

Contract Award  
RFP #102517

**FORM D**



**Formal Offering of Proposal**  
(To be completed only by the Proposer)

**TIRES AND RELATED EQUIPMENT, SUPPLIES, AND SERVICES**

In compliance with the Request for Proposal (RFP) for TIRES AND RELATED EQUIPMENT, SUPPLIES, AND SERVICES, the undersigned warrants that the Proposer has examined this RFP and, being familiar with all of the instructions, terms and conditions, general and technical specifications, sales and service expectations, and any special terms, agrees to furnish the defined products and related services in full compliance with all terms and conditions of this RFP, any applicable amendments of this RFP, and all Proposer's response documentation. The Proposer further understands that it accepts the full responsibility as the sole source of solutions proposed in this RFP response and that the Proposer accepts responsibility for any subcontractors used to fulfill this proposal.

Company Name: Hankook Tire America Corp. Date: 10/20/2019  
Company Address: 333 Commerce Street Suite 600  
City: Nashville State: TN Zip: 37201  
Contact Person: Ayden Lee Title: Manager  
Authorized Signature: JHL Ayden Lee  
(Name printed or typed)

**Form C**

**EXCEPTIONS TO PROPOSAL, TERMS, CONDITIONS,  
AND SOLUTIONS REQUEST**



Company Name: Hankook Tire America Corporation

Any exceptions to the terms, conditions, specifications, or proposal forms contained in this RFP must be noted in writing and included with the Proposer's response. The Proposer acknowledges that the exceptions listed may or may not be accepted by NJPA or included in the final contract. NJPA will make reasonable efforts to accommodate the listed exceptions and may clarify the exceptions in the appropriate section below.

Section/page	Term, Condition, or Specification	Exception	NJPA ACCEPTS
Warranty	What is not covered	<ul style="list-style-type: none"> <li>• Outside of the Continental United States</li> <li>• Willful Abuse / Collision / Wreck / Fire</li> <li>• Continued use while flat or severe under/over inflation</li> <li>• Road Hazards including without limitation, puncture, cut, impact break, stone drill, bruise, bulge, snag, collision</li> <li>• Premature or irregular wear due to vehicle mechanical reason</li> <li>• Conditions resulting from without limitation, improper mounting/demounting, under inflation, improper tire size, improper repair, defect in vehicle, abuse</li> <li>• Ozone or weather cracking on tires over four (4) years old from the date of manufacture</li> <li>• Ride disturbance complaints after 2/32 tread wear or 1 year from date of purchase, whichever occurs first</li> <li>• With less than 2/32" remaining depth</li> <li>• With the serial number cut or buffed</li> <li>• Racing &amp; off road use and Misapplication</li> </ul>	Accepted as part of the proposer's response to the RFP. This response is best included in the relevant questions within Form P.

Proposer's Signature: *Jhd* Date: 10/20/2017

**NJPA's clarification on exceptions listed above:**

Reviewed and Approved:  
 11/13/17  
 NJPA Legal Department

**FORM E**  
**CONTRACT ACCEPTANCE AND AWARD**



(Top portion of this form will be completed by NJPA if the vendor is awarded a contract. The vendor should complete the vendor authorized signatures as part of the RFP response.)

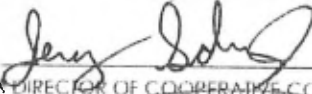
NJPA Contract #: 102517-HTA

Proposer's full legal name: Hankook Tire America Corporation


**Based on NJPA's evaluation of your proposal, you have been awarded a contract. As an awarded vendor, you agree to provide the products and services contained in your proposal and to meet all of the terms and conditions set forth in this RFP, in any amendments to this RFP, and in any exceptions that are accepted by NJPA.**

The effective date of the Contract will be November 27, 2017 and will expire on November 27, 2021 (no later than the later of four years from the expiration date of the currently awarded contract or four years from the date that the NJPA Chief Procurement Officer awards the Contract). This Contract may be extended for a fifth year at NJPA's discretion.

