



Bert (Michelin) I want to thank you for the service you have been providing us. The inspections you have been providing us has really helped us.

1. Peace of mind that our tires are running good. You know we are always very busy.
2. Our Tire cost has gone down because we have been able to catch issues at the yard.
3. You have provided accurate reports about our tread depth and air pressure. I have used this to follow up with drivers.
4. I am able to better predict how many tires I am going to be needing in the future.

I am including some of the information you provided regarding the cost benefits which I agree with.

- **Pre Tyre Care:** TCI had 100% of the account. Two to three ERS calls per week at \$225 per event with one new tire at \$550 per week. (-\$4,822 per month)
- **Post Tyre Care:** TCI 100% of the account. One Tyre Care inspection per month. One ERS call per month, avg \$225. Paid Technician \$90/hr. Three new Michelin tires every two months, \$827. (-\$1,320 per month with Tyre Care with new 1.5 tires)
- **Analysis:** Cost of Tyre Care \$75 per month. Service \$360 per month. Savings to the fleet due to Tyre Care \$3,502.

Thank you once again for the service.

Sincerely

Pilo Vela
District Service Manager



UniFirst
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