KingCounty

Finance and Business Operations Division
Procurement and Contracts Services Section
Department of Executive Services

CNK-ES-0340
3rd Floor
401 5th Avenue
SEATTLE, WA 98104

206-263-9400 Ph
206-296-7676 Fax
TTY Relay: 771
www.kingcounty.gov

CONTRACTOR:
SEATTLE AUTOMOTIVE
DISTRIBUTING INC
PO BOX 898
AUBURN, WA 98071-0898 United States
Fax: (253) 8043223

CONTRACT

CONTRACT NO.	REVISION	PAGE
5630238	4	1 of 1

CREATION DATE	BUYER
14-NOV-2013	PATRICIA REID
DATE OF REVISION	BUYER
02-JUL-2014	PATRICIA REID

SHIP TO:
KC DOT RENTON FLEET
155 MONROE AVE NE, RSD-TR-0155
RENTON, WA 98056

BILL TO:
KC DES FBOD ACCOUNTS PAYABLE
401 5TH AVE, CNK-ES-0320
SEATTLE, WA 98104

CONTRACTOR NO	PAYMENT TERMS	FREIGHT TERMS	FOB	SHIP VIA	CONFIRM TO
2933	NET30DAYS	Paid	DESTINATION	Best Way	Telephone: (253) 929-2292

DESCRIPTION

Change Order #1 6/30/14

This change order extends the contract through August 9, 2015.

Authorized Signature

KingCounty

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2933	NET30DAYS	Paid	DESTINATION	Best Way	Telephone: (253) 929-2292

DESCRIPTION

Contract Purchase Agreement

Furnish (Just in Time) Fleet vehicle parts and batteries as requested by King County personnel during the period November 14, 2013 through August 9, 2014, in accordance with Washington State #01809, incorporated by reference as if fully set forth herein.

Individual Standard Purchase orders with unique Purchase Order numbers referencing this contract purchase agreement will be issued by King County to authorize the purchase and payment of goods and services.

All invoices must reference the Individual Standard Purchase Order Number to avoid delay in payments.

Authorized Signature

5630238

Washington State Department of
Enterprise Services

Contract Summary

Printable Version

Fleet Vehicle Parts, Statewide (Just-In-Time)

Contract#: 01809 **Replaces:** 06302

This contract is for Just in Time delivery (1 hour) for Fleet Vehicle Parts and batteries for the maintenance and repair of passenger, medium duty and heavy duty trucks, off road construction, transit, agriculture, warehouse and marine vessels.

Off Contract Purchases: Although this contract is intended to meet the needs of those requiring "Just-In -Time" delivery within one hour, it may not always do so effectively. Purchases from non-contract suppliers may be appropriate when current awarded contractor is unable to meet the one hour delivery requirement. State agencies must document their purchase file appropriately, following WPM guidelines, and obtain approval from their agency purchasing department.
Purchases by state agencies not requiring delivery within 1 hour of order may be purchased using delegated authority following Washington Purchasing Manual guidelines. State agencies must document their purchase file appropriately, and obtain approval from their agency purchasing department.

Lead Free Wheel Weights currently available through:
1) Napa - Steel wheel weights, same day delivery available in small quantities from company owned stores.
2) Carquest - Steel and Zinc wheel weights, 2 day delivery

Current Term Start Date: 08-10-2009 **Award Date:** 07-31-2009 **Est. Annual Worth:** $2,226,607

Current Term Ends On: 08-09-2014 **Final Term Ends On:** 08-09-2018 **Commodity Code(s):** 110-09 ,110-13 ,110-18 ,110-22 ,110-26 ,110-33 ,110-40 ,110-48 ,110-56

Diversity: 0% WBE 0% MBE **# of Bids Received:** 6

Contact Info: Master Contracts & Consulting – Steve Hatfield at (360) 407-9276 or steve.hatfield@des.wa.gov

Who can use this contract?

Washington State agencies
Qualified Cooperative Members (Political Subdivisions/Non-Profit Organizations)
Participating Colleges, Universities, Community & Technical Colleges
Oregon Coop Members

Contract Documents & Resources

Current Contract Information (CCI)
Solicitation Document - Original
Contract Comments
Vendor and Contract Performance Feedback

Best-buy Notification

Contractor(s):
AUTOZONE STORES INC
CARQUEST AUTO PARTS
GENUINE PARTS CO. DBA NAPA
PARTS WHOLESALERS INC.
SEATTLE AUTOMOTIVE DISTRIBUTING INC.

Information about the number of bids received is included to show:

- Vendors which contracts would benefit from more competition.
- Assure our customers that we sought the best overall value through as many competitive bids as possible.

The symbol of a tree indicates that environmentally preferred or friendly products are available. These products may not be available from all vendors on this contract.

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Washington State Department of
Enterprise Services

Contract Updates

Contract Number: 01809 **Fleet Vehicle Parts, Statewide (Just-In-Time)**

11-07-2012 :	:	Carquest Auto Parts has a new primary local contact. Wendy Mueller. wendy.mueller@carquest.com or 360-259-0954.
10-08-2012 :	**ADMINISTRATIVE CHANGE:**	Contract Update: Addition of 1 NAPA Store (Rochester) and Name change of 2 stores (Centralia & Chehalis).
08-01-2012 :	**CONTRACT STATUS:**	NO UPDATE AT THIS TIME
07-16-2012 :	**CONTRACT CHANGE:**	Addition of Authorized Dealers: NAPA: Added 12 additional dealers (Albany, Aurora, Bingen, Canby, Corvallis, Hood River, Mollalla, Newberg, Sandy, Sherwood, Stevenson, Wilsonville).
06-12-2012 :	**ADMINISTRATIVE CHANGE:**	Contract administrator has been changed from Tim Shay to Steve Hatfield. All future correspondence or contractual issues should be addressed to Steve Hatfield. Steve.Hatfield@des.wa.gov or (360)407-9276.
06-12-2012 :	**CONTRACT EXTENSION:**	Contract extended for an additional two year term through August 9, 2014. All Contract Extension has been completed through August 09, 2014. All signtures have been obtained and portal pages have been updated.
06-01-2012 :	**CONTRACT EXTENSION:**	Contract extension will take place for an additional two year term. Waiting for signed originals from CARQUEST to proceed.
04-04-2012 :	**CONTRACT EXTENSION:**	Contract extension paperwork has been issued to all vendors.
03-02-2012 :	**CONTRACT STATUS:**	No new information as this time, contract extension is in work, current contract terms ends August 09, 2012. Will initiate contract extension prior to the end of March 2012.
02-01-2012 :	**CONTRACT STATUS:**	No new information as this time, contract extension is in work, current contract terms ends August 09, 2012.
01-03-2012 :	**CONTRACT EXTENSION:**	Contract Extension has been started will issue report cards by end of January.
10-24-2011 :	**CONTRACT STATUS:**	Autozone attending the 2011 DES Tradeshow and Training.
05-18-2011 :	**ADMINISTRATIVE CHANGE:**	PARTS PRO (dba) NAPA: Added new dealer Sequim Valley NAPA
05-02-2011 :	**CONTRACT STATUS:**	NO UPDATE AT THIS TIME