**NJPA Authorized Signatures:**

  
\_\_\_\_\_  
NJPA DIRECTOR OF COOPERATIVE CONTRACTS  
AND PROCUREMENT/CPO SIGNATURE

Jeremy Schwartz  
(NAME PRINTED OR TYPED)

  
\_\_\_\_\_  
NJPA EXECUTIVE DIRECTOR/CEO SIGNATURE

Chad Coauette  
(NAME PRINTED OR TYPED)

Awarded on November 22, 2017

NJPA Contract # 102517-HTA

**Vendor Authorized Signatures:**

The Vendor hereby accepts this Contract award, including all accepted exceptions and amendments.

Vendor Name HANKOOK TIRE AMERICA CORP.

Authorized Signatory's Title Manager of Sales Management Team

  
\_\_\_\_\_  
VENDOR AUTHORIZED SIGNATURE

Ayden Lee  
\_\_\_\_\_  
(NAME PRINTED OR TYPED)

Executed on Nov 29th, 2017

NJPA Contract # 102517-HTA

**PROPOSER ASSURANCE OF COMPLIANCE**



Proposal Affidavit Signature Page

**PROPOSER'S AFFIDAVIT**

The undersigned, authorized representative of the entity submitting the foregoing proposal (the "Proposer"), swears that the following statements are true to the best of his or her knowledge.

1. The Proposer is submitting its proposal under its true and correct name, the Proposer has been properly originated and legally exists in good standing in its state of residence, the Proposer possesses, or will possess before delivering any products and related services, all applicable licenses necessary for such delivery to NJPA members agencies. The undersigned affirms that he or she is authorized to act on behalf of, and to legally bind the Proposer to the terms in this Contract.
2. The Proposer, or any person representing the Proposer, has not directly or indirectly entered into any agreement or arrangement with any other vendor or supplier, any official or employee of NJPA, or any person, firm, or corporation under contract with NJPA, in an effort to influence the pricing, terms, or conditions relating to this RFP in any way that adversely affects the free and open competition for a Contract award under this RFP.
3. The Proposer has examined and understands the terms, conditions, scope, contract opportunity, specifications request, and other documents in this solicitation and affirms that any and all exceptions have been noted in writing and have been included with the Proposer's RFP response.
4. The Proposer will, if awarded a Contract, provide to NJPA Members the /products and services in accordance with the terms, conditions, and scope of this RFP, with the Proposer-offered specifications, and with the other documents in this solicitation.
5. The Proposer agrees to deliver products and services through valid contracts, purchase orders, or means that are acceptable to NJPA Members. Unless otherwise agreed to, the Proposer must provide only new and first-quality products and related services to NJPA Members under an awarded Contract.
6. The Proposer will comply with all applicable provisions of federal, state, and local laws, regulations, rules, and orders.
7. The Proposer understands that NJPA will reject RFP proposals that are marked "confidential" (or "nonpublic," etc.), either substantially or in their entirety. Under Minnesota Statute §13.591, Subd. 4, all proposals are considered nonpublic data until the evaluation is complete and a Contract is awarded. At that point, proposals generally become public data. Minnesota Statute §13.37 permits only certain narrowly defined data to be considered a "trade secret," and thus nonpublic data under Minnesota's Data Practices Act.
8. The Proposer understands that it is the Proposer's duty to protect information that it considers nonpublic, and it agrees to defend and indemnify NJPA for reasonable measures that NJPA takes to uphold such a data designation.

[The rest of this page has been left intentionally blank. Signature page below]

By signing below, Proposer is acknowledging that he or she has read, understands, and agrees to comply with the terms and conditions specified above.

Company Name: Hankook tire America Corp.

Address: 333 Commerce Street Suite 600

City/State/Zip: 37021

Telephone Number: 615-432-0772

E-mail Address: jhlee@hankooktireusa.com

Authorized Signature: JHL

Authorized Name (printed): Ayden Lee

Title: Manager

Date: 10/20/2017

Notarized

Subscribed and sworn to before me this 23rd day of October, 2017

Notary Public in and for the County of Davidson State of TN

My commission expires: July 5, 2021

Signature: Alisa Fitzjarrald



**Form P**



**PROPOSER QUESTIONNAIRE**

**Payment Terms, Warranty, Products and Services, Pricing and Delivery, and Industry-Specific Questions**

Proposer Name: \_\_\_\_\_ Hankook Tire America Corporation \_\_\_\_\_

Questionnaire completed by: \_\_\_\_\_ Ayden Lee \_\_\_\_\_

**Payment Terms and Financing Options**

1) What are your payment terms (e.g., net 10, net 30)?

