

The Goodyear Tire & Rubber Company

Akron, Ohio 44316-0001

VICE PRESIDENT

June 12, 1996

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- Hreda, Krenk, Fajfo
Koren, Kepre, Bulova*

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Via Facsimile 386 64 222 808

Mr Janez Bohoric
President
SAVA Kranj po
Skofjeloska c.6
64000 Kranj Slovenia

*Organizacija oblike
in logistike.
Mr. Fajfer + Tatjana
Bulova*

Dear Janez,

As I mentioned to you today, our team will be in Kranj next week to obtain product costing information both at current production levels and at capacity production levels in tires and engineered products. We will also develop the support staff manning and costs required to support these businesses. Today you have 600 people in these support areas which cost you \$16.0 million based upon the fax that Vinko Percic sent us. The numbers may not be quite correct as the figures in Vinko's fax are difficult to read.

The team will also include 6 engineers that will review asset values. These will not be accounting values, but rather asset replacement costs, adjusted for their remaining useful life. In relation to this review, I enclose Attache I which asks for cost and other information that your people can hopefully prepare prior to our work sessions which will start on Tuesday AM.

The work will focus on three areas.

Work Area

Goodyear People

Asset Valuation

Tom Frey - Akron
Ron Zeh - Luxembourg
R Hayward - Luxembourg
K Duper - Akron
L Danhauer - Akron
B Hanna - Akron

Product Costing

Manfred Roelleke - Germany - tires
Rod Johnsen - Akron - tech products
Dave Leffler - Akron - both

Mr Janez Bohoric

June 12, 1996

Operations and Cost Analysis

- F Turner - Akron
- R Hall - England
- K Schmidt - Germany
- H Bitot - France

In addition Jarro Kaplan and I will be there.

We plan to work Tuesday, Wednesday and Thursday and leave on Friday AM. It may be necessary for a few to stay longer to complete their work. We will see this on Wednesday.

As indicated, we have reserved rooms at the Grand Hotel Toplice-Bled for everyone. The flight arrival details as we know them now are as follows:

| | |
|------------|----------------------------------------------|
| C E Sprang | Adria Flight 1617 from Frankfurt at 12:45 PM |
| M Roelleke | |

| | |
|--------------|----------------------------------------|
| Dave Leffler | Air France 2792 from Paris at 12:55 PM |
| Rod Johnsen | |

| | | |
|-----------|-----------|---------------------------------------|
| T Frey | K Schmidt | Adria Flight 1615 from Frankfurt 1840 |
| R Zeh | H Bitot | |
| R Hayward | F Turner | |
| B Hanna | R Hall | |
| | | |

Handwritten notes:
 Reseat.
 Monday
 14 + 6
 19

The flight arrival details are still unknown as regards Jarro Kaplan, K Duper and L Danhauer. We will advise as we become aware of this information.

Finally, as there is a significant amount of work to be accomplished during this visit. I would request that we have a group dinner on Thursday night. The other meals can be sandwiches in the office or meals at the Hotel Toplice.

After this visit, we will complete the business plan and meet with you again around July 20 to review it with you.

I look forward to working with you next week.

C E Sprang
 Vice President
 Business Development

C E Sprang
 hp
 attachment