

## Michelin National Account Pricing for TRUCKING SERVICES OF MINNESOTA

effective 10/1/2010

Raw Materials Escalation: IN the event there is an extraordinary change in raw materials prices (extraordinary is defined as cumulative commodity price changes of 5% or greater) at one or more times during the agreement term, Michelin reserves the right to renegotiate price. The commodity price changes will be based upon the Producer Price Index (PPI) for each commodity, i.e. carbon black, synthetic rubber, organic chemicals, steel wire and The Singapore Commodity Index ([www.sicom.com.sg](http://www.sicom.com.sg)) quotes for natural rubber. Raw material increases will have a 50% impact on the price of new tires and 40% impact on the price of retreads. If agreement to the new proposed price cannot be reached in 30 days, either party has the right to terminate the Contract with 30 days notice and without liability to the other party.

Tread Design	MSPN Desc	Federal Excise Tax	MTA Member Price	MTA Member Price + FET
PILOT XD2	255/70R22.5 XD2 LRH	\$ 18.99	\$ 361.11	\$ 380.10
X ONE XRV	445/50R22.5 X ONE XRV LRL	\$ 31.66	\$ 835.25	\$ 866.91
XCA	7.50R17 XCA LRD TT	\$ 6.62	\$ 228.42	\$ 235.04
XCOACH XZ	295/80R22.5 X COACH XZ152M LRJ	\$ 40.92	\$ 486.76	\$ 527.67
XD4	11R22.5 XD4 LRG	\$ 25.23	\$ 409.84	\$ 435.07
XD4	275/80R22.5 XD4 LRG	\$ 25.23	\$ 402.21	\$ 427.44
XDA 2+NRJ	295/60R22.5 XDA2+ ENER150K(LRJ)	\$ 36.76	\$ 419.24	\$ 456.00
XDA ENERGY	275/80R22.5 XDA ENER LRG	\$ 25.23	\$ 402.21	\$ 427.44
XDA3	275/80R24.5 XDA3 LRG	\$ 25.23	\$ 429.22	\$ 454.45
XDA3	275/80R22.5 XDA3 LRG	\$ 25.23	\$ 402.21	\$ 427.44
XDA3	11R22.5 XDA3 LRG	\$ 25.23	\$ 409.84	\$ 435.07
XDA3	11R24.5 XDA3 LRG	\$ 29.39	\$ 436.85	\$ 466.24
XDA5	11R22.5 XDA5 LRG	\$ 25.23	\$ 430.39	\$ 455.62
XDA5	275/80R22.5 XDA5 LRG	\$ 25.23	\$ 423.35	\$ 448.58
XDA5	11R24.5 XDA5 LRG	\$ 29.39	\$ 453.88	\$ 483.27
XDA5	11R24.5 XDA5 LRH	\$ 34.59	\$ 472.08	\$ 506.66
