

December 20, 1996

Mr. Steve Pheil
International Marketing, Inc.
Professional Arts Building
Suite C, Box B
Chambersburg, PA 17201

Re: Equal Evaluation

Dear Steve:

I have summarized the Equal project report as follows:

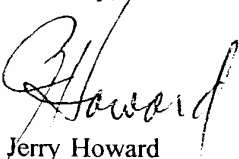
Objective: Determine what effect Equal has on the Bandag retreading process.

- Results:**
1. Adhesion tests showed that Equal would have no negative effect on repairs, as long as Bandag's recommended repair procedures, particularly those related to cleaning, are followed.
 2. On average, the removal of the Equal product increased inspection time by 40 seconds.
 3. Equal had no measurable effect on the NDT's ability to detect nail holes. This applies to the situation where the Equal might plug a small hole and prevent detection by the NDT.

I have communicated that you desire to meet with us the week of January 13th to discuss our commercial interest and technical aspects of the project. I will confirm the possible meeting dates as soon as I have the opportunity to coordinate the schedules of those needing to attend. However, it appears as though we already have a conflict for the 13th.

I will be in touch and look forward to seeing you.

Sincerely,



Jerry Howard
Product Manager, Dealer Products

cc: Sean Moran
Bill Krone
Rick Thomas
Floyd Lacy