04-04-2011 :	**CONTRACT STATUS:**	NO UPDATE AT THIS TIME
03-14-2011 :		NO UPDATE AT THIS TIME
02-04-2011 :		NO UPDATE AT THIS TIME
01-04-2011 :		NO UPDATE AT THIS TIME
12-06-2010 :		NO UPDATE AT THIS TIME
11-10-2010 :		PARTS PRO (dba) NAPA: Added new dealer CMSAP LCC
10-05-2010 :		NO UPDATES AT THIS TIME
09-08-2010 :		NO UPDATES AT THIS TIME
08-04-2010 :		NO UPDATES AT THIS TIME
07-02-2010 :		NO UPDATES AT THIS TIME.
06-11-2010 :		NO UPDATES AT THIS TIME
05-21-2010 :		NAPA: Added Clark County Auto and Truck Supply in Battle Ground, WA as an authorized dealer. Camas Auto and Truck changed business name to Clark County Auto and Truck Supply Inc.
05-05-2010 :		NO UPDATES AT THIS TIME.
02-11-2010 :		CONTRACT SPECIALIST CHANGE: Effective March 1, 2010 this contract will be assigned to Tim L. Shay. You may reach Tim at 360-902-7431
02-10-2010 :		Business review in process with all five vendors. Process will aid the state in posting a more user friendly contract for viewing purposes. Updates will occur by the end of March.
12-10-2009 :		Meeting with all 5 awarded vendors in the next few weeks to review contract implementation.
11-24-2009 :		CCI Update 10/24/09: NAPA-1 Additional Store Location added: Sunshine Family Auto Parts, Covington.
11-05-2009 :		CCI Update 11/5/09: NAPA-2 Additional Store Locations added: Parts City Auto Supply, Royal City; Mattawa Auto Parts, Mattawa
10-23-2009 :		CCI Update 10/23/09: Clarification of Just-In-Time, delivery within 1 hour. Purchases by state agencies not requiring delivery within 1 hour of order may be purchased using delegated authority following Washington Purchasing Manual guidelines. State agencies must document their purchase file appropriately, and obtain approval from their agency purchasing department.
10-14-2009 :		CCI Update 10/14/09: NAPA-1 Additional Store Location added: Gary's Automotive Service, Friday Harbor.
09-17-2009 :		CCI Update 9/17/09: NAPA-2 Additional Store Locations added: Snohomish Auto Parts, Snohomish; Suma Auto Parts, Sumas.
09-10-2009 :		CCI Update 9/10/09: NAPA-19 Additional Store Locations added: Colfax Auto Parts, Colfax; Monroe Parts House, Monroe; Pullman Auto Parts, Pullman; Stilly Auto Parts, Arlington; Colville Auto Parts, Colville; Napa Auto Parts, Selah & Yakima; Mountain Auto, Cle Elum; Stilly Auto Parts,

		Starwood; Clearwater NAPA, Kennewick; Everett Auto, Everett; Workland Auto, two locations in Wenatchee; Taylor Auto, Portland.
08-20-2009 :		CCI Update 8/19/09: NAPA-32 Additional Store Locations added: Lynnwood Auto Parts, Lynnwood WA; Race St. Auto Parts, Port Angeles WA; Westbay Napa Auto Parts, Port Orchard WA, Bremerton,WA, Silverdale WA, Poulsbo WA, Gig Harbor WA, Port Townsend WA, Belfair WA and Kingston WA; Woodinville Auto Parts, Woodinville WA; Bellingham Auto Parts, Bellingham WA; Omak Auto Parts, Omak WA; Standard Parts Corporation, Lakewood WA, Fife WA, Tacoma WA and Yelm WA; Service Auto Parts, Vancouver WA; The Parts Store, Burlington WA and Everett WA; Heinrich Auto Supply, Ellensburg WA; LaConner Auto and Marine, LaConner WA; Cascade Auto Parts, Leavenworth WA; Marysville Auto Parts, Marysville WA; Ray's Auto Parts, Mount Vernon WA; Hamilton Farm Equipment Center, Okanogan WA; Mt. Adams Auto Parts, Toppenish WA.
08-13-2009 :		CCI Update 8/13/09: 1) Off Contract Purchase: Although this contract is intended to meet the needs of those requiring "Just-In-Time" delivery within one hour, it may not always do so effectively. Purchases from non -contract suppliers may be appropriate when current awarded contractor is unable to meet the one hour delivery requirement. State agencies must document their purchase file appropriately, following WPM guidelines, and coordinate with their agency purchasing department. 2) Original Equipment Manufacturer Parts (OEM): Awarded contractors provide some OEM parts. Please check with the awarded contractor to verify availability. If current awarded contractor is unable to meet the one hour delivery requirement for your OEM part, then purchase from non-contract supplier may be appropriate. State agencies must document their purchase file appropriately, following WPM guidelines, and coordinate with their agency purchasing department. 3) Method of Payment: Procurement Card is the standard method of payment, however purchase orders are also accepted. 4) NAPA-13 Additional Store Locations added: Coburn Auto, Chehalis; Coburn Auto, Centralia; Coburn Auto, Montesano; Bonney Lake Napa, Bonney Lake; NAPA of Walla Walla, Walla Walla; Redmond Parts, Redmond; Valley Auto, Sedro Woolley; Twisp Auto, Twisp; Gosney Motor, Auburn; Rio Auto, Brewster; Pasco Auto, Pasco; Issaquah Parts, Issaquah; Chelan Auto, Chelan.
08-11-2009 :		CCI Update 8/12/09: NAPA: Added 4 additional store locations through Authorized Dealer Agreements per Kim/NAPA. Locations added: Foothills Auto in Enumclaw, Sunset Auto Parts in Hillsboro, Camas Auto in Camas, NAPA Auto & Truck (APAN) in Longview.
08-07-2009 :		CCI Update 8/10/09: 1. NAPA: Added 24 additional store locations through Authorized Dealer Agreements. Updates to the "Contractor Information" per the "Primary Local Contact". 2. Seattle Automotive: Updates to the "Contractor Information" per the "Primary Local Contact". 3. Auto Zone: Updates to the "Contractor Information" per the "Primary Local Contact". 4. CarQuest: Updates to the "Contractor Information" per the "Primary Local Contact

08-07-2009 :		Sent notification of award to DOC, DSHS, DFW, DNR, DOT, LCB, GA
08-05-2009 :		Biweekly Bulletin Broadcast published 8/7/09 - Fleet Vehicle Parts, Just-In-Time Contract #01809 (includes batteries) – New Contract Awarded The Fleet Vehicle Parts, Just-In-Time contract# 01809 (includes batteries) has been awarded, effective August 10, 2009. •Contract provides Fleet Vehicle Parts Services, including batteries on a Just-in-Time basis. Services provided by contractor, in part, include: delivery of vehicle parts on a timeline that is mutually agreeable between the contractor and purchaser not to exceed 1 hour and provide technical assistance to help you purchase the "best part for the intended use". •The contract is awarded to the following 5 vendors: 1) AutoZone Stores, Statewide with 52 Stores, George Verkamp 503-799-2917 at George.verkamp@autozone.com, www.AutoZonepro.com/wa 2) CarQuest Auto Parts, Statewide with 57 Stores, Doug Morgan, 425-418-6993 at Doug.morgan@gpi.com, http://weblink.carquest.com/Weblink_2_0/login.jsp 3) Motion Auto Supply, NE Washington with 7 Stores, Mike Teegarden, 509-363-2201 at mike@partswholesalers.com www.Epartconnection.com 4) NAPA, Statewide, Oregon & Idaho, 29 Company Stores in WA**, 11 in Oregon & Idaho, Kim Oestreich 360-754-0230 at PartsPro@centurytel.net, www.napaprolink.com 5) Seattle Automotive Distributing, Greater Puget Sound, 7 Stores, Greg Sarvis,425-478-1297at gregsarvis@seattleautomotive.com, www.SeattleAutomotive.com •Account Set up is required with the awarded vendor prior to placing your first order or utilizing their online ordering or pricing site. Exception for order placement if you held an account with NAPA or Carquest as they were on the previous contract. Please call or email the "Primary Local Contact" listed above to establish your account and establish username/passwords for their pricing and on -line ordering sites. •NAPA authorized store locations: If a NAPA store location is not listed in the contract, they are not an authorized contract source. At this time 29 company stores are authorized in Washington State and 11 in Oregon & Idaho. NAPA will be adding NAPA store locations in the future through a "Dealer Agreement" as required by the Office of State Procurement. For authorized store locations view the contract document. • Detailed Contract information, including authorized store locations is located at: https://fortress.wa.gov/ga/apps/ContractSearch/ContractSummary.aspx?c=01809 If you have any questions, contact Kathie Collins at kcollin@ga.wa.gov or 360-902-7428.
08-04-2009 :		Contract awarded/signed 7/31/09. Posted to WEBS on 8/4/09 with an award date of 7/31/09. 5 vendors awarded (Autozone, Carquest, Motion, NAPA & Seattle Automotive)
07-31-2009 :		UM signed off on contract and CCI on 7/31/09. CCI can be posted the week of August 3rd to the portal page.
07-22-2009 :		7/29/09 CCI & Contracts to UM for review/signatures