XDA5	275/80R24.5 XDA5 LRG	\$ 25.23	\$ 445.07	\$ 470.30
XDE M/S	11R22.5 XDE M/S LRG	\$ 25.23	\$ 372.85	\$ 398.08
XDE M/S	10R22.5 XDE M/S LRG	\$ 20.51	\$ 334.10	\$ 354.61
XDE M/S	275/80R22.5 XDE M/S LRG	\$ 25.23	\$ 369.33	\$ 394.56
XDE M/S	11R24.5 XDE M/S LRG	\$ 29.39	\$ 391.64	\$ 421.03
XDE M/S*	11R22.5 XDE M/S* LRH	\$ 29.39	\$ 372.85	\$ 402.24
XDE M/S*	11R24.5 XDE M/S* LRH	\$ 34.59	\$ 402.21	\$ 436.80
XDE2+	265/70R19.5 XDE2+ 140M (LRG) D	\$ 18.99	\$ 374.61	\$ 393.61
XDE2+	285/70R19.5 XDE2+ 144M (LRH) D	\$ 27.31	\$ 388.70	\$ 416.01
XDE2+	11R22.5XDE2+ LRG	\$ 32.51	\$ 357.00	\$ 389.51
XDE2+	275/80R22.5XDE2+ LRG	\$ 32.51	\$ 357.00	\$ 389.51
XDL	12.00R24 XDL LRJ TT + FLAP	\$ 55.47	\$ 607.71	\$ 663.18
XDN 2GRIP	315/80R22.5 XDN2 GRIP 156L LRL	\$ 52.83	\$ 556.63	\$ 609.45
XDN2	11R22.5 XDN2 LRG	\$ 25.23	\$ 410.28	\$ 435.51
XDN2	11R22.5 XDN2 LRH	\$ 29.39	\$ 422.29	\$ 451.68
XDN2	12R22.5 XDN2 LRH	\$ 36.76	\$ 493.21	\$ 529.98
XDN2	275/80R22.5 XDN2 LRG	\$ 25.23	\$ 402.80	\$ 428.03
XDN2	11R24.5 XDN2 LRG	\$ 29.39	\$ 432.22	\$ 461.61
XDN2	11R24.5 XDN2 TL LRH	\$ 34.59	\$ 450.01	\$ 484.60
XDN2	275/80R24.5 XDN2 LRG	\$ 25.23	\$ 423.92	\$ 449.15
XDS	11R22.5 XDS LRH D	\$ 29.39	\$ 435.68	\$ 465.06
XDS	12R22.5 XDS LRH D	\$ 36.76	\$ 489.10	\$ 525.87
XDS	11R24.5 XDS LRH D	\$ 34.59	\$ 445.07	\$ 479.66
XDS 2	225/70R19.5 XDS2 LRF	\$ 1.32	\$ 266.58	\$ 267.90
XDS 2	225/70R19.5 XDS2 LRG	\$ 4.44	\$ 275.97	\$ 280.42
XDS 2	245/70R19.5 XDS2 LRH	\$ 13.61	\$ 278.91	\$ 292.52
XDS2	11R22.5 XDS2 TL LRH G	\$ 29.59	\$ 456.96	\$ 486.55
XDS2	11R24.5 XDS2 TL LRH G	\$ 34.59	\$ 466.82	\$ 501.41
XDY 3	11R22.5 XDY3 LRH	\$ 29.39	\$ 423.93	\$ 453.32
XDY 3	315/80R22.5 XDY3 156K (LRL) D	\$ 52.83	\$ 556.63	\$ 609.45
XDY 3	11R24.5 XDY3 LRH	\$ 34.59	\$ 449.18	\$ 483.77
XDY 3	12R24.5 XDY3 LRH	\$ 40.92	\$ 493.21	\$ 534.13
XDY-2	11R22.5 XDY-2 LRH D	\$ 29.39	\$ 423.93	\$ 453.32
XDY-2	11R24.5 XDY-2 LRH D	\$ 34.59	\$ 449.18	\$ 483.77
XDY-EX	11R24.5 XDY-EX LRH	\$ 34.59	\$ 449.18	\$ 483.77

