



2011 Purchase Resale Policy

BRIDGESTONE

What Is A Purchase Resale Corporate Account?

Purchase Resale accounts are traditionally national or regional automotive after market retailers that use tires as a “value added” service for their existing customer base. Tire sales are not a primary focus of these locations.

What’s In It For Me?

Becoming an authorized Purchase Resale Account supply point allows you to enjoy these benefits:

- Generous commissions
- Instant account credit
- Increased unit sales
- No price negotiation
- No credit risk

What Is My Commission?

Each BATO consumer tire delivered to an approved Purchase Resale Account is subject to the delivery commission per the schedule below:

Deliveries to: MIDAS, MONRO, SUNOCO, AUCTION TIRES ONLINE, MILITARY

TRADITIONALS

	Bridgestone	Firestone	Fuzion	House Brand
Passenger	\$7.00	\$7.00	N/A	\$2.00
Light Truck	\$9.00	\$9.00	\$2.00	\$2.00
H Speed Rated	\$7.00	\$7.00	\$2.00	\$2.00
FR380		\$6.00		
High Performance (V speed rated and above)	\$10.00	\$10.00	\$4.00	\$4.00
Winterforce		\$6.00		

Deliveries to: CHRYSLER, GENERAL MOTORS, MAZDA

AUTOMOBILE MANUFACTURERS

	Bridgestone	Firestone
Passenger	\$10.00	\$10.00
Light Truck	\$14.00	\$14.00
H Speed Rated	\$12.00	\$12.00
FR380		\$6.00
High Performance (V speed rated and above)	\$16.00	\$16.00
Winterforce		\$6.00

Note: Approved supply points will be credited at base price in effect at the time of delivery less any applicable discounts in effect.

BSRO stores will receive unit credit, sales credit at reference cost + 6% and cost calculated at store WAC.

Who Handles Billing?

BATO direct bills all Purchase Resale Accounts’ home offices. The Purchase Resale Account’s home office is responsible for rebilling each individual account location. Only authorized products can be billed and delivered to approved locations. For a list of authorized products, see page 6.

Should an error occur, or if you have a billing question, please contact the Billing Services-Delivery Receipt Department, 800/321-8284 or usdrclaims@bfusa.com.

Who Can Be A Supply Point And How Do I Become One?

BATO family dealers can be set up as authorized supply points for Purchase Resale Account locations by requesting approval through their Area Sales Managers and/or through the Purchase Resale Account department in Nashville.

All BSRO stores are authorized to supply approved tires to Purchase Resale Account locations.

Authorized supply points must be able to meet these guidelines:

- Ability to deliver within 24 hours
- Maintain adequate inventory
- Provide retail merchandising support
- Provide educational support

What Is The Purchase Resale Account's Price?

Each Purchase Resale account home office has a negotiated BATO price. The price each account rebills their locations is at the sole discretion of the approved Purchase Resale account home office. BATO and their supply points have no input in regards to rebill pricing.

What About Promotions?

Each Purchase Resale Account has its own policies and standards regarding allowable promotions at their locations. The Purchase Resale department frequently supports locations with Point of Purchase materials and merchandising kits. Please contact the Area Sales Manager with specific questions.

How Do I Order Emergency O.E. Tires?

The CAMI Program is intended to provide our authorized supply points with an efficient ordering system for Bridgestone and Firestone Brand tires required as warranty adjustment replacements for car manufacturer **original equipment tires only**.

To order tires under this program, the following procedure should be followed:

1. All CAMI Program orders are to be placed with your Customer Service Representative.
2. Identify your requirements as a CAMI order and provide the following information:
 - a. Vehicle year, make and model
 - b. Customer's name and telephone number
 - c. Size and description of tire
 - d. Article number
 - e. Amount needed (max 2)
3. Tires will be shipped UPS regular ground, freight prepaid

BATO = Bridgestone Americas Tire Operations

BSRO = Bridgestone Retail Operations



Can Purchase Resale Accounts Process Returns?

Since all Purchase Resale accounts obtain tires from local supply points and not from direct shipping, we **DO NOT** have a return policy.