Basic payment terms is Net 30; however, given that the payment process will be operated by dealers, this requires our dealers' agreement upon the award

2) Do you provide leasing or financing options, especially those options that schools and governmental entities may need to use in order to make certain acquisitions?

Not available

3) Briefly describe your proposed order process. Please include enough detail to support your ability to report quarterly sales to NJPA. For example, indicate whether your dealer network is included in your response and whether each dealer (or some other entity) will process the NJPA Members' purchase orders.

- NJPA member can place PO to Hankook's dealer nearby with the contract price
- Hankook's dealer delivers the product on the date NJPA members designate
- Hankook's dealer issues the invoice & NJPA member pays the invoice to the dealer
- Dealer provides report of every delivery to Hankook's HQ for asking delivery commission
- Hankook verifies the sales & delivery information from dealer to NJPA member and report quarterly to NJPA

4) Do you accept the P-card procurement and payment process? If so, is there any additional cost to NJPA Members for using this process?

Yes, Hankook is open to the P-card Procurement and payment process and will provide the list of dealers who accepts it upon award. There will be no additional cost to the NJPA Members.

**Warranty**

5) Describe in detail your manufacturer warranty program, including conditions and requirements to qualify, claims procedure, and overall structure. You may include in your response a copy of your warranties, but at a minimum please also answer the following questions.

- Do your warranties cover all products, parts, and labor?

Products are covered according to the attached warranty stipulations. All tires are covered under limited warranty. Parts or labor are not covered.

- Do your warranties impose usage restrictions or other limitations that adversely affect coverage?

No usage restriction except the occasions listed on Form C

- Do your warranties cover the expense of technicians' travel time and mileage to perform warranty repairs?

Yes, Hankook's warranties cover the expense of technicians' travel time and mileage to perform warranty repairs; therefore, no additional costs will occur.

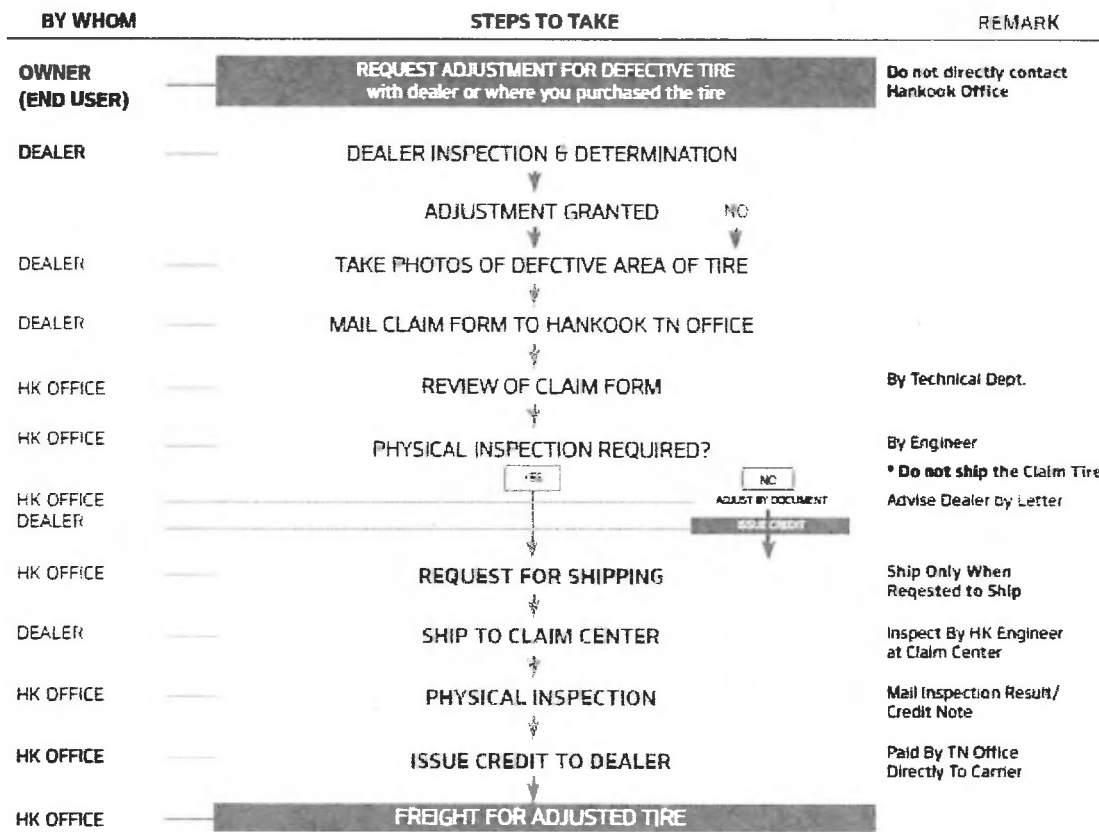
- Are there any geographic regions of the United States for which you cannot provide a certified technician to perform warranty repairs? How will NJPA Members in these regions be provided service for warranty repair?

