

Kenny Smith  
Regional Manager  
7069 Edgewater Drive  
Mandeville, La 70471

Dear Kenny,

Not only do I want to thank you for allowing Delta World Tire to experience the Smart Weight Balancing Technology I would like to include some of our results and thoughts.

Since we have installed the Smart Weight Technology we have been able to save approximately 40% of the weights used on our first 391 spins. Of the 391 spins 213 required only one weight and 33 required no weight to be added to the tire and wheel. Over all we have saved 246 actual weights and over 256 ounces. The most surprising savings for me was on custom or large wheels that require tape on weights. The amount of time we saved was enough to value the new technology not to mention we used less than 50% of the tape weight we would have using traditional balancing machine.

Not only have we been able to save time applying large amounts of tape on weights the Smart Weight Technology has saved our techs time in balancing tires overall.

Sure individual weights are not expensive, but when we are balancing over 15,000 units a year per location the cost and time savings is very valuable to our profitability.

Thanks again and remember to only send balancers with Smart Weight Technology to our stores.

Sincerely

Paul Bernstein  
Delta World Tire