

**AUTO PARTS - NON OE**  
**Confidential - For Program Use Only**



DESCRIPTION	AVERAGE WEIGHTED DISCOUNT %	NOTES
DISCOUNT PROGRAM	48.8%	List Pricing less discount 48.8%. See Business Requirements for additional discount programs.

**Business Requirements**

Payment Terms: 2%-10; Net 30	Willing to accept credit card for payment of invoices and 2% 10, Net 30 Payment Terms.
Delivered Pricing	Yes
Next Day Delivery-Free	Free delivery – normally 30 minutes
Product Warranty and Return Policy	<p><b>Return Policy</b> - Free Six month return policy with no restocking fees.(product unused &amp; in original box)</p> <p>Participating NAPA stores provide a Labor Warranty for 6 month/6,000 miles from the original installation date with free parts replacement &amp; up to 75% of the original labor charges not to exceed \$300.00.</p>
Internet Ordering Available	Yes
Credit Card Payment: Visa-MC-Discover-AMEX	NAPA will accept payment by approved credit card (P-card)
Monthly Invoices Itemized	Available from servicing NAPA stores
Usage Reports Available on Request	<p>* Usage Reports - Quarterly rebate reports by location.</p> <p>* Participating NAPA stores offer assistance in inventory management and may provide the following reports:</p> <ul style="list-style-type: none"> <li><input checked="" type="checkbox"/> Total dollar purchased by product line report</li> <li><input checked="" type="checkbox"/> Purchases by part number</li> <li><input checked="" type="checkbox"/> Stocking guides</li> </ul>
Single Sales Contact	Yes, from NAPA servicing store
Is Client currently utilizing an Online Discount Program?	Locations will be enrolled in CB Advantage.
What is Client currently receiving for pricing? (Retail List price; Dealer list price, etc.)	CB Advantage Program & CB Advantage Quarterly Rebate
How close are your stores to the Dealerships address(es)?	Within 2 miles - This delivery time is consistent with NAPA’s goals and, with over 6,000 stores nationwide.

<p style="text-align: center;"><b>Other Comments</b></p>	<p>NAPA Major Account Program is designed to provide your dealerships with the following advantages:</p> <ul style="list-style-type: none"> <li>o Convenient locations for fast dependable service</li> <li>o Availability of Quality replacement parts</li> <li>o Inventory management program</li> <li>o Consistent and competitive pricing</li> <li>o Comprehensive “off-invoice” rebate programs</li> <li>o Complete Tool &amp; Equipment offering (Coats, AMMCO)</li> <li>o Technology available to streamline processes</li> <li>o Technical and management training programs</li> <li>o National Warranties</li> <li>o Detailed purchase reports</li> </ul>
<p style="text-align: center;"><b>Your Online Discount % and program details.</b></p>	<p>CB Advantage Program Details: The 9049 price profile program for CB Advantage members receive the benefit of this discounted pricing profile (48.8% off List).</p> <p>Direct Connect Rebate Details: Orders placed electronically through <b>PROLink</b>, NAPA's electronic catalogue and ordering system, will add to a 3% rebate paid quarterly.</p> <p>NAPA's CB Advantage program provides a 2% rebate on qualified purchases.</p> <p>Early Payment Discount Details: 2% off monthly purchases if payment is received within 10 days.</p>
<p style="text-align: center;"><b>What is your order fill rate?</b></p>	<p style="text-align: center;">*Order Fill Rate - 95% or better. *NAPA's most recent fill rate is 97.2%.</p>
<p style="text-align: center;"><b>What is your inventory and billing accuracy?</b></p>	<p style="text-align: center;">98.5%</p>
<p style="text-align: center;"><b>Do you have an inventory obsolescence buy back programs?</b></p>	<p>NAPA does not have obsolescence or restocking fees. Parts in new condition with original packing can be returned or exchanged. When a part number declines in popularity or is classified as obsolete, the servicing NAPA AUTO PARTS store will remove the part from the inventory and issue full credit at current market value.</p>