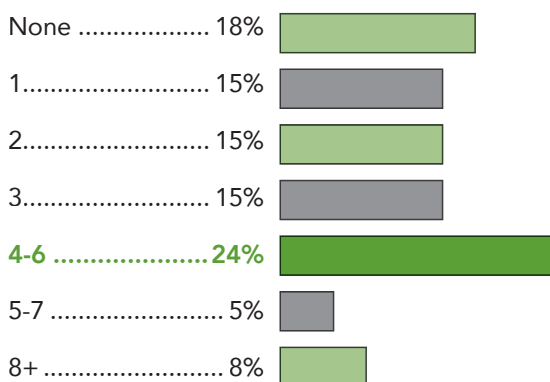


## Commercial Tires

In this section, we share business insights from respondents to the *Tire Review Dealer Study* who said they sell commercial tires, spotlighting the average gross profit margin on types of commercial tires sold, how many service trucks they own, how they handle retreads, the average standard hourly rate they charge for vehicle service, and how they break down their revenue in terms of tire sales and service work. [TR](#)

### Number of Service Trucks



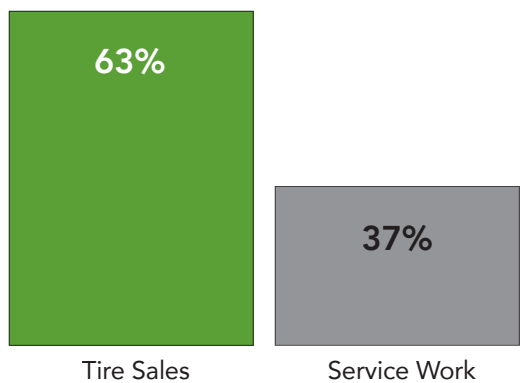
### Average Gross Profit Margin Per Tire Sold

Commercial Light Truck	21%
<b>Medium Truck</b>	<b>25%</b>
Heavy Duty	20%
OTR	20%
Agricultural/Farm	17%
Specialty/Industrial	22%

# \$90

Average standard hourly rate for vehicle service

### Breakdown of 2018 Business



### Average Number of Brands Carried

Commercial Light Truck (under 19.5 in.)	8
Medium Truck (19.5-24.5 in.)	8
Heavy Duty Truck (24.5+ in.)	6
OTR	5
Agricultural/Farm	3
Specialty/Industrial	4

### How Retreads are Handled

