



## **Maine Commercial Tire, Inc.**

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*Locations in Bangor, Augusta, Lewiston, & Madison*

22 November, 1999

Ultraseal International

1100 N. Wilcox

Los Angeles, CA 90038

Dear Liz,

I am writing in response to your inquiry about our retreading practices and the integration of the Ultraseal product into that process.

We operate a Bandag shop and produce 140 tires a day on one shift. It is very common to see tires retreaded twice and three times. One of our customers with a very well managed tire program retreads four times. We see drive tires run 200,000 miles and as much as 300,000 miles under ideal conditions. The average steering tire will run between 80,000 and 150,000 miles depending on weights and routes. Our method for removing Ultraseal from the casing is simply to flood the inside of the tire with water, using a simple garden hose, and "flip" the excess out. The tire is then stacked awaiting the initial inspection. By the time the tire is ready for inspection, the liner has dried and the Ultraseal is no longer a factor on the surface of the liner. As regards to punctures, the Ultraseal actually makes it easier to find evidence of objects penetrating the liner, which have been pulled out. The fibrous Ultraseal repair protrudes from each puncture site and makes it easier to visually detect the puncture. The process of reaming the hole removes any remaining sealant. We routinely find tires with two, three and more nails, remaining in the tire.

The Ultraseal feature that is most important to us, as a retreader, is the reduction of tire failures mistakenly attributed to the tire of being "a retread". We encourage our customers who experience recurring tire failures on the road to use Ultraseal and then the "suspect" tire failure immediately cease. This removes the stigma that retreads somehow self-destruct on certain fleets. We take care of fleets operating in some very difficult terrain and still our retread failure rate is only 1.6%.

Very truly yours,

A handwritten signature in black ink, appearing to read "Jim McCurdy".

Jim McCurdy  
Vice President, Sales  
Principal