



January 15, 2004

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

Dear Craig,

Hartt Transportation Systems has been providing professional, reliable and safe motor carrier service to Maine and the nation for over 50 years. We keep a close eye on our tire costs and constantly look for new ways of lowering our expenses. We have found the Michelin Line Haul Tires have given us the best performance and fuel economy compared to the competition.

Michelin has always been out front with new product innovations. The idea of being able to cut the weight and increase fuel savings with the Michelin X-One definitely caught our attention. We evaluated the X-One XDA-HT 455/55R22.5. Being located in Maine where the road conditions can be harsh, having a tire that has a good amount of traction and confidence from our drivers is important. We have run the tire through one winter and we have found the tire to have exceptional traction and control. We also see advantages with saving time checking and monitoring air pressures. We would not have any problem specing these tires in the future.

In the past Michelin has proven that there is a difference in the fuel efficiency of tires. We ran a SAE Fuel Test comparing Michelin XZA2, XDA2 and XT-1 versus Bridgestone's R227, M726, and R194. The Michelin tires proved to us we could save 7.4% in fuel compared to the Bridgestone Tires.

I would recommend the Michelin Line Haul Tires and the X-Ones due to their excellent performance.

Sincerely,

Todd Cotier
Maintenance Director
Hartt Transportation Systems