## Michelin National Account Pricing for TRUCKING SERVICES OF MINNESOTA

effective 10/1/2010

Raw Materials Escalation: IN the event there is an extraordinary change in raw materials prices (extraordinary is defined as cumulative commodity price changes of 5% or greater) at one or more times during the agreement term, Michelin reserves the right to renegotiate price. The commodity price changes will be based upon the Producer Price Index (PPI) for each commodity, i.e. carbon black, synthetic rubber, organic chemicals, steel wire and The Singapore Commodity Index ([www.sicom.com.sg](http://www.sicom.com.sg)) quotes for natural rubber. Raw material increases will have a 50% impact on the price of new tires and 40% impact on the price of retreads. If agreement to the new proposed price cannot be reached in 30 days, either party has the right to terminate the Contract with 30 days notice and without liability to the other party.

Tread Design	MSPN Desc	Federal Excise Tax	MTA Member Price	MTA Member Price + FET
XFE	385/65R22.5 XFE TL 160K (LRL)	\$ 60.67	\$ 556.04	\$ 616.71
XFE	425/65R22.5 XFE TL 165K (LRL)	\$ 74.66	\$ 641.17	\$ 715.83
XFE	445/65R22.5 XFE TL 169K (LRM)	\$ 87.89	\$ 679.34	\$ 767.22
XL	12.5R20 XL LRF MPT TT	\$ 8.60	\$ 504.37	\$ 512.97
XL	15.5/80R20 XL 168F (LRJ) TL	\$ 41.58	\$ 1,220.41	\$ 1,261.99
XML	325/85R16 XML (LRD)+ORINGSRAT	\$ 7.42	\$ 736.29	\$ 743.71
XONE XDA NRG	445/50R22.5 XONE XDA ENRG LRL	\$ 31.66	\$ 850.99	\$ 882.65
XONE XZUS	455/55R22.5 XONE XZUS LRM	\$ 38.75	\$ 825.27	\$ 864.01
XONEXDA	445/50R22.5 XONE XDA LRL	\$ 31.66	\$ 811.65	\$ 843.31
XONEXDN2	445/50R22.5 XONE XDN2 LRL	\$ 31.66	\$ 828.15	\$ 859.81
XONEXDN2	455/55R22.5 XONE XDN2 LRL	\$ 35.44	\$ 826.56	\$ 862.00
XONEXDU	495/45R22.5 XONE XDU 169J	\$ 43.94	\$ 865.78	\$ 909.72
XONEXTA	445/50R22.5 XONE XTA LRL	\$ 31.66	\$ 719.00	\$ 750.65
XONEXTE	445/50R22.5 XONE XTE LRL	\$ 31.66	\$ 741.31	\$ 772.97
XONEXTE *	455/55R22.5 X ONE XTE* TL LRL	\$ 35.44	\$ 741.31	\$ 776.75
