



January 1, 2010  
Draft

To: NATIONAL SCHOOL TRANSPORTATION ASSOCIATION - HO#  
Subject: MICHELIN BRANDS Tire Program

This program is for Private School Contractors that are members of the NSTA only. This is a National Account (DR) only program with credit card mandatory. National Account status must first be obtained in order to receive an account number and be eligible to purchase.

DURATION: January 1, 2010 through December 31, 2010

DEADLINE FOR  
SUBMITTING ALL CLAIMS: 30 Days after transaction and not later than January 31, 2011

DELIVERY RECEIPT (Michelin Invoiced): For those Government Agencies or School Bus Contractors which require direct invoicing by Michelin and delivery by the Dealer. These products must be used exclusively on the Contractors Equipment.

School Bus Contractors must provide a 637 Tax Exemption Certificate form before processing.

PRICING: The following discounts are off of the Michelin Government & Utility Base Price List effective, January 1, 2009:

- 1 **PASSENGER ANDLIGHT TRUCK TIRES:**
  - Michelin Brand 45%
  - BFGoodrich Brand 45%
  - Uniroyal Brand 35%
  
- 2 **TRUCK TIRES:**
  - Michelin Brand 47%
  - BFGoodrich Brand 36%

**NET Priced Items:**

**SPECIAL PRICED TRUCK TIRES:**

<u>TIRE SIZE</u>	<u>TREAD</u>	<u>PR/LR</u>	<u>CATALOG NUMBER</u>	<u>PRICE</u>
9R22.5	XZE	12F	75473	\$ 221.00
10R22.5	XZE	12F	79883	\$ 247.00
10R22.5	XZE	14G	99141	\$ 253.00
10R22.5	XDE M/S	14G	87357	\$ 258.00
235/80R22.5	XZE	14-G	68749	\$ 233.00
255/70R22.5	XZE *	16H	61737	\$ 240.00
255/70R22.5	XD2	16H	74493	\$ 264.00
255/80R22.5	XZE	14G	94390	\$ 249.00
255/80R22.5	XDE M/S	14G	74299	\$ 260.00

**SPECIAL PRICED TRUCK TIRES:**

275/80R22.5	XZE	16H	01637	\$ 285.00
275/80R22.5	XZE2	14G	55895	\$ 276.00
275/80R22.5	XZE2	16H	55262	\$ 290.00
275/80R22.5	XDE M/S	14G	61426	\$ 282.00
275/80R22.5	XDN2	14G	63465	\$ 302.00
11R22.5	XZE2	14G	78390	\$ 278.00
11R22.5	XZE2	16H	67042	\$ 285.00
11R22.5	XDE M/S	14G	73493	\$ 276.00
11R22.5	XDE M/S *	16H	73927	\$ 289.00
11R22.5	XDS	16H	53709	\$ 305.00
11R22.5	XDN2	14G	72805	\$ 302.00
11R22.5	XDN2	16H	64321	\$ 312.00
11R22.5	XZY-3	14G	84455	\$ 322.00
11R22.5	XZY-3	16H	80927	\$ 327.00
11R22.5	XDY-3	16H	97079	\$ 332.00
12R22.5	XZE*	16H	85335	\$ 330.00
8R19.5	XZA	12F	60893	\$ 185.00
225/70R19.5	XZE	14G	91043	\$ 196.00
245/70R19.5	XZE	12F	63523	\$ 207.00
245/70R19.5	XZE	14G	66338	\$ 208.00
245/70R19.5	XZE	16H	75997	\$ 209.00
225/70R19.5	XDS2	12F	91423	\$ 210.00
225/70R19.5	XDS2	14G	00691	\$ 213.00
245/70R19.5	XDS2	16H	05797	\$ 217.00
265/70R19.5	XZE2+	14G	46194	\$ 260.00

**SPECIAL PRICES LIGHT TRUCK TIRES:**

<u>MICHELIN</u>	<u>SIZE</u>	<u>BRAND</u>	<u>CATALOG NUMBER</u>	<u>PRICE</u>
	LT215/85R16/E	XPS RIB	39510	\$150.00
	LT225/75R16/E	XPS RIB	08404	\$155.00
	LT235/85R16/E	XPS RIB	13080	\$160.00
	LT245/75R16/E	XPS RIB	26848	\$160.00
	LT215/85R16/E	LTX A/S	41550	\$130.00
	LT225/75R16/E	LTX A/S	46049	\$130.00
	LT265/75R16/E	LTX M/S	52169	\$155.00
	LT225/75R16/E	LTX M/S	25516	\$139.00
	LT235/85R16/E	LTX M/S	07364	\$137.00
	LT245/75R16/E	LTX M/S	22606	\$133.00
	LT225/75R16/E	LTX A/T 2	33371	\$149.00
	LT235/85R16/E	LTX A/T 2	03287	\$155.00
	LT245/75R16/E	LTX A/T 2	38953	\$154.00

<u>BFGOODRICH</u>	<u>TIRE SIZE</u>	<u>TREAD</u>	<u>CATALOG NUMBER</u>	<u>PRICE</u>
	LT215/85R16/E	BFG COMM T/A AS	42205	\$ 93.00
	LT225/75R16/E	BFG COMM T/A AS	67515	\$102.00
	LT235/85R16/E	BFG COMM T/A AS	45879	\$ 99.00
	LT245/75R16/E	BFG COMM T/A AS	89589	\$103.00
	LT225/75R16/E	BFG COMM T/A T	72846	\$110.00
	LT235/85R16/E	BFG COMM T/A T	58509	\$105.00
	LT245/75R16/E	BFG COMM T/A T	85980	\$109.00
	LT265/75R16/E	BFG COMM T/A T	53176	\$119.00

**ELIGIBLE USERS:**

1) All Eligible School Bus Contractors purchasing for the exclusive use on their school buses.

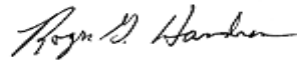
"Eligible School Bus Contractor" is defined as:

a.) A contractor having a current contract with a Government Agency/School District which enables the transaction to be exempt from Federal Excise Tax and for which the tires being purchased will be for the exclusive use on the Government Agency's/School District's school buses.

b.) A signed copy of the "FEDERAL EXCISE EXEMPTION CERTIFICATE FOR PURCHASE OF TIRES BY GOVERNMENTS, NON-PROFIT EDUCATION ORGANIZATIONS AND BUS OPERATORS", if User is claiming F.E.T. Exempt status, must be sent to Michelin North America, Inc., Post Office Box 19001, Greenville, SC 29602-9001, Attention: Government Billing.

Michelin North America, Inc. reserves the right to amend or discontinue this program at any time without prior notice.

Best Regards,  
MICHELIN NORTH AMERICA, INC.  
Roger G. Handren



Director, Commercial Government Sales

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