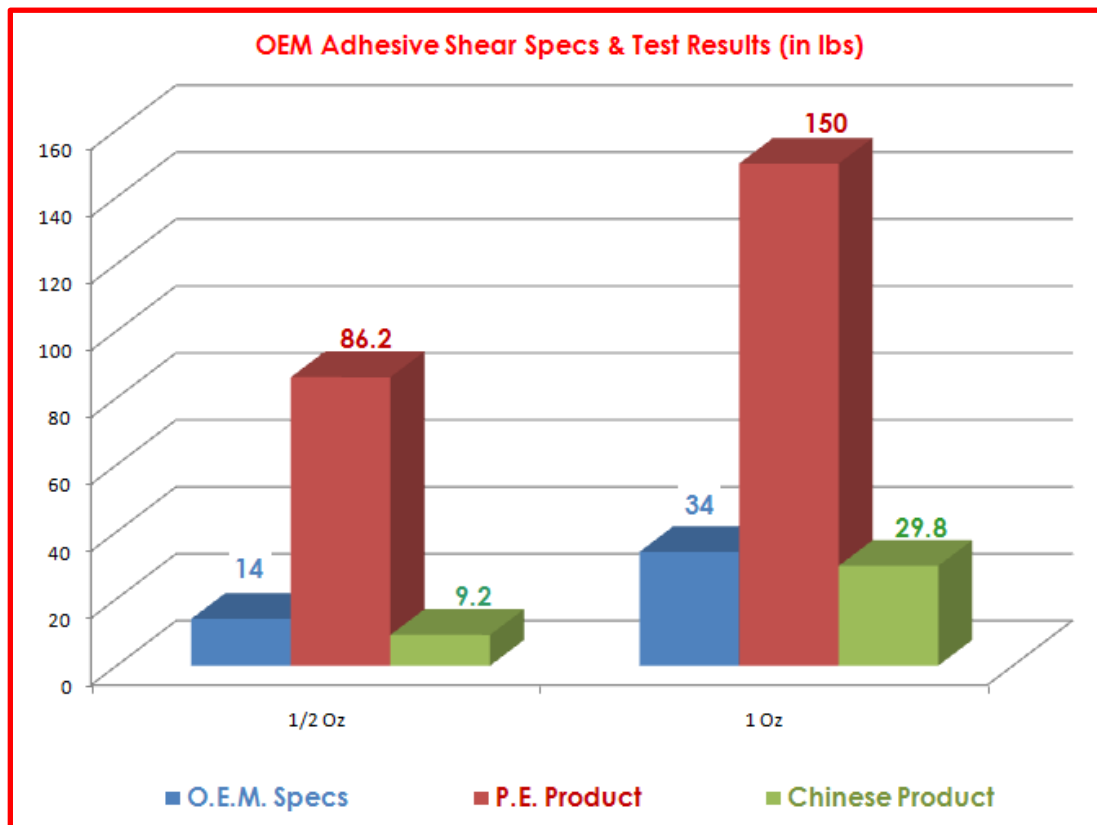
1/2 oz segment - 14 lbs

1 oz segment - 34 lbs

**All Perfect Equipment  
Products Exceed OEM  
Requirements  
(SST, SSG & 200264 series)**

**1/2 oz – Average 86.2 lbs**

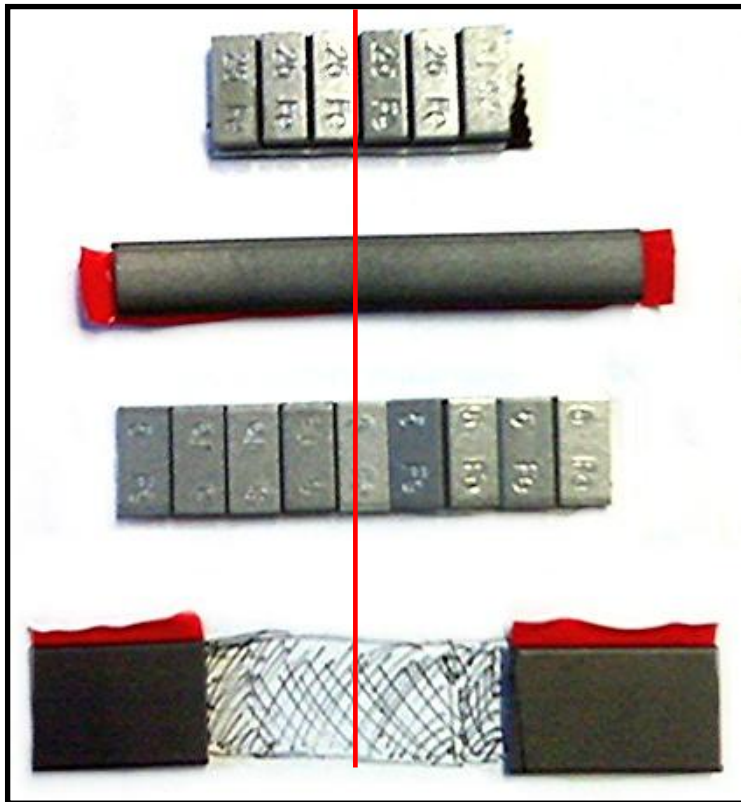
**1 oz – Average 150 lbs**





# “IT'S JUST A WHEEL WEIGHT”

## FIT, FORM AND FUNCTION



1 1/2 Ounce size comparison

### QuikSteel Verse Composite Weight

	Steel QuikStik	Composite
Product Used By OEM	YES	NO
OEM Approved Adhesive	YES	NO
Passed OEM Salt Spray Test	YES	NO
Sizes – Standard Profile Low Profile	1/4 OZ (5mm) 5 Grams (3mm)	(7mm) (4mm)

Using low density material 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.

PERFECT

# “IT'S JUST A WHEEL WEIGHT”

## Zinc Is Used By OEM's Worldwide



BENTLEY



MITSUBISHI  
MOTORS



RENAULT



OPEL



JAGUAR



CHRYSLER



HYUNDAI



KIA MOTORS



TOYOTA



HONDA



**Domestic - 40% Zinc – 60% Steel**

**European - 100% Zinc**

**Japanese - 20% Zinc – 80% Steel**



PERFECT

# “IT'S THE PERFECT WEIGHT”

**SALES MATERIALS AVAILABLE:**

**CATALOGS, PRODUCT FLYERS, APPLICATION GUIDES**

**ASSORTMENT AVAILABLE:**

**NON-LEAD AND ZINC ASSORTMENTS**

**TOOLS:**

**COMPLETE OFFERING**

**WEBSITE:**

**<http://www.perfectequipment.com>**

**CUSTOMER SERVICE:**

**800-251-1566**

