

GOVERNMENT SALES

Take part in the Government Sales program to earn commissions for delivering tires to federal, state and local government agencies.

GUIDELINES FOR INCREASING BUSINESS WITH GOVERNMENT AGENCIES:

- Increase contact with state, local, county and township maintenance garages
- Build a good relationship with the local maintenance manager
- Contact agencies that don't have maintenance garages and arrange to service their fleets
- Examine the fleet to determine needs and stock the most popular sizes required
- Provide tires and service to local police fleets; they replace tires and brakes often
- Look for opportunities to move product at a nearby military base with an Exchange Service

INFORMATION AND ASSISTANCE:

For consumer accounting questions, please call 1-800-633-6802.
For questions about government contracts, please call 1-888-453-0021.



GOVERNMENT SALES BILLING

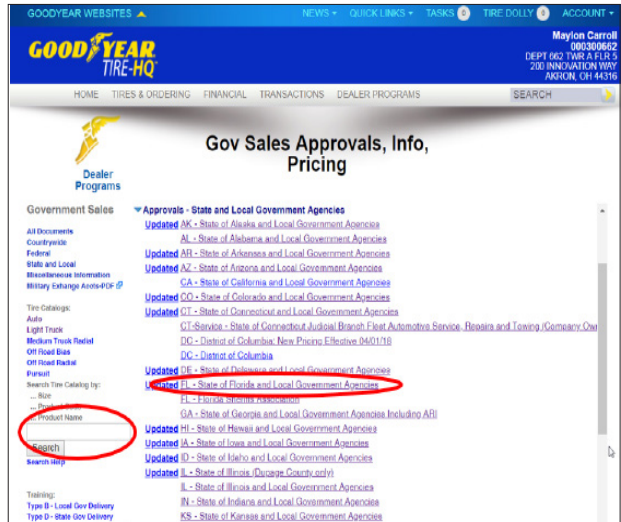
1. Log in to www.tire-hq.com using your Username and Password.



2. Click "Government Sales" under the "Dealer Programs" tab.

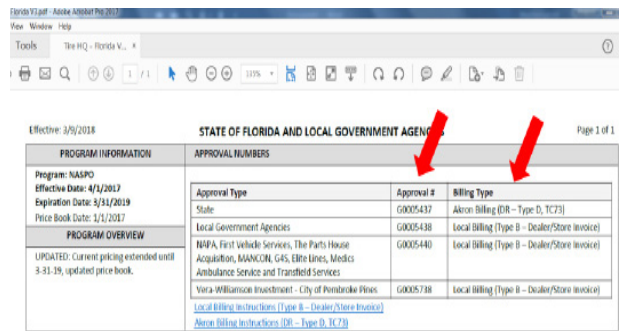


3. Click on "Approvals, Info, Pricing" to see pricing information by State/Agency, or type a size, product code or product name in the search box to see base price.



4. Once you have clicked on the State/Agency, open the PDF link.

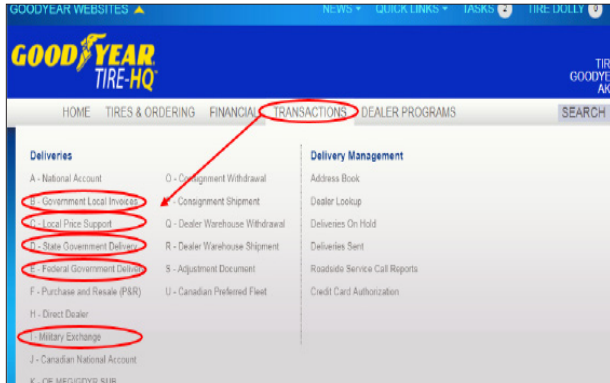
Determine the billing type (B or D) and approval #. You can also find a netted down price book, billing instructions and other useful information on the PDF.



GOVERNMENT SALES BILLING (CONT.)

5. To process deliveries, go to the "Transactions" tab then "Deliveries": Choose either:

- B - Local Billing
- D - Akron Billing
- E - Federal Government
- I - Military Exchange



6. Complete the fields for initial data and then click "Next."



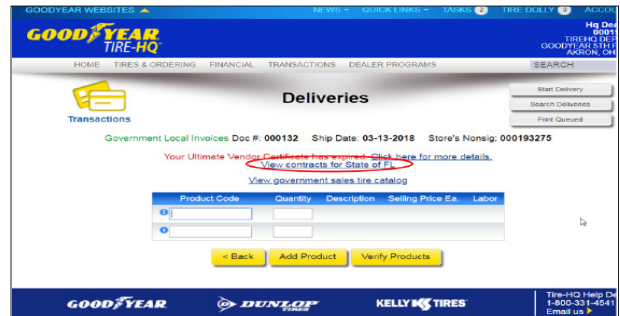
7. Fill in the billing and shipping data and then click "Next."



7. Insert the requirement data and then click "Next."



8. Enter the product data and then click "Verify Products." Refer to the netted down price book for Local Billing by clicking on "View Contracts for State of XX" link.



9. Finally, insert the product data pricing and then click "Send" or "Send & Queue" to also print.

10. Choose the appropriate response when questioned if you have a valid Ultimate Purchaser Certificate and