XONEXZY3	455/55R22.5 XONEXZY3 LRM	\$ 38.75	\$ 825.27	\$ 864.01
XRV	225/70R19.5 XRV LRF	\$ 1.32	\$ 266.58	\$ 267.90
XRV	245/70R19.5 XRV LRF	\$ 5.48	\$ 263.64	\$ 269.12
XRV	235/80R22.5 XRV LRG	\$ 11.06	\$ 285.95	\$ 297.01
XRV	255/80R22.5 XRV LRG	\$ 16.07	\$ 358.17	\$ 374.24
XRV	305/70R22.5 XRV LRL	\$ 40.92	\$ 445.07	\$ 485.99
XS	24R20.5 XS 176F (LRH)	\$ 57.65	\$ 2,606.99	\$ 2,664.63
XT-1	11R22.5 XT-1 LRG	\$ 25.23	\$ 361.70	\$ 386.93
XT-1	275/80R22.5 XT-1 LRG	\$ 25.23	\$ 355.24	\$ 380.47
XT-1	11R24.5 XT-1 LRG	\$ 29.39	\$ 385.18	\$ 414.57
XT-1	275/80R24.5 XT-1 LRG	\$ 25.23	\$ 378.14	\$ 403.37
XTA	10.00R15 XTA 148G (LRJ) TT	\$ 32.51	\$ 349.37	\$ 381.87
XTA	215/75R17.5 XTA 135J (LRJ)	\$ 12.29	\$ 274.80	\$ 287.08
XTA ENERGY	275/80R22.5 XTA ENER LRG	\$ 25.23	\$ 348.78	\$ 374.01
XTA2 ENER	245/70R17.5 XTA2 ENER 143J LRJ	\$ 23.63	\$ 300.05	\$ 323.67
XTA2 ENER	265/70R19.5 XTA2 ENER 143J LRJ	\$ 23.63	\$ 356.41	\$ 380.04
XTA2 ENER	445/45R19.5 XTA2 ENER 160J LRM	\$ 30.33	\$ 611.23	\$ 641.56
XTE	11R22.5 XTE LRG	\$ 25.23	\$ 361.70	\$ 386.93
XTE	275/80R22.5 XTE LRG	\$ 25.23	\$ 355.24	\$ 380.47
XTE	11R24.5 XTE LRG	\$ 29.39	\$ 379.31	\$ 408.70
XTE	275/80R24.5 XTE LRG	\$ 25.23	\$ 372.85	\$ 398.08
XTE2	235/75R17.5 XTE2143/141J LRJ	\$ 23.63	\$ 292.41	\$ 316.04
XTE2	285/70R19.5 XTE2 150J (LRJ)	\$ 36.76	\$ 391.64	\$ 428.40
XTE2	365/80R20 XTE2 160K (LRL)	\$ 30.71	\$ 677.58	\$ 708.29
XTY2	275/70R22.5 XTY2 148J ( LRJ)	\$ 32.51	\$ 373.44	\$ 405.95
XZA	10R17.5 XZA (LRG)	\$ 12.29	\$ 281.84	\$ 294.13
XZA	8R19.5 XZA LRF	\$ 0.19	\$ 260.71	\$ 260.90
XZA	285/70R19.5 XZA 144M (LRH)	\$ 27.31	\$ 357.00	\$ 384.31
XZA	305/70R19.5 XZA TL LRJ	\$ 32.51	\$ 418.06	\$ 450.57
XZA	365/70R22.5 XZA 162M (LRL)	\$ 33.08	\$ 596.55	\$ 629.63
XZA1	315/80R22.5 XZA1 LRL	\$ 52.83	\$ 556.63	\$ 609.45
XZA-1+	11R22.5 XZA-1+ LRG	\$ 25.23	\$ 379.90	\$ 405.13
XZA-1+	275/80R22.5 XZA-1+ LRG	\$ 25.23	\$ 376.37	\$ 401.60
XZA-1+	11R24.5 XZA-1+ LRG	\$ 29.39	\$ 408.67	\$ 438.06
XZA-1+	275/80R24.5 XZA-1+ LRG	\$ 25.23	\$ 401.03	\$ 426.26

