



REVISED 02/22/2016 ADDED NEW TRUCK PRODUCTS

January 1, 2016

To: All Michelin, BFGoodrich and Uniroyal Dealers, Dealer Branches and Distributors

Subject: **Special Pricing Program - General Services Administration (GSA) – HO# 1000672**

Delivery Document: **“GS” (Sales Support Claim–Item MIE40186)**

Authorized Agencies: All Federal Government Agencies, in the 50 States and Puerto Rico, including but not limited to, Forest Service, Soil Conservation Service, Fish & Wildlife Service, Drug Enforcement Administration, Geological Service, Federal Prisons, Voice of America, Department of Agriculture, US Customs, Departments of Interior, Justice and Health & Human Services, Department of the Army, Navy, Air Force, Marines, National Guard Bases, Bureau of Land Management, Federal Highway Administration, Environmental Protection Agency, and the US Postal Service.

This program will also be extended to those Contractors that can obtain a “Letter of Authorization” from the Agency or Federal Branch they are contracted to, which will authorize Michelin to extend GSA pricing to. Transactions without a “Letter of Authorization” on file will be reversed. “Letter of Authorization” should be faxed to 864-458-5119.

Purchase Orders: A Valid Purchase order number MUST appear on all GS Documents. This PO is always provided from the Federal Agency. Transactions will not process through Bib-net without a PO. The PO must also be on all Dealer generated Invoices.

Effective: **January 1, 2016**

PRICING: Discounts offered off of the.....MICHELIN BASE PRICE, Government & Utility Accounts, effective December 1, 2014

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| I | <u>PASSENGER TIRES</u> | |
| | Michelin Brand | 45% |
| | BFGoodrich Brand | 45% |
| | Uniroyal Brand | 35% |
| II | <u>LIGHT TRUCK TIRES</u> | |
| | Michelin Brand | 45% |
| | BFGoodrich Brand | 45% |
| | Uniroyal Brand | 35% |

General Services Administration
(cont'd)

January 1, 2016

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| III | <u>TRUCK TIRES & TUBES</u> | |
| | Michelin Brand | 50% |
| | BFGoodrich Brand | 50% |
| | Uniroyal Brand | 50% |
| | Truck Tubes | 20% |
| | | |
| IV | <u>EARTHMOVER/OTR/INDUSTRIAL TIRES& TUBES</u> | |
| | Tires | 38% |
| | | |
| V | <u>AGRICULTURAL TIRES & TUBES</u> | |
| | Tires | 35% |
| | Tubes | 48% |
| | | |
| VI | <u>AG INDUSTRIAL Tires</u> | 48% |

AGRICULTURAL TIRES: Agricultural Tires: 72 Hours for In-Stock Tires, Otherwise
60-90 days ARO (After Receipt of Order)

PURCHASE ORDER: Made out to: MICHELIN NORTH AMERICA, INC.
c/o "Local" Michelin/BFGoodrich/Uniroyal Dealer/Distributor
or "Local" Michelin/BFGoodrich/Uniroyal Dealer/Distributor

DELIVERY DOCUMENTS: "GS" (Sales Support Claim – Item No. MIE 40186)

DELIVERY COMMISSION: As presented in the applicable Michelin North America, Inc.
Dealer Sales Program in effective at the time of sale(s).

Should you have any questions with regard to this Pricing Program, please contact your Michelin Field Representative.

MICHELIN NORTH AMERICA, INC.



Joe O'Connor
Director, Government & Military Commercial Sales

JO/kp