

January 28, 2004

Craig Snyder
Michelin North America, Inc.
167 Bath Rd.
Wiscasset, ME 04578

Dear Craig,

The Price Companies, Inc. is one of the largest contract wood chipping companies in the U.S. Midwest-Price is a division located in Western Maine. We operate a wood chipping mill and transport wood chips and bark.

We operate Tractors pulling Tri-Axle Chip Vans. Weight is a key issue because bigger payload means bigger return for each trip. Looking at the Michelin X-One tires with the ability of saving weight by just changing tire assemblies sounded like a match for us. We had questions about the amount of weight and the handling of the tire.

We are evaluating the 455/55R22.5 X-One XDA-HT Drive and X-One XTE Trailer tires. After weighing each X-One tire and wheel against our existing tires and wheels, we found a 300 lb per axle savings. This means we are able to haul an extra 1500 lbs for every trip.

The weight savings of 1,500 lbs that the X-Ones provide equates to \$5,959.00 of additional revenue per vehicle per year.

Finally, concerning vehicle handling, we haul on high crowned secondary roads with many grades during harsh winter weather and have found the tire to perform very well even in these challenging conditions.

Sincerely,



Joe Ring
Trucking Manager
Midwest-Price Company