



Equity Transportation Company Inc.

Contract Carrier - Nationwide

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David Cowlbeck
Michelin North America
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Equity Transportation is running X-One on 30 tractors in the long haul segment of our fleet. Michelin promised fuel savings, mileage, driver satisfaction and performance. The Xone has delivered the results projected and then some. We have over 2,000,000 miles on the tires and intend to expand the position Michelin Xones have in our operations.

When I first heard about the Xone concept I felt that this was another version of the super single product that had been in the market. Michelin estimated a 6% fuel savings and has exceeded that. Our fuel savings have been significant enough to absorb the cost of replacement tires when our drives come due. With the fuel costs that are in the market today our expectations financially have been surpassed.

The tires had to perform to make the model complete. The Xone XDA-HT has run evenly and we expect to exceed 300,000 miles on these tires. Our driver feedback fully supports the product. Drivers tell us that the ride is more comfortable and that the stability of the vehicles is increased.

Traction was our last concern and this past winter we had severe snow in an area where one of our units with Xone had been parked overnight. Our driver contacted me to let me know that he was able to pull out of the lot. Others with duals were not.

Our additional surprise that came from experience with Xone is the steer tire wear. Part of the driver feedback was that they were not fighting the ruts in the road. After thinking about the reduction of scrub from correcting we reviewed mount mileages and steer tire data. We are seeing an increase in performance out of our steer tires as a result of changing our drive tires to Xone.

Michelin has provided one solution that has assisted in reducing our operations costs in a time of increasing fuel expense and more competitive rates.

Sincerely,

Alan Bishop
President
Equity Transportation Co. Inc.