## Michelin National Account Pricing for TRUCKING SERVICES OF MINNESOTA

effective 10/1/2010

Raw Materials Escalation: IN the event there is an extraordinary change in raw materials prices (extraordinary is defined as cumulative commodity price changes of 5% or greater) at one or more times during the agreement term, Michelin reserves the right to renegotiate price. The commodity price changes will be based upon the Producer Price Index (PPI) for each commodity, i.e. carbon black, synthetic rubber, organic chemicals, steel wire and The Singapore Commodity Index ([www.sicom.com.sg](http://www.sicom.com.sg)) quotes for natural rubber. Raw material increases will have a 50% impact on the price of new tires and 40% impact on the price of retreads. If agreement to the new proposed price cannot be reached in 30 days, either party has the right to terminate the Contract with 30 days notice and without liability to the other party.

Tread Design	MSPN Desc	Federal Excise Tax	MTA Member Price	MTA Member Price + FET
XZA2NRG	275/70R22.5 XZA2 ENER 148M(LRJ	\$ 32.51	\$ 376.37	\$ 408.88
XZA2NRG	295/80R22.5 XZA2 ENER 152M(LRH	\$ 40.92	\$ 486.76	\$ 527.67
XZA2NRG	295/60R22.5 XZA2 ENER 150K LRJ	\$ 36.76	\$ 419.24	\$ 456.00
XZA2NRG	315/80R22.5 XZA2 ENER 156L(LRL	\$ 52.83	\$ 556.63	\$ 609.46
XZA3	11R22.5 XZA3 LRG D	\$ 25.23	\$ 412.78	\$ 438.01
XZA3	11R22.5 XZA3 LRH D	\$ 29.39	\$ 432.15	\$ 461.54
XZA3	275/80R22.5 XZA 3 LRG GRN X	\$ 25.23	\$ 405.73	\$ 430.96
XZA3	275/80R22.5 XZA 3 LRH GRN X	\$ 34.59	\$ 424.52	\$ 459.11
XZA3	11R24.5 XZA3 LRG D	\$ 29.39	\$ 439.79	\$ 469.17
XZA3	275/80R24.5 XZA3 LRG D	\$ 25.23	\$ 432.15	\$ 457.38
XZA3ANTSPL	275/80R22.5 XZA3 ANTSPL LRH MI	\$ 34.59	\$ 428.04	\$ 462.63
XZA4	G20 14.00R20 XZA4 164F	\$ 35.44	\$ 668.18	\$ 703.62
XZE	225/70R19.5 XZE LRF	\$ 1.32	\$ 265.41	\$ 266.73
XZE	225/70R19.5 XZE LRG	\$ 4.44	\$ 274.21	\$ 278.65
XZE	245/70R19.5 XZE TL LRF	\$ 5.48	\$ 259.53	\$ 265.01
XZE	245/70R19.5 XZE TL LRG	\$ 9.83	\$ 265.41	\$ 275.23
XZE	245/70R19.5 XZE LRH	\$ 13.61	\$ 268.34	\$ 281.95
XZE	9R22.5 XZE LRF	\$ 9.83	\$ 273.63	\$ 283.45
XZE	10R22.5 XZE LRF	\$ 16.07	\$ 342.32	\$ 358.39
XZE	10R22.5 XZE LRG	\$ 20.51	\$ 362.28	\$ 382.79
XZE	235/80R22.5 XZE LRG	\$ 11.06	\$ 312.96	\$ 324.02
XZE	255/80R22.5 XZE LRG	\$ 16.07	\$ 358.76	\$ 374.83
XZE	275/80R22.5 XZE 149L (LRH)	\$ 34.59	\$ 388.70	\$ 423.29
XZE*	12R22.5 XZE* LRH	\$ 36.76	\$ 494.98	\$ 531.74
XZE*	255/70R22.5 XZE* LRH	\$ 18.99	\$ 362.28	\$ 381.28
XZE2	215/75R17.5 XZE2 126M LRG	\$ 2.36	\$ 238.40	\$ 240.76
XZE2	10.00R20 XZE2 16PR LRH	\$ 31.00	\$ 332.93	\$ 363.92
XZE2	11R22.5 XZE2 LRG	\$ 25.23	\$ 397.51	\$ 422.74
XZE2	11R22.5 XZE2 LRH	\$ 29.39	\$ 412.78	\$ 442.17
XZE2	275/80R22.5 XZE2 LRG	\$ 25.23	\$ 393.99	\$ 419.22
XZE2	11R24.5 XZE2 LRG	\$ 29.39	\$ 428.04	\$ 457.43
XZE2	11R24.5 XZE2 LRH	\$ 34.59	\$ 440.37	\$ 474.96
XZE2	275/80R24.5 XZE2 LRG	\$ 25.23	\$ 420.41	\$ 445.64
XZE2	305/75R24.5 XZE2 LRJ	\$ 45.08	\$ 603.60	\$ 648.67
XZE2+	265/70R19.5 XZE2+ 140M (LRG)	\$ 18.99	\$ 374.61	\$ 393.61
XZE2+	285/70R19.5 XZE2+ 144M (LRH)	\$ 27.31	\$ 388.70	\$ 416.01
XZE2+	275/70R22.5 XZE2+ 148M (LRJ)	\$ 32.51	\$ 376.37	\$ 408.88
XZE2+	295/80R22.5 XZE2+ 152M (LRH)	\$ 40.92	\$ 486.76	\$ 527.67
XZL	11.00R16 XZL TL 135K LRE	\$ 12.29	\$ 593.03	\$ 605.31
XZL	16.00R20 XZL TL 170G (LRM)	\$ 52.16	\$ 1,675.45	\$ 1,727.61
XZL	335/80R20 XZL TL 141K LRFMPTMI	\$ 10.25	\$ 585.98	\$ 596.23
XZL	365/80R20 XZL 152K (LRL) MPT	\$ 20.46	\$ 857.56	\$ 878.02
XZL	395/85R20 XZL TL LRG	\$ 27.74	\$ 1,266.21	\$ 1,293.95
XZL	395/85R20 XZL TL 168G (LRJ)	\$ 41.58	\$ 1,250.94	\$ 1,292.52
XZL	24R21 XZL TL 176G (LRH)	\$ 57.65	\$ 2,452.57	\$ 2,510.21
XZL	425/65R22.5 XZL LRL	\$ 37.33	\$ 698.71	\$ 736.04
XZL	445/65R22.5 XZL 168G (LRL)	\$ 41.58	\$ 746.27	\$ 787.85
XZL+	395/85R20 XZL+ TL 168G LRJ	\$ 41.58	\$ 1,233.92	\$ 1,275.50

