

October 17, 2002

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Cadman, Inc. is the leading supplier of sand, gravel, quarry rock, and ready-mix concrete in western Washington. Operating from eight plant locations in King and Snohomish counties, our company provides products to many different people and businesses. With such a high demand for our products, and as part of the Heidelberg Cement Group, it is imperative to have our equipment in first-rate condition. That is why we have chosen Michelin to provide us with all of our tire needs.

Michelin has consistently provided us with excellent service and quality merchandise, as well as keeping us up to date on new products. Recently we were introduced to the Michelin X One tires. Since using these tires, we have had these dramatic results:

- We went from an average of three flat tires per week, to three flat tires per year. Saving us \$3,675 in flat repairs plus service calls.
- We have estimated an average weight gain of 1,500 pounds per load on our trucks. Since these tires are so much lighter, we are able to legally and safely haul that much more product for our customers.
- We have calculated a major drop in fuel usage. We are getting 0.28 miles *more* per gallon, and our cost per mile has *dropped* seven cents.

For the last three and a half years our overall experience with Michelin, and Phelps as our Michelin service dealer, has been excellent. We feel secure that Michelin is committed to the service that has always been provided, and will continue to be an asset to Cadman, Inc. in the future.

Sincerely,



Reuben Veil
Maintenance Shop Foreman

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