



MICHELIN NORTH AMERICA, INC.

**REVISED 05-18-2016  
(TO CORRECT S.A.F.E. DEALER COMMISSION)**

January 1, 2016

One Parkway South  
Post Office Box 19001  
Greenville, South Carolina 29602-9001

**DEAR MICHELIN, BFGOODRICH, AND UNIROYAL BRAND DEALERS AND DISTRIBUTORS:**

**SUBJECT: 2016 GOVERNMENT, UTILITY PROGRAM AND DEALER COMMISSIONS**

We are pleased to announce our Government Sales and Utility Program Instructions for 2016, which we hope, will help you sell into these vast markets.

**I. ELIGIBILITY**

- A. Government Authorized Users: All State Agencies, Departments, Boards, Commissions, Institutions and Political Subdivisions such as Cities, Counties, School Bus Fleets, Municipalities and any other local public body allowed by law.
- B. Utility: (“Public or Private Utility”), which provides cable, power (electrical, gas, nuclear, or water) or telephone service, and whose rates are regulated by a State or Federal Government. The Utility may be investor-owned or government-owned.

**II. FEDERAL EXCISE TAX**

**\*In order to claim F.E.T. credit, a copy of the Michelin 637 Form “Federal Excise Tax Exemption Certificate“ must be filled out and faxed to 864-458-5559.**

**Utilities are required to pay F.E.T.**

**III. DEALER-INVOICED SALES (Sales Support Claim (GS) Form No. MIE 40186**

- A. **Awarded Programs:**  
The Dealer is encouraged to use the Awarded Program price to the Government Agency. All State Agencies, Departments, Boards, Commissions, Institutions and Political Subdivisions such as Cities, Counties, School Bus Fleets, Municipalities, Utility and any other local public body allowed by law. Please refer to these programs for further details.
- B. **Non-Awarded Programs:**  
The Dealer is encouraged to use the Non-Award pricing to the eligible Government Agency or Utility, but is free to sell at any price they feel appropriate.

**IV. GUARANTEE PRICE REQUEST (Government or Public Utility) Form Item No. 9515**

Guaranteed Price Support (GPR Sale)

These supported prices will be in effect for the duration of the contract, or a maximum of twelve (12) months, whichever occurs first. To obtain this Guaranteed Price Support:

1. The Dealer must provide a copy of the bid proposal to the Local Michelin sales representative .
2. The Local Michelin sales representative will submit the GPR request with the bid attached electronically.
3. The bid pricing and term will be considered for approval by the Michelin Government Sales Department.
4. The Local Michelin Sales Representative will be notified if the pricing and term of the GPR are approved.
5. For all approved GPR's, a GPR number will be generated after the bid is awarded and the Local Michelin Sales Representative attaches the awarded contract to the approved GPR in the GOVERNMENT BID DATABASE.
6. This GPR number must then be entered on the signed Sales Support Claim (GS Form), or on the signed dealer work order in the section marked "Guarantee Number" for each sales transaction in order to ensure that the Dealer receives proper credit.

**V. DELIVERY COMMISSIONS AND OTHER PROGRAM SUPPORT**

Please refer to your 2016 Government Dealer Commissions for appropriate commissions for the product line (Truck, Passenger, Light Truck, Earthmover, Agricultural, Industrial) that you are selling. please refer to your specific 2016 Dealer Sales Programs for further details.

The purpose of the Michelin Government Sales and Utility Program is to assist you in selling into these market segments. We hope that each of you will take the opportunity to use this program to its fullest extent.

**PLEASE REMEMBER THAT MNA RESERVES THE RIGHT, IN ITS SOLE DISCRETION, TO DISCONTINUE, MODIFY AND/OR SUPPLEMENT ALL OF THE POLICIES, TERMS, DISCOUNTS, COMMISSIONS, BONUSES, AND/OR ALLOWANCES OF THE MICHELIN NORTH AMERICA, INC. TRUCK TIRE AND TUBE DEALER SALES PROGRAM EFFECTIVE JANUARY 1, 2016 EXPLAINED ABOVE AT ANY TIME WITHOUT PRIOR NOTICE.**

MICHELIN NORTH AMERICA, INC.