07-22-2009 :		Informed Karin Kraft/DOE of the this new bid# for her to reference on their Wheel Weight Bulletin.
07-14-2009 :		"Intent to Award" sent out on 7/10/09 announcing proposers receiving a score of 60 or higher would be awarded. Scores were: Motion Auto Parts 81.75, Autozone 79.62, NAPA 78.31, Seattle Automotive 72, Carquest 64. O'Reilly Auto received a score of 43 and were not identifed as an awarded proposer.
06-18-2009 :		Evaluation Committee conducting interviews on 6/22/09 with vendors responding to the replacement bid #01809 that was opened on June 4, 2009. Award expected to be announced by July 10, 2009.
06-05-2009 :		OMWBE: 7 Minority owned and 7 Woman owned received bid notification through WEBS. In reviewing the companies only one of them actually handled auto parts which was Interstate Auto Parts Warehouse Inc. (a Women owned business). Interstate Auto Parts Warehouse downloaded the bid document on 5/14/09.
05-15-2009 :		Bid document sent out via WEBS on 4/24/09, with 529 vendors notified via WEBS, 7 Minority Owned and 7 Woman Owned. Prebid scheduled on 5/13/09 at OSP and 5/15/09 in Spokane. Bid opening is 5/28/09 at 2:00pm. 5/1/09: Amendment 1 announces date/time/location of Spokane Pre-bid Conference to 5/15/09 at 2;00 in Medical Lake, WA. 5/2/09: Amendment 2 announces casual attire for Spokane Prebid conference. 5/19/09: Amendment 3 issued with clarifications on page numbers, percentage answers, Good/Better/Best, returns and new bid open date of 6/4/09. 5/20/09: Amendment #4 issued to confirm new bid open date of June 4, 2009. 6/2/09: Amendment #5 issued removes reference of 1% admin fee from Part II, section 1.17 of solicitation. Changes bid open from June 4th to June 9th.
04-16-2009 :		conducted review of RFP draft and provided back to Rick Burns, Procurement Coordinator.

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State of Washington
Department of Enterprise Service
Contracts and Legal, Master Contracts and Consulting
Current Contract Information
Revised: November 7, 2012

Contract Number: **01809** **Commodity codes:** 110-13, 110-18, 110-22, 110-26, 110-33, 110-40

Contract Title: **Fleet Vehicle Parts, Just-in-Time (Includes Batteries)**

Purpose: **Contact Update: Updated CARQUEST AUTO PARTS contact information**

Original Award Date: August 10, 2009

Current Contract Period: August 10, 2009 **through:** August 9, 2014

Maximum Contract term: 9 years

Authorized Store locations: "Store locations" not listed individually on the subsequent pages are not authorized contract sources.

Awarded Contractors:

AutoZone Stores (Statewide Representation) 52 stores, page 8

CarQuest Auto Parts (Statewide. Oregon & Idaho) 57 stores, page 17

Motion Auto Supply (servicing NE Washington) 8 stores, page 28

Genuine Parts Company DBA NAPA (Statewide, Oregon and Idaho) 115 stores, page 33

Seattle Automotive Distributing (Greater Puget Sound) 7 stores, page 46

Contractors' Information is separated into the following sections: Contractor Information, Store Locations, Marketing Page, Price Schedule for locations that will honor the contract and contractor Pricing Schedule (The Price Schedule describes how and basis for the end product price).

Additional Information:

Contract Information, page 2
Summary of Contract Changes, page 6
Notes, page 7
Terms & Conditions (condensed), page 52

Off Contract Purchases:

Although this contract is intended to meet the needs of those requiring "Just-In-Time" delivery within one hour, it may not always do so effectively. Purchases from non-contract suppliers may be appropriate when current awarded contractor is unable to meet the one hour delivery requirement. State agencies must document their purchase file appropriately, following WPM guidelines, and obtain approval from their agency purchasing department.

Purchases by state agencies not requiring delivery within 1 hour of order may be purchased using delegated authority following Washington Purchasing Manual guidelines. State agencies must document their purchase file appropriately, and obtain approval from their agency purchasing department.

Visit our Internet site: http://www.ga.wa.gov/purchase

CONTRACT INFORMATION

Contract type: The solicitation method used was an "Open Competitive" Process

For use by: All State Agencies, Political Subdivisions of Washington and Oregon State, Qualified Non-profit Corporations, Participating Institutions of Higher Education (College and Universities, Community and Technical Colleges).

State Agencies are to consider this contract to be their first sourcing option consistent with the Scope of Contract described below.

SCOPE OF CONTRACT: This new contract was the collaborative effort of the Master Contracts and Consulting Unit\, Washington Department of Transportation and the Washington Public Fleet Managers Association.

The Scope and Intent of this contract is to provide **Fleet Vehicle Parts** Services**, including batteries** on a Just-in-Time basis. Contractor services, in part, include: delivery of vehicle parts on a timeline that is mutually agreeable between the contractor and purchaser not to exceed 1 hour and provide technical assistance to help us purchase the "best part for the intended use". The cost for services provided under this contract is included in the cost of the parts.

This contract is framed around the following "Commitments":

Contractor Commitments:

A. Corporate Commitment: A commitment that the State of Washington has the support of the contractors' management team. The proposer shall make its existing local public agency clients aware of this contract and upon the state or local public agency's request, such agency will be transitioned to the State contract.
B. Single Point of Contact: The Contractor shall designate a single point of contact for each fleet purchasing location. The contractor will provide purchasers with the name of their designated contact person within the first 45 days as part of the contractors' implementation program.
C. Cost Reduction Commitment: A commitment to a business relationship that focuses on life cycle cost reduction for both the buyer and seller.
D. System of Price Verification: The contractor shall offer a pricing method that can be easily verified by the purchaser.
E. Cores: Where a core is applicable to a product being purchased, the contractor shall: (1) Cost the new item purchased at the state contract price less the core credit. (2) Accounting for cores will be separate transaction, accounting method. Our expectation is the contractor will follow up with the purchaser in the event a core has not been made available, immediately. In the event that the core has not been made available for pickup within 2 weeks, the contractor is authorized to charge purchasers credit card (reverse the credit amount).
F. Service Expectations 1.24 and Customer Service Teams 1.27: This language is available in the RFP "Original Solicitation Document" available at https://fortress.wa.gov/ga/apps/ContractSearch/contractsummary.aspx?c=01809

How to use this contract:

The State has not made a volume or purchase guarantee to contractors. Nor did the State Technical Team endorse, designate a "Best Choice" supplier.
It's the purchasers' responsibility to look at the list of contractors and make a purchase decision that makes the Fleet Organization successful.