How Do I Process A Purchase Resale Delivery?

There are two methods for processing Purchase Resale Account orders:

1. Dealer BFDI or POS/ADRS

2. Manual TST submission

Please mail all TST tickets promptly to the address below for processing:

**Bridgestone Americas Tire Operations
Attn: Billing Services-Delivery Receipt Dept
535 Marriott Drive
Nashville, TN 37214**

Regardless of which system you use, the following information must be completed:

1. Delivery date

Please use a six digit identification for the month, day and year (e.g.; 112411 for November 24, 2011). This date should always be the date that the tires were delivered.

2. Customer Purchase Order Number

Depending upon the account, a purchase order number may or may not be required. (See account details)

3. Customer Account Number

Please use the Purchase Resale Account's six digit ship-to number.

If necessary, please confirm the account number by calling the Purchase Resale Department at 800/543-7522, ext. 3531.

4. Article Number, number of units

5. Authorized signature required for credit and proof of delivery.

Note: All Purchase Resale, Military and Government sales claims, TST's, DR and credit submissions **must be** received in Nashville within **30 days of delivery date.**

For all paper TST tickets processed manually there will be a \$2.50 per document fee.

5 CREATE A NEW DR - TRANSFER DR SETUP PAGE

Options DR

bfdi transactions

Current Customer #: 987654

NOTE: Tabs at the top of the page shows where you are in creating the DR process

Click to Change Dealer # if you key for multiple locations

Delivery Receipt Setup

Change DR Type: NOTE: Click this button if you have made an error and need to change DR Type or Dealer #

Delivery Receipt Information

DR/Ticket#: Dealer W/O#:

Delivery Date:

Transfer TO: Transfer FROM:

>This section refers to the Dealer being charged >This section refers to the Dealer being credited

DEBIT THIS ACCOUNT

CREDIT BY ACCOUNT

Enter the data in the appropriate fields (TAB between each field):

- DR/Ticket #
- Delivery date
- Dealer work order (optional)
- Dealer account # receiving tires (name, address, etc. w/ll populate once you tab out of field)
- Purchase order #
- Comments (optional)

NOTE: You can search for a dealer's account number by using the "search for dealer" link

Once ev choose or hit the

Paper TST or BFDI submissions not required for BSRO locations

5 CREATE A NEW DR - TRANSFER DETAIL ENTRY PAGE

Options DR

bfdi transactions

Current Customer #: 987654

Dealer-To-Dealer Transfer

Transfer From: 987654 Transfer To: 123456

DR #: 1111111-44 Dealer W/O #: AB-112

Delivery Date: 05/01/2005 Entry Date: 04/01/2005

Product/Service Detail Entry

#	Quant.	Article #/Code size	Description/Pattern	Ply	Unit Price	Ext. Price	Delete
1.							
2.							
3.							
4.							
5.							
6.							
7.							
8.							
9.							
10.							

NOTE: Choosing the "refresh" button will update the items entered for viewing on this page

Enter the data in the appropriate fields (TAB between each field):

- Quantity & Article # of each tire sold

NOTE: You can choose **save and complete later** if missing data, **delete** if entered in error or **back** if you need to change something on the previous page(s).

Once everything is entered, choose "save & continue" or hit the enter key

5 CREATE A NEW DR - TRANSFER REVIEW/SEND PAGE

Options DR

Current Customer #: 987654

Dealer-To-Dealer Transfer

DR Review/Send

Delivery Receipt Review

Please review the following delivery receipt information you have entered to ensure it is correct.