Joe O'Connor  
Director, Government & Military Commercial Sales

Attachments:  
Federal Excise Tax Exemption Certificate  
2016 Government Dealer Commissions

**FEDERAL EXCISE TAX EXEMPTION CERTIFICATE  
(FOR USE BY CONSUMERS)**

The undersign hereby certifies that he/she is \_\_\_\_\_ of  
(Enter Your Title)

\_\_\_\_\_, \_\_\_\_\_,  
(Name of Federal Excise Tax Exempt Entity) (Address)

that he/she is authorized to execute this certificate and that the articles purchased from  
Michelin North America, Inc. are for the exclusive use of the named Federal Excise Tax Exempt Entity.  
(Seller)

I hereby certify that \_\_\_\_\_ is:  
(Name of Federal Excise Tax Exempt Entity)

- A state or local government or political sub-division thereof, or the District of Columbia, or
- An Indian tribal government purchasing tires for the exclusive use of the tribe in pursuit of an essential tribal government function, or
- The United Nations purchasing tires for the official use of the United Nations, or
- The American Red Cross purchasing tires for the official use of the American Red Cross, or
  
- A tire manufacturer purchasing tires for resale to an exempt purchaser or for export. Form 637 Registration Number \_\_\_\_\_ (Required), or
- A manufacturer of motor vehicles making sales to an exempt purchaser. Form 637 Registration Number \_\_\_\_\_ (Required), or
- A buyer of tires for use on or in connection with the sale of another article the buyer manufacturers and sells to an exempt purchaser. Form 637 Registration Number \_\_\_\_\_ (Required), or
- A buyer of tires for export or for resale to a second purchaser for export. Form 637 Registration Number \_\_\_\_\_ (Required), or
- A nonprofit educational organization, other than a public school, exempt from income tax under Internal Revenue Code section 501(a) or section 501 (c)(3) buying tires for its use. Form 637 Registration Number \_\_\_\_\_ (Required), or
- An intercity, local, or school bus operator purchasing tires for use on a bus engaged in qualified activities. Form 637 Registration Number \_\_\_\_\_ (Required), or
- A qualified blood collector organization purchasing tires for its exclusive use in connection with a vehicle the organization certifies will be primarily used in the collection, storage, or transportation of blood. Form 637 Registration Number \_\_\_\_\_ (Required).

It is understood the exemption from Federal Excise Tax in the case of articles purchased under this exemption certificate to the aforementioned is limited to the sale of articles for the exclusive use as stated, and it is agreed that if the articles purchased tax free under this exemption certificate are used otherwise such fact will be reported by us to the manufacturer of the articles covered by this certificate.

It is also understood that the fraudulent use of this certificate to secure exemption will subject the undersigned and all guilty parties to a fine of not more that \$10,000 and to Imprisonment for not more than five years, or both, together with cost of prosecution.

\_\_\_\_\_  
(Signature) (Date)

\_\_\_\_\_  
(Print Name) (Print Title)

Note: This certificate is effective for a 36 month period from the date listed above.

## 2016 Government Dealer Commissions

### Government Programs

	2016 Programs	Product Line	Brand	Tire Description Rim Diameter	GS/GU Commission	DG Commission
TCAR	State, Utility, GSA, SAFE	Passenger, Light Truck Tires	Michelin BFGoodrich Uniroyal		10.5 % of Dealer List Price, at time of delivery	10.5 % of Dealer List Price, at time of delivery
	State, Utility, GSA	Passenger		Tubes	\$1.00	\$1.00
	State, Utility, GSA	Light Truck		Tubes	\$2.00	\$2.00
PLNA	State, Utility, GSA	Truck	Michelin		\$35.00 (XONE \$70.00)	\$35.00 (XONE \$70.00)
	State, Utility, GSA	Truck	BFGoodrich		\$15.00	\$15.00
	S.A.F.E.(School Bus)	Truck	Michelin		\$35.00	\$35.00
	S.A.F.E.(School Bus)	Truck	BFGoodrich		\$15.00	\$15.00
	State, Utility, GSA	Truck		Tubes	\$2.00	\$2.00
Earthmover, OTR, Industrial	State, Utility, GSA	Earthmover, OTR Industrial	Michelin		13% of List Price, at time of delivery	13% of List Price, at time of delivery
AG	State, Utility, GSA	Agricultural & AG Industrial	Michelin & Kleber Radials	Agricultural & AG Industrial	7% of Dealer Base Price, at time of delivery	7% of Dealer Base Price, at time of delivery
	State, Utility, GSA	All Agricultural Tubes Only		Tubes	5% of Dealer Base Price, at time of delivery	5% of Dealer Base Price, at time of delivery

**These are the 2016 Government Dealer Commissions. Please refer to the 2016 Government Utility Program & Dealer Commissions or refer to your specific product line 2016 Dealer Sales program.**

**Indirect Customers:** For all 3<sup>rd</sup> party transactions, AAD's receive program benefits at the time of purchase per the Alliance Associate Dealer agreement in lieu of commission. WDA customers receive \$5.00 per tire processing fee for all claims filed by an Alliance Associate Dealer via the WDA. Open Market Associate customers are not authorized to make claims on 3<sup>rd</sup> party sales.