The award of this contract was based on scoring of the following topics: Product Availability, Product Quality/Quality Assurance, Service Capability/Technical Assistance, Pricing and Order Placement and Administrative Cost. A State Technical Team representing fleet organization from state agencies and the Washington Public Fleet Mgrs Association independently interviewed and scored applicants.

We've included Contractors' evaluation scores (See "Notes IV Technical Team Scoring Results") resulting from the Evaluation.

Purchasers Responsibilities:
We have a responsibility to the process and the supplier community to articulate why we use one contractor over another. It is our intent to provide you with an Evaluation Score Sheet that will assist you in communicating your purchase decisions.

Ethics
This contract requires a close working relationship between the purchaser and contractor. Parties to this contract are to conduct business in a professional and open manner. Purchasers are not to receive personal benefit from this relationship. Buyers and Sellers: Do not jeopardize your standing with the state, your employer or the confidence and trust placed in you by the taxpayers of the State of Washington. Please read paragraph 1.65 of The Model Contract. This document can be found in the RFP "Original Solicitation Document" at
https://fortress.wa.gov/ga/apps/ContractSearch/contractsummary.aspx?c=01809.

Products/Services available:

Fleet Vehicle Parts includes parts for the repair and maintenance of passenger, medium duty and heavy duty trucks, off road construction, transit, agriculture, warehouse and marine drive train. Fleet batteries are also available.

OEM Purchases:

Awarded contractors provide some OEM parts. Please check with the awarded contractor to verify availability. If current awarded contractor is unable to meet the one hour delivery requirement for your OEM part, then purchase from non-contract supplier may be appropriate. State agencies must document their purchase file appropriately, following WPM guidelines, and obtain approval from their agency purchasing department.

Contract exclusions:

Mandatory state contracts exist for miscellaneous vehicle maintenance and repair products, therefore customers are directed to those contracts if they require those items (Reference Contract Nos. 09005 – Virgin and Re-refined Lubricants; 02806 – Tire Chains and Accessories; 00108 – Tires, New, Roadside Tire Service and Tire Related Minor Repair Services

Recovered material:

This contract includes the potential for customers to purchase remanufactured auto parts and receive core exchanges to further sustain environmental initiatives and objectives. Customers are encouraged to consider those items at the point of purchase decision to determine if those items will adequately meet their auto parts needs.

Pricing & Ordering Information:

See "Contractor Information" pages for each contractor.
Contract pricing will be that net price loaded in Contractors' order entry system. Purchasers are able to validated pricing billed by going to the Contractor website (This feature, if not initially active, is scheduled to be active within 45 days). See "Contractor Information" for instruction on how to access the Contractors' price validation site.

Contract Pricing will be allowed to change relative to actual changes in manufacture cost without petition or prior approval by the state. The calculation (method, discount used to arrive at the states net cost) will remain constant unless a change is petitioned and approved by the state.

The contractor may invoice a price lower than the contract price. This would generally be the result of discussion between the Purchaser and contractor in response to purchasers larger purchase volumes or in response to purchasers' local market pricing. Additionally, the contractor will pass on "Special (Mfg or contractors own special pricing)" pricing that is less than contract price.

The Master Contracts & Consulting does not routinely audit contractors pricing. Consistent, with purchasers payment rules, the purchaser needs to validate that the contractors' pricing invoiced is correct.

IMPORTANT ⇨ **Prior to using this contract, Purchasers need to identify their agency as a state contract user and get their account set up with the State Contract Pricing. This includes getting passwords to access contractor's ON-LINE ordering/pricing site. Please call your "Primary Local Contact" (name is located on the "Contractor Information" page for each vendor).**

FOB Point/Cost of Freight Product delivered through Contractors distribution, is FOB Destination with cost of freight included in the cost of the product (No Charge).
Check each of Contractors Information page for exceptions.

Method of Payment: Procurement Card is the standard method of payment, however purchase orders are also accepted.

Estimated Term worth: $15,000,000.00/ initial 3 year.

Current participation:	**$0.00 MBE**	**$0.00 WBE**	**$15 million OTHER**	**$0.00 EXEMPT**
	MBE 0%	**WBE 0%**	**OTHER 100%**	**EXEMPT 0%**

These pages contain key contract features. Find detailed information on succeeding pages. For more information on this contract, or if you have any questions, please contact your local agency Purchasing Office, or you may contact our office at the numbers listed below.

Contracts Specialist:	Steve Hatfield	Alternate Contact:	Customer Service
Phone Number:	(360) 407-9276	Phone Number:	(360) 902-7400
Fax Number:	(360) 586-2426	Fax Number:	(360) 586-2426
Email:	steve.hatfield@des.wa.gov	Email:	csmail@des.wa.gov

Acknowledgements: The following is a list of the State Technical Team members. We could not have completed this project without their and others dedication and participation:

Mr. Tom Jones, Washington Dept. of Transportation	**Mr. Dennis Shelton, Dept. of Social & Health Services**
Mr. Jon Williams, Cowlitz County	**Ms. Marian Honeysuckle, King County**
Mr. Scott Moses, Senior Buyer, City of Bellingham	**Mr. Ron Kahler, University of Washington**
Mr. Ray Risch, Washington State Patrol	**Mr. Dale Bren, Dept. of Social & Health Services**

SUMMARY OF CONTRACT CHANGES

Date	Contract Changes/updates
07/16/12	NAPA: Added 12 additional dealers (Albany, Aurora, Bingen, Canby, Corvallis, Hood River, Mollalla, Newberg, Sandy, Sherwood, Stevenson, Wilsonville).
06/12/12	Administrative change: Updated Contract Specialist Information.
06/08/12	Contract Extension: Contract extended for an additional two year term beginning August 10, 2012 – August 09, 2014
11/18/11	Contract Update: Adding new authorized dealer M & L Auto Parts, Inc. to Genuine Auto Parts DBA NAPA
09/14/11	Contract Update: Re-added new NAPA Dealerships that were inadvertently removed on a prior update.
08/30/11	Administrative change: Updated Contract Specialist Information.
08/18/11	Administrative Change: Added additional dealers for NAPA.
07/12/11	Administrative Change: Added one additional dealer for CARQUEST.
07/07/11	Administrative Change: Added three additional dealers for Genuine Parts Company DBA NAPA Auto Parts.
05/24/11	Administrative Change: Move "Off Contract Purchases" to be more visible.
05/17/11	PARTS PRO (dba) NAPA: Added new dealer Sequim Valley NAPA
11/10/10	PARTS PRO (dba) NAPA: Added new dealer CMSAP LCC
10/21/10	AUTOZONE: Updated contract contact representative information.
09/15/10	CARQUEST: Added Murray Motors Inc. in Port Angeles as an authorized dealer.
05/21/10	NAPA: Added Clark County Auto and Truck Supply in Battle Ground, WA as an authorized dealer. Camas Auto and Truck changed business name to Clark County Auto and Truck Supply Inc.
03/01/10	Administrative Change: Updated Contract Specialist information
11/24/09	NAPA – 1 Additional Store Location added: Sunshine Family Auto Parts, Covington.
11/5/09	NAPA – 2 Additional Store Locations added: Parts City Auto Supply, Royal City; Mattawa Auto Parts, Mattawa.
10/23/09	Clarification of Just-In-Time, delivery within 1 hour. Purchases by state agencies not requiring delivery within 1 hour of order may be purchased using delegated authority following Washington Purchasing Manual guidelines. State agencies must document their purchase file appropriately, and obtain approval from their agency purchasing department.
10/14/09	NAPA-1 Additional Store Location added: Gary's Automotive Service, Friday Harbor.
9/17/09	NAPA-2 additional Store Locations added: Snohomish Auto Parts, Snohomish, Sumas Auto Parts, Sumas.
9/10/09	NAPA-19 Additional Store Locations added: Colfax Auto Parts, Colfax; Monroe Parts House, Monroe; Pullman Auto Parts, Pullman; Stilly Auto Parts, Arlington; Colville Auto Parts, Colville; Napa Auto Parts, Selah & Yakima; Mountain Auto, Cle Elum; Stilly Auto Parts, Starwood; Clearwater NAPA, Kennewick; Everett Auto, Everett; Workland Auto, two locations in Wenatchee; Taylor Auto, Portland.
8/19/2009	NAPA-32 Additional Store Locations added: Lynnwood Auto Parts, Lynnwood WA; Race St. Auto Parts, Port Angeles WA; Westbay Napa Auto Parts, Port Orchard WA, Bremerton,WA, Silverdale WA, Poulsbo WA, Gig Harbor WA, Port Townsend WA, Belfair WA and Kingston WA; Woodinville Auto Parts, Woodinville WA; Bellingham Auto Parts, Bellingham WA; Omak Auto Parts, Omak WA; Standard Parts Corporation, Lakewood WA, Fife WA, Tacoma WA and Yelm WA; Service Auto Parts, Vancouver WA; The Parts Store, Burlington WA and Everett WA; Heinrich Auto Supply, Ellensburg WA; LaConner Auto and Marine, LaConner WA; Cascade Auto Parts, Leavenworth WA; Marysville Auto Parts, Marysville WA; Ray's Auto Parts, Mount Vernon WA; Hamilton Farm Equipment Center, Okanogan WA; Mt. Adams Auto Parts, Toppenish WA.
8/13/2009	1) Off Contract Purchase: Although this contract is intended to meet the needs of those requiring "Just-In-Time" delivery within one hour, it may not always do so effectively. Purchases from non-contract suppliers may be appropriate when current awarded contractor is unable to meet the one hour delivery requirement. State agencies must document their purchase file appropriately, following WPM guidelines, and obtain approval from their agency purchasing department. 2) Original Equipment Manufacturer Parts (OEM): Awarded contractors provide some OEM parts. Please check with the awarded contractor to verify availability. If current awarded contractor is unable to meet the one hour delivery requirement for your OEM part, then purchase from non-contract supplier may be appropriate. State agencies must document their purchase file appropriately, following WPM guidelines, and obtain approval from their agency purchasing department. 3) Method of Payment: Procurement Card is the standard method of payment, however purchase orders are also