There is no geographic region of the United States for which Hankook cannot provide a certified technician to perform warranty repairs and NJPA Members will be provided service for warranty repair through our dealer network.

- Will you cover warranty service for items made by other manufacturers that are part of your proposal, or are these warranties issues typically passed on to the original equipment manufacturer?

Only Hankook made tires are covered by these warranties

- What are your proposed exchange and return programs and policies?.



NOTE: No freight will be paid where shipment of tires was not required. Where tires are shipped to wrong address or shipped where not requested, freight will be paid by shipper.

- 6) Describe any service contract options for the items included in your proposal.

Basic service, including delivery and returns, are addressed in the pricing list. Other service contract options are separately listed in the attachment and require Hankook dealers' agreement upon the award.

**Pricing, Delivery, Audits, and Administrative Fee**

- 7) Provide a general narrative description of the equipment/products and related services you are offering in your proposal.

Hankook offers a wide variety of Hankook Brand Passenger and Light Truck Tires, both OE and Replacement Sizes.

- 8) Describe your pricing model (e.g., line-item discounts or product-category discounts). Provide detailed pricing data (including standard or list pricing and the NJPA discounted price) on all of the items that you want NJPA to consider as part of your RFP response. Provide a SKU for each item in your proposal. (Keep in mind that reasonable price and product adjustments can be made during the term of an awarded Contract. See the body of the RFP and the Price and Product Change Request Form for more detail.)

Hankook applies product-category discounts as demonstrated in the attached pricing data

- 9) Please quantify the discount range presented in this response. For example, indicate that the pricing in your response represents is a 50% percent discount from the MSRP or your published list.

Average of Discount off List Pricing provided below.

	% On factor	% Off factor
Passenger	46.35%	53.65%
Light Truck	47.35%	52.65%
Truck/ Bus	49.00%	51.00%

- 10) The pricing offered in this proposal is

- a. the same as the Proposer typically offers to an individual municipality, university, or school district.
- b. the same as the Proposer typically offers to GPOs, cooperative procurement organizations, or state purchasing departments.
- c. better than the Proposer typically offers to GPOs, cooperative procurement organizations, or state purchasing departments.
- d. other than what the Proposer typically offers (please describe).

- 11) Describe any quantity or volume discounts or rebate programs that you offer.

Hankook does not offer any quantity or volume discounts or rebate

- 12) Propose a method of facilitating "sourced" products or related services, which may be referred to as "open market" items or "nonstandard options". For example, you may supply such items "at cost" or "at cost plus a percentage," or you may supply a quote for each such request.

Hankook would supply a quote for each request.

- 13) Identify any total cost of acquisition costs that are **NOT** included in the pricing submitted with your response. This cost includes all additional charges that are not directly identified as freight or shipping charges. For example, list costs for items like installation, set up, mandatory training, or initial inspection. Identify any parties that impose such costs and their relationship to the Proposer.

Ordered product and delivery is included in the pricing list. All other service options impose additional costs which are disclosed in the attachment and conducted by Hankook's dealers.

- 14) If delivery or shipping is an additional cost to the NJPA Member, describe in detail the complete shipping and delivery program.



Delivery and shipping are all included in the pricing list attached.

- 15) Specifically describe those shipping and delivery programs for Alaska, Hawaii, Canada, or any offshore delivery.

The shipping and delivery will be completed by Hankook dealers in those areas.