## Michelin National Account Pricing for TRUCKING SERVICES OF MINNESOTA

effective 10/1/2010

Raw Materials Escalation: IN the event there is an extraordinary change in raw materials prices (extraordinary is defined as cumulative commodity price changes of 5% or greater) at one or more times during the agreement term, Michelin reserves the right to renegotiate price. The commodity price changes will be based upon the Producer Price Index (PPI) for each commodity, i.e. carbon black, synthetic rubber, organic chemicals, steel wire and The Singapore Commodity Index ([www.sicom.com.sg](http://www.sicom.com.sg)) quotes for natural rubber. Raw material increases will have a 50% impact on the price of new tires and 40% impact on the price of retreads. If agreement to the new proposed price cannot be reached in 30 days, either party has the right to terminate the Contract with 30 days notice and without liability to the other party.

Tread Design	MSPN Desc	Federal Excise Tax	MTA Member Price	MTA Member Price + FET
XZU 3	11R22.5 XZU3 148J LRH	\$ 32.51	\$ 450.35	\$ 482.86
XZU 3	305/85R22.5 XZU3 LRJ	\$ 40.92	\$ 567.78	\$ 608.70
XZU 3	305/75R24.5 XZU3 LRJ	\$ 45.08	\$ 582.46	\$ 627.54
XZU S	315/80R22.5 XZUS LRL	\$ 61.43	\$ 582.46	\$ 643.88
XZU S	425/65R22.5 XZUS LRL	\$ 37.33	\$ 749.79	\$ 787.12
XZU2	12R22.5 XZU2 TL LRJ	\$ 40.92	\$ 506.13	\$ 547.05
XZU2	275/70R22.5 XZU2 148J (LRJ)	\$ 32.51	\$ 385.77	\$ 418.28
XZU2	305/70R22.5 XZU2 LRL	\$ 40.92	\$ 485.58	\$ 526.50
XZY	12.00R24 XZY 156K LRH B00+FLAP	\$ 50.27	\$ 519.05	\$ 569.32
XZY 3	11R22.5 XZY3 LRG	\$ 25.23	\$ 411.60	\$ 436.83
XZY 3	11R22.5 XZY3 LRH	\$ 29.39	\$ 429.80	\$ 459.19
XZY 3	12R22.5 XZY3 LRH	\$ 36.76	\$ 489.10	\$ 525.87
XZY 3	315/80R22.5 XZY3 LRL	\$ 52.83	\$ 556.63	\$ 609.45
XZY 3	385/65R22.5 XZY3 160K (LRJ)	\$ 27.74	\$ 590.68	\$ 618.42
XZY 3	425/65R22.5 XZY3 165K (LRL)	\$ 37.33	\$ 679.34	\$ 716.67
XZY 3	445/65R22.5 XZY3 169K (LRL)	\$ 43.94	\$ 726.31	\$ 770.25
XZY 3	11R24.5 XZY3 LRG	\$ 29.39	\$ 438.61	\$ 468.00
XZY 3	11R24.5 XZY3 LRH	\$ 34.59	\$ 452.70	\$ 487.29
XZY 3	12R24.5 XZY3 LRH	\$ 40.92	\$ 494.98	\$ 535.89