	accepted. 4) NAPA-13 Additional Store Locations added: Coburn Auto, Chehalis; Coburn Auto, Centralia; Coburn Auto, Montesano; Bonney Lake Napa, Bonney Lake; NAPA of Walla Walla, Walla Walla; Redmond Parts, Redmond; Valley Auto, Sedro Woolley; Twisp Auto, Twisp; Gosney Motor, Auburn; Rio Auto, Brewster; Pasco Auto, Pasco; Issaquah Parts, Issaquah; Chelan Auto, Chelan.
08/12/2009	NAPA added 4 store locations through Authorized Dealer Agreements. Store locations: Foothills Auto in Enumclaw, Sunset Auto in Hillsboro, Camas Auto in Camas and APAN NAPA Auto & Truck in Longview.
08/10/2009	1. NAPA: Added 24 additional store locations through Authorized Dealer Agreements. Updates to the "Contractor Information" per the "Primary Local Contact". 2. Seattle Automotive: Updates to the "Contractor Information" per the "Primary Local Contact". 3. Auto Zone: Updates to the "Contractor Information" per the "Primary Local Contact". 4. CarQuest: Updates to the "Contractor Information" per the "Primary Local Contact".
08/10/2009	Contract Award

NOTES

I. State Agencies: State Agencies are to consider this contract to be their first option for Fleet Vehicle Parts required within 60 minutes. Submit Order directly to Contractor for processing. Political Subdivisions: Submit orders directly to Contractor referencing State of Washington contract number. If you are unsure of your status in the State Purchasing Cooperative call (360) 902-7415.

II. Only authorized purchasers included in the State of Washington Purchasing Cooperative (WSPC) and State of Oregon Cooperative Purchasing Program (DASCPP/ORCPP) listings published and updated periodically by MCC and DAS may purchase from this contract. It is the contractor's responsibility to verify membership of these organizations prior to processing orders received under this contract. A list of Washington members is available on the Internet https://fortress.wa.gov/ga/apps/coop/Default.aspx , and a list of the Oregon members is available at http://www.oregon.gov/DAS/SSD/SPO/docs/orcpp-member-list.pdf contractors shall not process state contract orders from unauthorized users.

III. Contract Terms: This Document includes by reference all terms and conditions published in the original RFP, including Standard Terms and Conditions, and Definitions, included in the Competitive Procurement Standards published by MCC (as Amended).

IV. Technical Team Scoring Results:

Technical Team Scoring Results

				Pricing Offer			
Proposer	Product Availability 20pts	Product Quality & Quality Assurance 15 pts	Service Capability & Technical Assistance 20 pts	Price Competitiveness Evaluation 20pts	Method of Updating & Price Verification 10pts	Administration: Order Placement & Invoicing 15pts	Total Pts Awarded
Motion Auto Parts	14	14	18	18.75	8	9	81.75
AutoZone	13	10	15	16.62	10	15	79.62
NAPA	16	13	16	17.31	5	11	78.31
Seattle Automotive Distributing	9	12	16	20	8	7	72
CarQuest	17	13	15	0*1	8	11	64

Yellow=best score/ Orange=second best score

Notes:

*1. Some items offered did not represent "Best" quality

CONTRACTOR INFORMATION

CONTRACTORS NAME:	**AutoZone Stores, Inc**
Address:	22910 SW Saunders Dr. Sherwood, OR 97140
Contractor "Contract Program Manager":	**George H. Verkamp**
Primary Local Contact:	Chris Tisler
Phone:	330-350-6802 (Cell)
Office/VM	253-815-1254
Email:	Chris.tisler@autozone.com
Alternate Contact:	Tim Goddard
Phone:	253-815-1254
Office/VM	
Email:	Tim.goddard@autozone.com

ORDERING INFORMATION:

Federal ID No.:	62-1611058	**Supplier No.:**	
List of Store Locations:	See authorized "Store Locations"		
Point of Contact:	Account Set up is required with the awarded contractor you wish to utilize prior to placement of your first order or to utilize their on-line ordering pricing site. Please call or email "Primary Local Contact" listed above to establish accounts/user name/passwords. Store Contacts available on the "Store Location" page.		
FOB/Shipping Costs:	Product delivered through Contractors distribution, is FOB Destination with cost of freight included in the cost of the product (No Charge).		
Cost of freight when product is delivered from locations other than AutoZone store?	Product delivered through Contractors distribution, is FOB Destination with cost of freight included in the cost of the product (No Charge).		
Geographic area which the contractor will deliver within 1 hour	0-3 miles from AutoZone location is 30 minutes or less 3-5 miles from AutoZone location is 45 minutes or less 5-7 miles from AutoZone location is 1 hr or less See "Store Locations" for area served		
Billing address:	AutoZone, Inc. PO Box 116067		