- 16) Describe any unique distribution and/or delivery methods or options offered in your proposal.

Delivery is based on Hankook dealers' discretion.

- 17) Please specifically describe any self-audit process or program that you plan to employ to verify compliance with your proposed Contract with NJPA. This process includes ensuring that NJPA Members obtain the proper pricing, that the Vendor reports all sales under the Contract each quarter, and that the Vendor remits the proper administrative fee to NJPA.

Hankook Empowerment training will enable our dealers to properly employ our proposed Contract with NJPA and acknowledge the NJPA purchasing orders by providing the proper pricing. Any purchasing orders under NJPA contract will include unique numbering so help tracking and ensuring the records.

- 18) Identify a proposed administrative fee that you will pay to NJPA for facilitating, managing, and promoting the NJPA Contract in the event that you are awarded a Contract. This fee is typically calculated as a percentage of Vendor's sales under the Contract or as a per-unit fee; it is not a line-item addition to the Member's cost of goods. (See RFP Section 6.29 and following for details.)

2%

#### Industry-Specific Questions

- 19) If you offer run flat tires, define the vehicle categories your offering covers.

The below patterns offer run flat tires in the PCR segment.

K107, K115, K115B, K117B, H452B, H426B.

- 20) If tire insurance is included in your proposal, define the applications, terms and conditions.

- Insurance is filed under the Hankook Dealer's name.
- Policy Territory & Jurisdiction : USA Territories and its possessions, Canada
- Policy Period. : March 1, 2017 ~ March 1, 2018 (Will be extended automatically)

- 21) If you offer low-rolling resistance tires, define the vehicle categories your offering covers (example Motorcycle, Car, Truck, Trailer).

Car, Truck, Trailer

- 22) If you offer electric vehicle tires, define the vehicle and performance categories your offering covers. (example: Passenger, Touring, Performance, Low-Rolling Resistance, Winter Tires.)

N/A

Signature: \_\_\_\_\_ Date: \_\_\_\_\_

- 9) Please quantify the discount range presented in this response. For example, indicate that the pricing in your response represents is a 50% percent discount from the MSRP or your published list.
- 10) The pricing offered in this proposal is
- \_\_\_\_\_ a. the same as the Proposer typically offers to an individual municipality, university, or school district.
  - \_\_\_\_\_ b. the same as the Proposer typically offers to GPOs, cooperative procurement organizations, or state purchasing departments.
  - \_\_\_\_\_ c. better than the Proposer typically offers to GPOs, cooperative procurement organizations, or state purchasing departments.
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- 11) Describe any quantity or volume discounts or rebate programs that you offer.
- 12) Propose a method of facilitating “sourced” products or related services, which may be referred to as “open market” items or “nonstandard options”. For example, you may supply such items “at cost” or “at cost plus a percentage,” or you may supply a quote for each such request.
- 13) Identify any total cost of acquisition costs that are **NOT** included in the pricing submitted with your response. This cost includes all additional charges that are not directly identified as freight or shipping charges. For example, list costs for items like installation, set up, mandatory training, or initial inspection. Identify any parties that impose such costs and their relationship to the Proposer.
- 14) If delivery or shipping is an additional cost to the NJPA Member, describe in detail the complete shipping and delivery program.
- 15) Specifically describe those shipping and delivery programs for Alaska, Hawaii, Canada, or any offshore delivery.
- 16) Describe any unique distribution and/or delivery methods or options offered in your proposal.
- 17) Please specifically describe any self-audit process or program that you plan to employ to verify compliance with your proposed Contract with NJPA. This process includes ensuring that NJPA Members obtain the proper pricing, that the Vendor reports all sales under the Contract each quarter, and that the Vendor remits the proper administrative fee to NJPA.
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Industry-Specific Questions

- 19) If you offer run flat tires, define the vehicle categories your offering covers.
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- 21) If you offer low-rolling resistance tires, define the vehicle categories your offering covers (example Motorcycle, Car, Truck, Trailer).
- 22) If you offer electric vehicle tires, define the vehicle and performance categories your offering covers. (example: Passenger, Touring, Performance, Low-Rolling Resistance, Winter Tires.)

Signature: \_\_\_\_\_ *Jhd* \_\_\_\_\_ Date: 10/20/2017