DELIVERY RECEIPT

DR/TICKET

Delivery Receipt Information

DR #: 1111111-64 Delivery Date: 05/01/2005

DR #: SAMPLE Dealer W/O #: ABC123

DR Type: Dealer-To-Dealer Transfer

Transfer TO:

Dealer #: 123456 FLEET NAME: FLEET ADDRESS: FLEET CITY, STATE, ZIP: USA

Transfer FROM:

Dealer #: 987654 FLEET NAME: FLEET ADDRESS: FLEET CITY, STATE, ZIP: USA

COMMENTS

DR DETAIL

Item	Part/Service	Quantity	Size	Description	Ply
B	173308	S	L725/95R16	STEELTEX RADIAL R4S	E
F	288616	S	L725/75R16	STEELTEX RADIAL A7T	C

Delivery Entry/Change Information

Delivery Date: 04/01/2005 Entry Date: Last Changed by:

NOTE: Tabs at the top of the page shows where you are in creating the DR process

This is your review page to look over everything entered. If ok, you can print a copy or send DR to billing

NOTE: You can choose **save and complete later** if missing data, **delete** if entered in error or **back** if you need to change something on the previous page(s).

Print Delivery Receipt

Save and Complete Later



Approved Purchase/Resale Accounts

TRADITIONAL ACCOUNTS

Purchase Order

**Monro Muffler & Brake
Speedy Auto Service**

Optional

Midas

Required

Sunoco

Optional

Military Bases/VA Canteens/Exchanges

Optional

Auction Tires Online

Required

AUTOMOBILE MANUFACTURER ACCOUNTS

Chrysler

Required

GM

Optional

Mazda

Required

And Requirements Prior To Delivery

Approved Products	Account Manager
Bridgestone PS/LT Firestone PS/LT House Brand PS/LT	Brad McFadden Voicemail; 800/681-6245, #70725 Cell Phone; 501/249-0867
Bridgestone PS/LT Firestone PS/LT House Brand PS/LT	Brad McFadden Voicemail; 800/681-6245, #70725 Cell Phone; 501/249-0867
Bridgestone PS/LT Firestone PS/LT House Brand PS/LT	Brad McFadden Voicemail; 800/681-6245, #70725 Cell Phone; 501/249-0867
Bridgestone PS/LT Firestone PS/LT House Brand PS/LT	Steve Green Voicemail; 800/681-6245, #93711 Cell Phone; 615/584-0046
Bridgestone PS/LT Firestone PS/LT House Brand PS/LT	Brad McFadden Voicemail; 800/681-6245, #70725 Cell Phone; 501/249-0867
Bridgestone PS/LT Firestone PS/LT	Kyle Stevens Voicemail; 812/342-0092 Cell Phone; 615/545-3240
Bridgestone PS/LT Firestone PS/LT	Kyle Stevens Voicemail; 812/342-0092 Cell Phone; 615/545-3240
Bridgestone PS/LT Firestone PS/LT	Kyle Stevens Voicemail; 812/342-0092 Cell Phone; 615/545-3240



Where Do I Get Help?

Technical and Warranty Information

Product Information

Order Tires

Supply Point Locator

Literature & Promotional Materials

Billing Services

Delivery Receipts

Account Specialists

Purchase Resale Program Coordinator

Manager, Purchase Resale

www.bftstires.com

Bridgestone / Firestone

800/847-3272

www.bftstires.com

Please contact your local supply point

800/681-5557 or www.bftstires.com

www.bftstires.com

800/321-8284 Department number

800/322-8746 fax

Steve Green; Military Exchange

800/681-6245, #93711 voicemail

615/493-0037 fax

615/584-0046 cell

greensteve@bfusa.com

**Brad McFadden; Monro, Midas, Sunoco
and Auction Tires Online**

800/681-6245, x70725 voicemail

615/493-0627 fax

501/249-0867 cell

mcfaddenbrad@bfusa.com

Kyle Stevens; GM, Mazda, Chrysler

812/342-0092 voicemail

615/545-3240 cell

615/493-0185 fax

stevenskyle@bfusa.com

Daryl Finley

800/543-7522, #3531

615/937-3531

615/937-3106 fax

finleydaryl@bfusa.com

Linda Alberstadt

800/543-7522, #3532

615/937-3532

615/937-3106 fax

931/320-2684 cell

alberstadtli@bfusa.com

Mailing Address:

Bridgestone Americas Tire Operations

535 Marriott Drive

10th Floor

Nashville, TN 37214