	Atlanta, GA 30368
Payment address	AutoZone, Inc. PO Box 116067 Atlanta, GA 30368
Hours of Business:	8:00AM-5:00PM Monday-Saturday and in select locations, 9:00AM-5:00PM on Sundays
After hours product availability:	Yes
Will Call Availability & Procedure?	Yes
PRICING INFORMATION:	
Contract Pricing:	Contact your authorized Store or www.AutoZonepro.com/wa. Please call or email "Primary Local Contact" listed above to establish accounts/user name/passwords. Pricing will be calculated utilizing the "Tier 4 formula of Lowest-Zone less an additional 20%". Purchasers can review/verify account level pricing using three available resources: 1) www.AutoZonepro.com/wa , 2) the AutoZone Commercial Order Management System (store level invoicing) 3) SKU level "Best Zone" file available upon request, updated quarterly.
Price List Maintenance:	Contractor manages price list based on "Tier 4 formula of Lowest-Zone less an additional 20%" & updates price list quarterly.
Payment Terms:	Net 30 days
Order Input Method:	After orders are placed via www.AutoZonepro.com/wa, Phone, or Fax, parts would be delivered to shop facilities via AutoZone delivery trucks. AutoZone will work with State facilities outside of a 7 mile radius to determine acceptable delivery times. "Unique" or "Special Order Parts" will be shipped to the shop location through the AutoZone existing supply chain; or, directly from the vendor, based upon the method that provides the quickest delivery. AutoZone will provide estimated arrival times for all of these orders in order to assist in the most efficient application of fleet management. Heavy Duty parts will be transferred daily from AutoZone's local partners (Mon – Fri). Next day stock orders will replenish onsite inventories. AutoZone is committed to the timely delivery of all parts and products based upon the needs defined by the State. AutoZone has over 50 safety stock algorithms/replenishment formulas based on specific demand patterns and variability for items and categories of items. AutoZone tracks sales for every item, by day, in every facility against onsite and offsite parts usage, allowing daily forecasts and improved ability to react to changes in demand or trends in every market. AutoZone considers both location order cycle and lead-time on delivery from the distribution center when determining each item's stock level. This process is called order-up–to-level (OTL). AutoZone commercial store managers can make changes to their replenishment orders to increase inventories for upcoming seasons and in

anticipation of changing demand requirements. The AutoZone replenishment system also captures delayed product deployment if stock-outs occur. This prevents the forecast from dropping off because of stock-outs. If a stock out occurs because of significantly increased parts usage, this "lost sale" logic will cause the forecast to increase. Finally, the AutoZone replenishment systems account for seasonality and will increase location and Distribution Center inventory levels on seasonal items before the start of the season.

The typical AutoZone location maintains an onsite inventory of $750,000 in parts. Within a 45-mile radius of State of Washington's service center, AutoZone has approximately $24,000,000 in automobile and light duty truck parts. Furthermore, there is additional inventory on heavy-duty parts, at AutoZone's local partners. Vendor Direct Parts (VDP; specialty parts being shipped directly from the vendor) are shipped via overnight carrier whenever possible unless the size, dimensions, or weight of the product makes these shipments economically unfeasible. The AutoZone delivery commitment applies to normal working hours (in this case, to cover working shifts at the State facilities). After hour deliveries will be made in the most expedient manner based upon the location of the part being delivered and the local delivery conditions occurring in the general in-market area. After hour deliveries are targeted to be made no less than one hour after AutoZone has acquired physical possession of the part at an in-market location.

Where is the Pricing available for viewing?

www.AutoZonepro.com/wa Please call or email "Primary Local Contact" listed above to establish accounts/user name/passwords.

Pricing is calculated utilizing the "Tier 4 formula of Lowest-Zone less an additional 20%" and is provided to public sector customers on a quarterly basis once pricing changes have been approved and are ready for implementation. Pricing updates are provided on a Gold CDROM and marked as "confidential" pursuant to the local contract between AutoZone and the agency. On-line pricing review and audit access is provided to all agencies in order to support contract compliance and pricing analysis reviews. The entire lowest zone pricing file is available through the on-line pricing access provided to the agency.

How will contractor ensure contract pricing?

The "Tier 4 formula of Lowest-Zone less an additional 20%" price list is controlled by AutoZone and administered through the AutoZone Public Sector Sales Division. Pricing administration is provided through the dedicated national accounts support group within the AutoZone Public Sector Sales Division. To ensure the integrity and consistency of Washington State pricing, AutoZone's order management system (store level) and web-site (www.autozonepro.com) audits are performed on a continual basis and during each quarterly pricing review by AutoZone's Public Sector Sales Division

The entire "Tier 4 formula of Lowest-Zone less an additional 20%" price list is provided to public sector customers on a quarterly basis once pricing changes have been approved and are ready for implementation. Pricing updates are provided on a Gold CDROM and marked as "confidential" pursuant to the local contract between AutoZone and the agency. On-line pricing review and audit access is provided to all agencies in order to support contract compliance and pricing

	analysis reviews. The entire lowest zone pricing file is available through the on-line pricing access provided to the agency
Minimum Dollar order:	None
On-Line Order Processing?	Yes, at www.AutoZonepro.com/wa
Credit card acceptance:	VISA, DISCOVER, MASTERCARD, AMEX

THIS CONTRACTOR AGREES TO SELL TO:

Washington Political Subdivisions:	**Yes**
Non-Profits:	**Yes,**
Oregon Political Subdivisions:	**Yes**
Public Transit Agencies:	**Yes, but will not accept FTA clauses**

OTHER INFORMATION:

Defective Product:

Once a product has been identified as defective by the customer, AutoZone will provide a replacement product through the free delivery process based upon the terms of our contract and the RFP offer for all contract "stocked" items. AutoZone will pick-up the defective product during the new delivery process. In most cases the product will be exchanged on a same day/delivery invoice that credits the return and provides a new billing (for warranty purposes) for the replacement product. If a core for the existing and/or new product is part of the process, AutoZone will clear the core invoice charges/credits within 72 business hours in order to bring the entire transaction to a net zero financial impact.

AutoZone deploys the same defective/return process for all contract "non-stock" items where AutoZone has a prearranged defective return process established with the product provider based upon the channel of acquisition. If the defective product was acquired from a product provider where a pre-arranged defective/return process has not been established, AutoZone will work with the existing return and exchange process (as established by the product provider) in order to deliver a new product to the agency customer. In certain cases where time is of the essence and critical to the needs of the agency, AutoZone will acquire a new product in order to provide an exchange for the defective product while working through the return process with the product provider.

Value Added Features at no charge:

