



March 24, 2004

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

Dear Craig,

Pottle's Transportation is a truckload motor carrier headquartered in Bangor, Maine with operations in Maine, Massachusetts and Pennsylvania. We provide services to a variety of customer groups including the Paper Industry, Retail, Manufacturing and Specialized Distribution. Pottle's is always looking at new technology and product improvements to help gain improved efficiencies and advantages in the trucking industry.

Michelin presented the single X-One tire for tractor drives and trailers that would replace two tires with one. The advantages presented were increased fuel economy and weight savings.

We initially started a test with the product over a year ago on two Volvo tractors. With over 150,000 miles on the tires, they are still running strong.

We were able to save an additional 1,000 lbs. per Tractor and Trailer by specing the X-Ones. We have also found that the tires have helped cut down on the amount of spray that vehicles produce when driving in snow and rain.

The X-One evaluation has led us to putting an additional 25 New Volvo Tractors with the X-One XDA-HT 445/50R22.5 and 25 New Wabash Trailers with X-One XTA 445/50R22.5 on the road. The added weight savings and fuel economy makes these tires a good match for us.

Sincerely,

Hal Rowe  
Fleet Maintenance Director  
Pottles Transportation