

***WHEN YOU BUY MICHELIN,
YOU GET MORE
THAN JUST TIRES***



MICHELIN BETTER MINING

1. TIRES & MORE

2. CONSULTING SERVICES

3. CATEGORY MANAGEMENT SERVICES

www.michelinearthmover.com



WHEN YOU BUY MICHELIN, YOU GET MORE THAN JUST TIRES

TIRES & MORE: FIRST LEVEL OF OUR SUITE OF ON SITE SERVICE AND SOLUTION



*only for customers who signed long term agreement with Michelin.

Your dedicated Michelin staff gives you access to industry best practices:

- **MICHELIN FIELD SUPPORT:** on-site and regular professional support to maintain a safe tire environment & extend tire life thanks to a worldwide footprint of 300 Michelin local representatives.
- **MICHELIN CPFR :** Tire consumption forecast and stock replenishment tool, designed to optimize your **stocks** (hence working capital) whilst keeping your trucks running.

MICHELIN FIELD SUPPORT

Benefits: Increase tire life and reduce your cost.



THE WHEEL OF PROGRESS



1. SITE SEVERITY SURVEY

Qualitative road condition survey supported by Michelin's methodology.

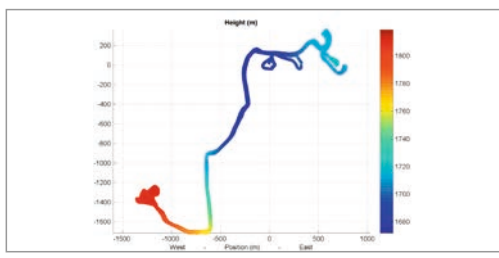
FUNCTIONS
Allow your sales representative to recommend the action that will improve tire life and reduce cost based on site and road conditions.



2. VBOX

Measurement tool based on GPS allowing to capture localization, cycles, speed, distance, turning radius, site TKPH.

FUNCTIONS
Allow the sales representative to recommend the right tire.



3. PRESSURE ANALYSIS

Recommendation of the right pressure for your site condition and survey of few trucks to compare with the ideal pressure. If MEMS is used on site, all trucks are included in the survey and key reports are explained.

FUNCTIONS
Allow your sale representative to advise the right pressure and recommend corrective action to improve tire life and reduce cost.



4. SCRAP ANALYSIS

Root cause analysis of end of life for each scrapped tires

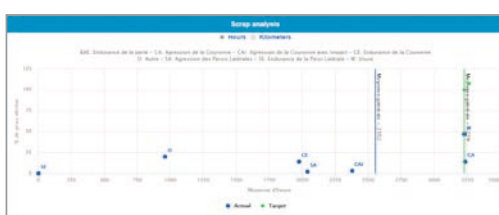
FUNCTIONS
Allow your sales representative to advise tire selection, scrapped tires with remaining life potential and recommend maintenance and usage recommendation to reduce cost.



5. COST & BENEFIT TOOL

Michelin's tool providing economical estimation of potential savings and cost for each mine recommendation.

FUNCTIONS
Allows you to prioritize the most profitable action.



Benefits: Lowest possible Working Capital and Best in class business continuity



**A MORE EFFICIENT
COLLABORATION**
involving all actors



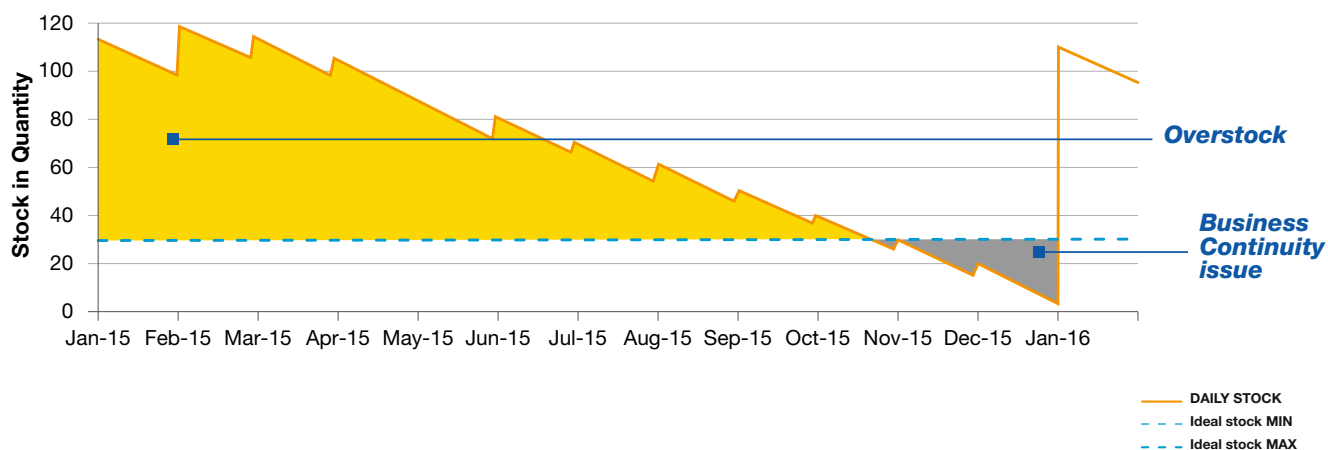
**AN ERGONOMIC
AND USER-FRIENDLY
PLATFORM**



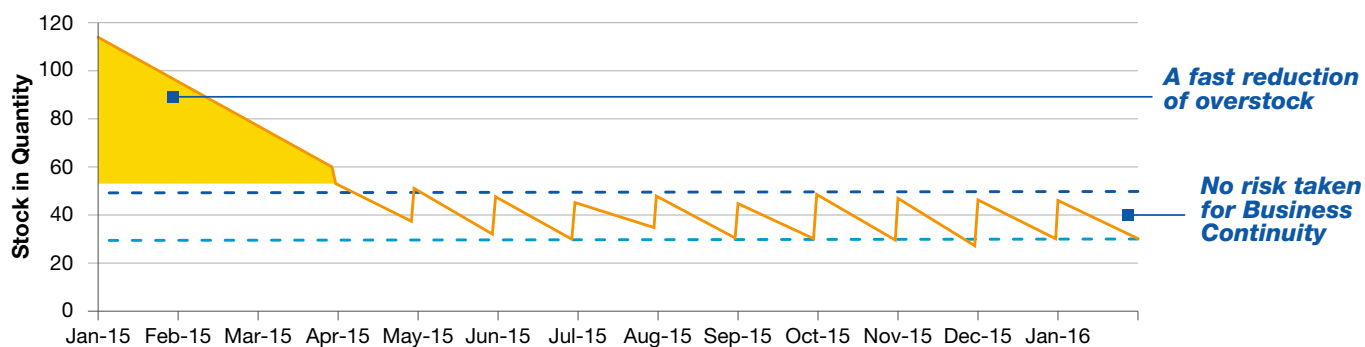
MICHELIN EXPERTISE:
Supply Chain support
for diagnosis, training all
collaboration long

*CPFR: Collaborative Planning Forecasting Replenishment

/ STOCK BEFORE CPFR



/ STOCK AFTER CPFR



OUR WEBSITE
michelinearthmover.com



TESTIMONIALS
YouTube channel



MICHELIN