



*Thank you New England
for 50 great years.*

Hunter Engineering
Rich McGuire III

February 7, 2006

Sullivan Tire Co. Inc.
Dan Sawiski

Smart Weight

I just wanted to follow up on the Smart weight system installed in several of our balancers.

When we first heard about the Smart Weight concept we were already working on several wheel weight concerns. In the wake of several EPA messages, Handling, Recycling and Inventory reduction were already on the agenda.

What we didn't expect was the performance improvement the software provides. We are using less weight and less weights, the data proves it, but we have actually resolved vibration complaints with the software.

The feedback from the end user is less than enthusiastic until you have the chance to review the data.

I heard from our wheel weight supplier to expect another price increase in March, we expect it to be substantial, almost to the amount of the 30% we are saving with Smart Weight. At least we won't notice.