



DATE: January 1, 2022

U.S. Policy 2022-69

SUBJECT: Delivery Commission Schedule – G3X Dealer

REPLACES: U.S. Policy Letter 2021-69b

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.

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

\* See Appendix for list of qualifying Police Pursuit Tires

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

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

- (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.

<b>Commercial</b>				
<b>Brand</b>	<b>Description</b>	<b>National Account</b>	<b>Car Dealer</b>	<b>Secondary Supply Point</b>
<b>Goodyear</b>	Unisteel Light Truck Radial	\$27.00	\$13.00	-
<b>Goodyear</b>	Medium Radial Truck (except Workhorse/ Marathon)	\$37.00	\$16.00	-
<b>Goodyear</b>	Workhorse/Marathon	\$32.00	\$16.00	-
<b>Goodyear</b>	Super Singles/ Wide Base	\$52.00	\$16.00	-
<b>Goodyear</b>	G670 RV	\$37.00	\$16.00	-
<b>Dunlop</b>	Unisteel Light Truck Radial	\$22.00	\$13.00	-
<b>Dunlop</b>	Medium Radial Truck	\$32.00	\$16.00	-
<b>Dunlop</b>	Super Singles	\$42.00	-	-

<b>Commercial Local Book End User Supports</b>	
<b>Brand</b>	<b>Local Book End User Supports <sup>(5)</sup></b>
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.

<b>Commercial Finished Retreads</b>		
<b>Brand</b>	<b>Line Haul/Regional</b>	<b>National Account, Government, End User*</b>
<b>Goodyear Line Haul/Regional</b>	Premium Drive	\$24.00
	Premium Trail	\$15.00
	Mid-tier Drive	\$19.00
	Economy Trail	\$11.00
	Widebase Drive	\$36.00
	Widebase Trail	\$26.00
	ULT	\$16.00
<b>Goodyear Mixed Service/ Other</b>	Premium	\$26.00
	Mid-tier	\$21.00
	Economy	\$16.00
	All Other	\$13.00

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

<b>OTR</b>	
<b>Brand</b>	<b>National Account</b>
<b>Goodyear, Dunlop and American Brand</b>	39" and above - Flat Rate 35" and below - 10% of base
<b>Goodyear Retreads, Dunlop and American Miner</b>	10% of selling price

<b>Tire Size</b>	<b>Commission (USD)</b>
37.5-39	\$ 1,000
40.5/75R39	\$ 1,300
1150/65R39	\$ 1,800
45/65-45	\$ 2,000
1150/65R45	\$ 2,200
27.00R49	\$ 1,000
33.00R51	\$ 1,250
36.00R51	\$ 1,250
37.00R57	\$ 1,500
40.00R57	\$ 1,750
46/90R57	\$ 2,000
53/80R63	\$ 2,250
59/80R63	\$ 2,500

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.**

**APPROVALS:    J WALSH        D GROSS        S JOHNSON        L BERESH        K HILLYARD  
                  C GLASS        T MELOTTI        R COTTRELL        J O'HARA        M MCDONALD  
                  K TOULOUSE    M SCHNEIDER    C CARLYON**

**Originated by: Strategic Pricing & Policy Administration, D/796**

## Appendix: Police Pursuit Tires

### 2022 Goodyear Police Tire Line Up

#### All Season

Size	Description		Product Code	Material	OE Applications
P225/60R16 97V	Eagle RS-A	103103	732-354-500	103103	Ford Crown Victoria Police Interceptor 1998 - 2002
P225/60R16 97V	Eagle RS-A Plus	175293	732-354-148	175293	Ford Crown Victoria Police Interceptor 2003 - 2005
P235/55R17 98W	Eagle RS-A	136360	732-002-500	136360	Ford Crown Victoria Police Interceptor 2006 - 2011
P235/55R17 98W	Eagle RS-A	218651	732-297-500	218651	Chevrolet Impala 2012-2016
P265/60R17 108V	Eagle RS-A	231944	732-523-500	231944	Chevrolet Tahoe 2017 +
P225/60R18 99W	Eagle RS-A	218769	732-312-500	218769	Dodge Charger 2011 +
P235/50R18 99W XL	Eagle RS-A	218197	732-276-500	218197	Chevrolet Caprice 2011 - 2017
245/55R18 103V	Eagle RS-A	222703	732-026-500	222703	Ford Police Interceptor Sedan 2012 - 2019
245/55R18 103V	Eagle RS-A	222703	732-026-500	222703	Ford Police Interceptor Utility 2012 - 2019
255/60R18 108V	Eagle Enforcer	232702	732-005-563	232702	Ford Interceptor Utility 2020 +
275/55R20 113V	Eagle Enforcer	240100	732-010-563	240100	Chevrolet Tahoe
235/50R17 96W	Eagle Sport A/S	222199	109-064-366	222199	Ford Hybrid Police Responder 2019 + (Fusion)
LT275/65R18C 113S	Wrl AT Adventure	222029	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	235372	732-001-558	235372	Chevrolet Tahoe
225/60R18 100V	Eagle Enforcer All Weather	235373	732-003-558	235373	Dodge Charger
245/55R18 103V	Eagle Enforcer All Weather	235374	732-004-558	235374	Police Interceptor Sedan & Utility 2012 - 2019
255/60R18 108V	Eagle Enforcer All Weather	237047	732-005-558	237047	Ford Interceptor Utility 2020 +
235/50R17 96V	Eagle Enforcer All Weather	237046	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 GW2	118468	147-354-070	118468	Ford CVPI, Chevrolet Impala
P235/55R17 98V	Eagle Ultra Grip GW3	198865	166-579-530	198865	Ford CVPI, Chevrolet Impala
225/60R18 100V	Eag Enforcer Winter	237041	732-003-567	237041	Dodge Charger
265/60R17 108H	Eag Enforcer Winter	237043	732-006-567	237043	Chevrolet Tahoe
235/50R18 101V XL	Eagle Ultra Grip GW3	220011	166-041-528	220011	Chevrolet Caprice 2011 - 2017
245/55R18 103V	Eag Enforcer Winter	237042	732-004-567	237042	Ford Police Interceptor Sedan & Utility 2012 - 2019
255/60R18 108V	Eag Enforcer Winter	237418	732-009-563	237418	Ford Interceptor Utility 2020 +