



DATE: January 1, 2021

U.S. Policy 2021-69

SUBJECT: Delivery Commission Schedule – G3X Dealer

REPLACES: U.S. Policy Letter 2019-69a

The following is the schedule of product and delivery commission rates that will be paid to Goodyear outlets delivering to various classes of business. These commissions are paid to **Authorized G3Xpress Dealers**, on delivery of selected products shown below.

Federal, State and Local Government		
	Brand	% of selling prices to Government Agency
Consumer	Goodyear	7.5%
Consumer	*Police Pursuit Tires	10.5%
Commercial	Goodyear, Dunlop	7.5%
OTR	Goodyear, Dunlop and American Miner	10%

* See Appendix for list of qualifying Police Pursuit Tires

Consumer *			
	National Account ⁽²⁾/ Military Exchange ⁽²⁾/ Rental ⁽³⁾/ E-commerce	Car Dealer ⁽⁴⁾	Secondary Supply Point
All Brands ⁽¹⁾	7%	5.5%	N/A

* Commission percentage based off the Dealer base price. Maximum commission of \$25.00 per tire.

Commercial				
Brand	Description	National Account ⁽²⁾	Car Dealer	Secondary Supply Point
Goodyear	Unisteel Light Truck Radial	\$25.00	\$13.00	N/A
Goodyear	Medium Radial Truck (except Workhorse / Marathon)	\$35.00	\$16.00	N/A
Goodyear	Workhorse / Marathon	\$30.00	N/A	N/A
Goodyear	Super Singles / Wide Base	\$50.00	N/A	N/A
Goodyear	G670 RV	\$35.00	\$16.00	N/A
Dunlop	Unisteel Light Truck Radial	\$20.00	\$13.00	N/A
Dunlop	Medium Radial Truck	\$30.00	\$16.00	N/A
Dunlop	Super Singles	\$40.00	N/A	N/A

- (1) Includes Goodyear, Dunlop, and Kelly brands
- (2) Due to specific competitive pricing situations, delivery commissions may vary on National Account deliveries
- (3) Some rates may vary based on Service Rendered
- (4) Fierce tire lines are not authorized for delivery to GM Car Dealers.

Commercial Local Book End User Supports	
Brand	Local Book End User Supports ⁽⁵⁾
Goodyear and Dunlop Brands Medium Radial Truck and Unisteel Light Truck tires	5%

- (5) Additionally, all Commercial local book end-user supports qualify for 5% delivery commission on Goodyear and Dunlop brands for the delivering Authorized Dealer or WD. The 5% commission is based off of the supported, sell-out price.

Commercial Finished Retreads		
Brand	Line Haul/Regional	National Account, Government, End-User*
Goodyear Line Haul / Regional	Premium Drive	\$23.00
	Premium Trail	\$14.00
	Mid-tier Drive	\$18.00
	Economy Trail	\$10.00
	Widebase Drive	\$35.00
	Widebase Trail	\$25.00
	ULT	\$15.00
Goodyear Mixed Service / Other	Premium	\$25.00
	Mid-tier	\$20.00
	Economy	\$15.00
	All Other	\$12.00

*Retread deliveries are not eligible to Car Dealer or Secondary Supply

OTR	
	National Account
All Brands ⁽⁶⁾	10%

(6) Includes Goodyear, Dunlop, and American Brand brands

Additional Information

- Deliveries for the account of Goodyear to governmental entities are not required of any Dealer, Wholesale Distributor or Franchise Tire Center.
- A service fee of \$3.00 will be charged to the receiving dealer on police tire secondary supply deliveries only.

This program can be changed, modified or canceled at anytime, at Goodyear's discretion with or without advance notice.

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Appendix: Police Pursuit Tires

2020 Goodyear Police Tire Line Up

All Season

Size	Description	Product Code	Material	OE Applications
P225/60R16 97V	Eagle RS-A	732-354-500	103103	Ford Crown Victoria Police Interceptor 1998 - 2002
P225/60R16 97V	Eagle RS-A Plus	732-354-148	175293	Ford Crown Victoria Police Interceptor 2003 - 2005
P235/55R17 98W	Eagle RS-A	732-002-500	136360	Ford Crown Victoria Police Interceptor 2006 - 2011
P235/55R17 98W	Eagle RS-A	732-297-500	218651	Chevrolet Impala 2012-2016
P265/60R17 108V	Eagle RS-A	732-523-500	231944	Chevrolet Tahoe 2017 +
P225/60R18 99W	Eagle RS-A	732-312-500	218769	Dodge Charger 2011 +
P235/50R18 99W XL	Eagle RS-A	732-276-500	218197	Chevrolet Caprice 2011 - 2017
245/55R18 103V	Eagle RS-A	732-026-500	222703	Ford Police Interceptor Sedan 2012 - 2019
245/55R18 103V	Eagle RS-A	732-026-500	222703	Ford Police Interceptor Utility 2012 - 2019
255/60R18 108V	Eagle Enforcer	732-005-563	232702	Ford Interceptor Utility 2020 +
235/50R17 96W	Eagle Sport A/S	109-064-366	222199	Ford Hybrid Police Responder 2019 + (Fusion)
LT275/65R18C 113S	W/1 AT Adventure	748-958-571	222029	Ford F150 Police Responder 2018 +

All Weather

Size	Description	Product Code	Material	OE Applications
265/60R17 108V	Eagle Enforcer All Weather	732-001-558	235372	Chevrolet Tahoe
225/60R18 100V	Eagle Enforcer All Weather	732-003-558	235373	Dodge Charger
245/55R18 103V	Eagle Enforcer All Weather	732-004-558	235374	Police Interceptor Sedan & Utility 2012 - 2019
255/60R18 108V	Eagle Enforcer All Weather	732-005-558	237047	Ford Interceptor Utility 2020 +
235/50R17 96V	Eagle Enforcer All Weather	732-008-558	237046	Ford Hybrid Police Responder 2019 + (Fusion)

All Season

Size	Description	Product Code	Material	OE Applications
P225/60R16 97V	Eagle Ultra Grip G/w2	147-354-070	118468	Ford CVPI, Chevrolet Impala
P235/55R17 98V	Eagle Ultra Grip G/w3	166-579-530	198865	Ford CVPI, Chevrolet Impala
225/60R18 100V	Eag Enforcer Winter	732-003-567	237041	Dodge Charger
265/60R17 108H	Eag Enforcer Winter	732-006-567	237043	Chevrolet Tahoe
235/50R18 101V XL	Eagle Ultra Grip G/w3	166-041-528	220011	Chevrolet Caprice 2011 - 2017
245/55R18 103V	Eag Enforcer Winter	732-004-567	237042	Ford Police Interceptor Sedan & Utility 2012 - 2019
255/60R18 108V	Eag Enforcer Winter	732-009-563	237418	Ford Interceptor Utility 2020 +