



# Instructions for MICHELIN® X ONE® Fuel Guarantee\*

## Purpose of the Guarantee

To give fleets total confidence in the exceptional fuel savings MICHELIN® X ONE® tires and retreads offer.

## Role of the CSF

CSF is responsible for determining the level of the guarantee, monitoring fleet reporting, validating the results, and facilitating the issuing of credits, from Zone funds, should the guarantee not be met.

## Steps

1. TM, KAM, or SAM uses fleet records and MICHELIN® Fuel and Mileage Savings Calculator (found on the Digital Sales Tool) to determine the percentage mpg savings the fleet might achieve by switching to the MICHELIN® X ONE® LINE™ ENERGY D New Tire or Pre-Mold™ Retread.
2. TM, KAM, or SAM reviews results from #1 with their manager respectively for review and approval to use the percentage savings for the guarantee.
3. **All guarantees must be approved by zone DOCB.**
4. TM, KAM, or SAM sells a fleet on the value of the MICHELIN® X ONE® LINE™ ENERGY D New Tire or Pre-Mold™ Retread and uses the **Fuel Guarantee** to help close the order.  
Note, only 5 tractors per fleet may be covered.
5. TM, KAM or SAM completes first seven columns of the records chart on the **Fuel Guarantee** form.
6. A copy of the **Fuel Guarantee** form is emailed or mailed to Eric Ireland in Country Marketing (One Parkway South, Greenville, SC 29615).
7. TM, KAM or SAM updates the chart bimonthly.
8. A copy of the final **Fuel Guarantee** is emailed or mailed to Eric Ireland in Country Marketing (One Parkway South, Greenville, SC 29615).
9. If the % guaranteed exceeds the % realized, then TM, KAM or SAM issues a credit from Zone funds to the fleet for Michelin product as the difference between the mpg performance over the 6 month test period and what was guaranteed.

## Guidance

- Please refer to the MICHELIN® X ONE® Tires Sales Guide for best practices.
- Target fleets that:
  - Value fuel economy
  - Maintain good mileage records
  - Are willing to share records
- Avoid comparisons against worn fuel tires, and extremely fuel efficient duals.

[www.michelintruck.com](http://www.michelintruck.com)

MICHELIN NORTH AMERICA, INC., Greenville, South Carolina, USA

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\* MICHELIN® tires and tubes are subject to a continuous development program. Michelin North America, Inc. reserves the right to change product specifications at any time without notice or obligations. Event (05/13)

