



BRIDGESTONE FIRESTONE VENEZOLANA C.A.
 RIF: J-00014878-0

Carrizosa Nacional Valencia - Los Guayos
 Avda: 184 - Valencia 2000 - A
 E-Mail: firestone@com.net.ve
 Telex: (041)407 811 - 407 788
 Fax: (041) 38 58 77 - 32 18 81 - 21 47 73
 Valencia, Edo. Carabobo
 Venezuela

JAG201-05/00
 Valencia, May 04, 2000

PRIVILEGED & CONFIDENTIAL

This letter may contain legally privileged and confidential information. If you are not the intended recipient, or wrong on the part of the sender, you are hereby notified that any copying or distribution of the letter is strictly prohibited and may result in disciplinary action. If you have received this in error, please notify the sender immediately by telephone and return the original to us at the above address. Thank you.

Mr. E. Cassingena
 President
 Ford Motor de Venezuela
 Valencia

Dear Mr. Cassingena:

Subject: Special Program - Ford Explorer

Bridgestone Firestone has agreed to the program stated below, which addresses several issues concerning tire application in Venezuela, particularly in relation to the Explorer SUV. This program can be started within a reasonable time provided that the tires will be fitted on any vehicle on which the suspension has been modified and we reach agreement on the price and logistics considerations.

Our North American plants will do everything possible to pull ahead production of the 255-70R16 U152 Special Export Service Tire for transfer to Venezuela. The offer is contingent upon the acceptance of the issues mentioned below:

- Proposed sales price for fitment on new vehicles and application in the enhancement program will be: US\$46.21 which is based on a tire price of US\$39.50 plus US\$6.71 customs expenses.
- Upon start of the program, all new Ford Explorers requiring this size tire will be fitted with the new tire.
- Bridgestone Firestone Venezolana will absorb the freight expense to Venezuela and the tire mounting and balancing on vehicles included in the enhancement program. This service will be provided by the Bridgestone Firestone Venezolana dealer network.
- The new tires will be provided as a component of the package offered by Ford dealers, which includes the modification of the suspension in the pre-2000 models.

BAAE 1648



BRIDGESTONE FIRESTONE VENEZOLANA C.A.

RIP J-00014874-0

Carrera Nacional Valanda - Los Guayos
Apto: 184 - Valencia 2000 - A
E-Mail: preciso@tandem.net.ve
Télex: (041)407.811 - 407 758
Fax: (041) 38.88.77 - 32.15.31 - 33.62.73
Valencia, Edo. Carabobo
Venezuela

- Ford de Venezuela needs to define the volume of tires required in order to place the production order with our North American plant.
- Ford de Venezuela and Bridgestone Firestone Venezolana will establish jointly the message to be given to Explorer owners in regards to the reason for replacing the tires and enhancing the vehicle.
- Immediately upon acceptance of this proposal, Bridgestone Firestone U. S. A. will request approval from Ford U.S.A. to use this tire in Venezuela (PPAP).
- This offer, including price, will be in effect only until December 31, 2000.

Sincerely,


Jorge A. Gonzalez

cc: Mr. H. Rodríguez - Purchasing Director

PRIVILEGED & CONFIDENTIAL

This letter may contain highly privileged and confidential information. If you are not the intended recipient, or acting on his behalf, you are hereby notified that any copying or distribution of this letter is strictly prohibited and may result in criminal sanctions. If you have received this in error, please notify the sender immediately by telephone and return the original to us at the above address. Thank you.