



February 01, 2006

Mike,

We have been on the SmartWeight software for three weeks. It has been working well. It has sped up the time that our technicians spend at the tire balancer. With the rising costs of the low-pro stick on weights, it has been a challenge with our shop supply costs. We expect that the software will pay for itself in approximately 8 months. That does not even include the productivity savings. See the attached sheet for counts and weight savings. We figured a weight cost savings of \$ 31.98 already. Thanks again for the efficiency and money saving idea.

Greg Hoffman
Phil Long Audi
Service manager