Store Locations Autozone
Area Served: State-wide

STORE #	Address	City	County	ST	Zip	Store Phone	Store Hours	MANAGER
3373	7715 204TH ST NE	ARLINGTON	SNOHOMISH	WA	98223-5095	(360) 435-8113	8:00AM – 9:00PM M-S, 9:00AM – 7:00PM S	JOE SPITZER
1168	21513 SR 410 E.	BONNEY LAKE	PIERCE	WA	98390-0000	(253) 862-3127	8:00AM – 9:00PM M-S, 9:00AM – 7:00PM S	TRAVIS CLARK
1681	2008 6TH ST	BREMERTON	KITSAP	WA	98337-1034	(360) 373-5032	8:00AM – 9:00PM M-S, 9:00AM – 7:00PM S	RACHEL VAN KIRK
1688	1588 NE FUSON RD	BREMERTON	KITSAP	WA	98311-3770	(360) 377-7380	8:00AM – 9:00PM M-S, 9:00AM – 7:00PM S	JAMES MOORE
1173	120 SW 148TH ST	BURIEN	KING	WA	98166-1924	(206) 241-4560	8:00AM – 9:00PM M-S, 9:00AM – 7:00PM S	LENA COWLING
3822	503 SOUTH MAIN ST	DEER PARK	SPOKANE	WA	99006-8234	(509) 262-0215	8:00AM – 9:00PM M-S, 9:00AM – 7:00PM S	SHEILA POGUE
3723	413 MERIDIAN AVE E	EDGEWOOD	PIERCE	WA	98371-1003	(253) 568-0381	8:00AM – 9:00PM M-S, 9:00AM – 7:00PM S	UNASSIGNED
3728	502 SOUTH MAIN ST	ELLENSBURG	KITTITAS	WA	98926-3629	(509) 933-3003	8:00AM – 9:00PM M-S, 9:00AM – 7:00PM S	ROBERT UCENY
3729	789 BASIN STREETSW	EPHRATA	GRANT	WA	98823-1866	(509) 754-0144	8:00AM – 9:00PM M-S, 9:00AM – 7:00PM S	ISRAEL MOLINA
1686	6500 EVERGREENA101	EVERETT	SNOHOMISH	WA	98203-4564	(425) 710-7401	8:00AM – 9:00PM M-S, 9:00AM – 7:00PM S	MICHAEL PHILLIPS
3382	1617 BROADWAY AVE	EVERETT	SNOHOMISH	WA	98201-1723	(425) 317-9751	8:00AM – 9:00PM M-S, 9:00AM – 7:00PM S	BRANDI NEASON
1166	33510 21ST AVE SW	FEDERAL WAY	KING	WA	98023-2874	(253) 838-0994	8:00AM – 9:00PM M-S, 9:00AM – 7:00PM S	KAREN RAMEY
1684	27300 PACIFIC HW S	FEDERAL WAY	KING	WA	98003-0000	(253) 529-2585	8:00AM – 9:00PM M-S, 9:00AM – 7:00PM S	WALTER STAPLEY
3376	1220 W 4TH AVE	KENNEWICK	BENTON	WA	99336-0000	(509) 585-3896	8:00AM – 9:00PM M-S, 9:00AM – 7:00PM S	MICHAEL WHINERY
3727	4911 W CLEARWATER	KENNEWICK	BENTON	WA	99336-1913	(509) 783-0130	8:00AM – 9:00PM M-S, 9:00AM – 7:00PM S	IVON BAILEY
1163	4840 YELM HWY SE	LACEY	THURSTON	WA	98503-0000	(360) 455-0040	8:00AM – 9:00PM M-S, 9:00AM – 7:00PM S	TRACY GROVES
1183	6310 PACIFIC AVE	LACEY	THURSTON	WA	98503-1355	(360) 438-9526	8:00AM – 9:00PM M-S, 9:00AM – 7:00PM S	DEBRA STENGLINE
3725	511 91ST AVE NE	LAKE STEVENS	SNOHOMISH	WA	98258-0000	(425) 335-3259	8:00AM – 9:00PM M-S, 9:00AM – 7:00PM S	JOSE PEREZ
3721	16809 HWY 99 STE F	LYNNWOOD	SNOHOMISH	WA	98037-3103	(425) 742-0475	8:00AM – 9:00PM M-S, 9:00AM – 7:00PM S	JIM BOUSMAN
4107	20321 HWY 99	LYNWOOD	SNOHOMISH	WA	00009-8036	425-778-2065	8:00AM – 9:00PM M-S, 9:00AM – 7:00PM S	RAYMOND GUNTER
1181	1090 STATE ST	MARYSVILLE	SNOHOMISH	WA	98270-0000	(360) 657-2730	8:00AM – 9:00PM M-S, 9:00AM – 7:00PM S	ROBERT SCHEURLE
3732	632 S PIONEER WAY	MOSES LAKE	GRANT	WA	98837-0000	(509) 764-4527	8:00AM – 9:00PM M-S, 9:00AM – 7:00PM S	LOUIS TALBOT
1172	720 E COLLEGE WAY	MT VERNON	SKAGIT	WA	98273-5561	(360) 416-0137	8:00AM – 9:00PM M-S, 9:00AM – 7:00PM S	PAUL CALDWELL
3385	31820 HWY 20	OAK HARBOR	ISLAND	WA	98277-5208	(360) 240-0258	8:00AM – 9:00PM M-S, 9:00AM – 7:00PM S	MICHAEL HANSEN

1175	2315 HARRISON AVE	OLYMPIA	THURSTON	WA	98502-4542	(360) 754-7007	8:00AM – 9:00PM M-S, 9:00AM – 7:00PM S	TREVOR LIVINGSTON
3374	1880 E MAIN	OTHELLO	ADAMS	WA	99344-1578	(509) 488-0103	8:00AM – 9:00PM M-S, 9:00AM – 7:00PM S	RODRIGO GARZA
871	2220 WEST COURT ST	PASCO	FRANKLIN	WA	99301-3937	(509) 547-9615	8:00AM – 9:00PM M-S, 9:00AM – 7:00PM S	MITCH SHAFFER
1167	1414 LUND AVE	PORT ORCHARD	KITSAP	WA	98366-0000	(360) 876-1166	8:00AM – 9:00PM M-S, 9:00AM – 7:00PM S	MICHAEL PROPHET
1174	1129 BENNETT AVE	PROSSER	BENTON	WA	99350-1373	(509) 786-0042	8:00AM – 9:00PM M-S, 9:00AM – 7:00PM S	STEVE TREVINO
1171	14123 MERIDIAN E	PUYALLUP	PIERCE	WA	98373-5616	(253) 445-3163	8:00AM – 9:00PM M-S, 9:00AM – 7:00PM S	JASON JENSEN
3722	404 F ST SW	QUINCY	GRANT	WA	98848-1364	(509) 787-9809	8:00AM – 9:00PM M-S, 9:00AM – 7:00PM S	JOSHUA HUDGENS
1683	17625 140TH AVE SE	RENTON	KING	WA	98058-0000	(425) 204-0712	8:00AM – 9:00PM M-S, 9:00AM – 7:00PM S	TY MEIER
3733	1701 GEORGE WASHINGTON	RICHLAND	BENTON	WA	00009-9354	509-946-6372	8:00AM – 9:00PM M-S, 9:00AM – 7:00PM S	MICHAEL RUSHMAN II
1690	10002 16TH AVE SW	SEATTLE	KING	WA	98146-3730	(206) 763-4229	8:00AM – 9:00PM M-S, 9:00AM – 7:00PM S	ED STUHLMAN
4102	9471 RAINIER AVE S	SEATTLE	KING	WA	98118-5515	(206) 721-0381	8:00AM – 9:00PM M-S, 9:00AM – 7:00PM S	ZAGARI MOORE
3720	495 N. WENAS RD.	SELAH	YAKIMA	WA	00009-8942	(509) 698-4600	8:00AM – 9:00PM M-S, 9:00AM – 7:00PM S	PABLO HERNANDEZ
1685	127 173RD ST. SOUT	SPANAWAY	PIERCE	WA	98387-0000	(253) 548-1026	8:00AM – 9:00PM M-S, 9:00AM – 7:00PM S	ROBERT BURKEVICS
3383	2526 N DIVISION	SPOKANE	SPOKANE	WA	99207-2126	(509) 325-4975	8:00AM – 9:00PM M-S, 9:00AM – 7:00PM S	RANDY GLENN
3730	13911 E SPRAGUE AV	SPOKANE VALLEY	SPOKANE	WA	99216-2135	(509) 228-0318	8:00AM – 9:00PM M-S, 9:00AM – 7:00PM S	JOHN CUMMINGS
3380	1800 YAKIMA VALLEY	SUNNYSIDE	YAKIMA	WA	98944-1261	(509) 836-0005	8:00AM – 9:00PM M-S, 9:00AM – 7:00PM S	JAMES KARI
1184	7001 PACIFIC AVE	TACOMA	PIERCE	WA	98408-7220	(253) 472-4090	8:00AM – 9:00PM M-S, 9:00AM – 7:00PM S	KEN CHILDRESS
3375	3801 6TH AVE	TACOMA	PIERCE	WA	98406-4903	(253) 752-5023	8:00AM – 9:00PM M-S, 9:00AM – 7:00PM S	CATHY CRAWFORD
1170	8308 BERKELEY AVE	TILLICUM	PIERCE	WA	98498-2007	(253) 581-3411	8:00AM – 9:00PM M-S, 9:00AM – 7:00PM S	RICHARD CAMERON
3726	402 S. ELM STREET	TOPPENISH	YAKIMA	WA	98948-1681	(509) 865-1012	8:00AM – 9:00PM M-S, 9:00AM – 7:00PM S	FRANCIS NUNEZ
1154	849 TROSPER RD	TUMWATER	THURSTON	WA	98512-0000	(360) 534-0440	8:00AM – 9:00PM M-S, 9:00AM – 7:00PM S	KATRINA KIMBALL
1164	2620 BRIDGEPORTWAY	UNIVERSITY PLACE	PIERCE	WA	98466-4720	(253) 564-0391	8:00AM – 9:00PM M-S, 9:00AM – 7:00PM S	LISA HUMBERG
1169	11606 NE 66TH ST	VANCOUVER	CLARK	WA	98662-0000	(360) 882-5182	8:00AM – 9:00PM M-S, 9:00AM – 7:00PM S	JOE SMITH
1687	629 S 9TH AVENUE	WALLA WALLA	WALLA WALLA	WA	99362-3903	(509) 522-9876	8:00AM – 9:00PM M-S, 9:00AM – 7:00PM S	EDI PRECIADO
2215	1035 SPRINGWATER R	WENATCHEE	CHELAN	WA	98801-1545	(509) 662-7967	8:00AM – 9:00PM M-S, 9:00AM – 7:00PM S	JACOB NORTON
3379	1522 S FIRST	YAKIMA	YAKIMA	WA	98901-3544	(509) 469-2534	8:00AM – 9:00PM M-S, 9:00AM – 7:00PM S	ALEX LARA
3384	3722 W NOB HILL BL	YAKIMA	YAKIMA	WA	98902-4737	(509) 972-3791	8:00AM – 9:00PM M-S, 9:00AM – 7:00PM S	RAY PENA
3731	1208 YELM AVE E	YELM	THURSTON	WA	98597-0000	(360) 458-2880	8:00AM – 9:00PM M-S, 9:00AM – 7:00PM S	BOBBY FRYE

PRICE SCHEDULE
AUTOZONE

Pricing will be calculated utilizing the Tier 4 formula of Lowest-Zone less an additional 20%. Purchasers can review/verify account level pricing using three available resources:

1) WWW.AUTOZONEPRO.COM/WA
2) THE AUTOZONE Commercial Order Management System (store level invoicing)
3) SKU level "Best Zone" file (available upon request, updated quarterly).

MARKETING PAGE – AutoZone

Welcome State of Washington!

On behalf of more than 450 AutoZone associates state-wide, we are pleased to partner with the State of Washington, its State agencies, and local government in an effort to reduce the overall costs of fleet maintenance.

AutoZone is the largest automotive parts, services and accessories provider in the United States. AutoZone provides more than 800,000 products in over 70 distinct categories. AutoZone has over 4,000 company-owned locations selling to wholesale and public sector customers through its commercial division. AutoZone's commercial division is dedicated to the sole support of commercial, fleet, wholesale and public sector customers. AutoZone commercial specialists and delivery personnel work behind the scenes in AutoZone locations in order to provide dedicated support to public sector customers. AutoZone has 53 locations in Washington with more than 450 in-state employees.

Contract Benefits Include:

- Online access to State of Washington contract pricing to all participants
- Dedicated State of Washington welcome page at www.AutoZonepro.com/wa
- Access to all of AutoZone's OEM equivalents, replacement, remanufactured and rebuilt products
- Expedited delivery on contract stocked items from AutoZone delivery locations
    - 0-3 miles from AutoZone location = 30 minutes or less
    - 3-5 miles from AutoZone location = 45 minutes or less
    - 5-7 miles from AutoZone location = 1 hour or less

Contract users will also enjoy:

- Good, Better, Best product availability
- AutoZone's lowest government price guarantee and "best price logic"
- On-site stock room support and flexible store stocking to match fleet profile
- Dedicated, industry leading, sales, service, and product specialists
- On-line access to account activity including access to duplicate delivery invoices.
- AutoZone's core deferred (no core charges) program – We track cores for you!
- Annual business reviews conducted by public sector national account managers designed to promote on-going cost savings identification

The State of Washington contract is available to all quasi-state agencies, counties, municipalities, school districts, county colleges and state colleges.

For account set-up, on-site assessment or more information contact "Primary Local Contact".

CONTRACTOR INFORMATION

CONTRACTOR NAME: **CARQUEST AUTO PARTS**

(GENERAL PARTS DISTRIBUTION)

Address: **2635 E. MILLBROOK RD.**
RALEIGH, NC 27604

Contractor "Contract Program Manager": Laura Payne (contact information see alt contact below)

Primary Local Contact:	Wendy Mueller
Phone:	360-259-0954
Fax:	919-573-3535
Email:	wendy.mueller@carquest.com
Alternate Contact:	Laura Payne
Phone:	919-573-3004
Fax:	919-573-3535
Email:	lapayne@gpi.com

ORDERING INFORMATION:

Federal ID No.:	56-066-3185	**Supplier No.:**	
List of Store Locations:	See authorized "Store Locations"		
Point of Contact:	Account Set up is required with the awarded contractor you wish to utilize prior to placement of your first order or to utilize their on-line ordering pricing site. Exception, if you held an account with CarQuest as they were on the previous contract. Please call or email "Primary Local Contact" listed above to establish accounts/user name/passwords. Store Contacts available on the "Store Location" page.		
FOB/Shipping Costs:	Product delivered through Contractors distribution, is FOB Destination with cost of freight included in the cost of the product (No Charge). We offer delivery of parts from our HUB stores, Super Stores, Sister Stores, and Distribution Centers at no additional cost, as long as these deliveries can be done in a reasonable amount of time. The cost of these products would be identical to the prices offered under our proposed pricing schedule.		
Cost of freight when product is delivered from locations other than CarQuest store?	The parts from our Vendors that have to be shipped in direct will be billed at the same prices as our Just-In-Time parts and additional shipping charges will be added on a pass thru basis.		

Geographic area which the contractor will deliver within 1 hour	See "Store Locations" for area served. Average deliveries in a 7 mile radius of the store are serviced in a 1 hour time period. We make on average 95 % of our deliveries within the 1 hour time frame. Impediments to delivering in a 1 hour time frame can include traffic etc., road construction, and if we have the product in stock, or have to go to another source to get it.
Billing address:	Billing will be from servicing CarQuest store. They will invoice upon shipment
Payment address	Payment to be sent to the CarQuest store that sold product(s) to the agency
Hours of Business:	Our standard hours of operation are Mon- Friday 7:30 am – 6:00pm. Saturday, 8:00 am – 5:00pm and several locations open on Sundays, from 8:00 am – 6:00 pm, or, as needed. After hours and emergency requests are set up at all locations with individual shop locations and requirements. 24 hour availability is also available when needed.
After hours product availability:	Yes, Contact your nearest CarQuest store
Will Call Availability & Procedure?	Products ordered are available for Will Call as soon as the orders are received, and the product is in stock. Products that have to be sourced are available for will Call as soon as the stores received this product.
PRICING INFORMATION:	
Contract Pricing	Authorized Store location or **http://weblink.CarQuest.com/Weblink_2_0/login.jsp** Please call or email "Primary Local Contact" listed above to establish accounts/user name/passwords. The core of CARQUEST's business has been the commercial customer since the inception of the company some 35 years ago. This core includes traditional repair facilities, regional and national chains, farm and fleet, collision repair, as well as municipal agencies and political subdivisions in all fifty states. As such, we have developed basic pricing schedules for each unique business model. The appropriate base schedule is then tailored for a specific account based upon local market conditions, anticipated volume and product needs. Proposed pricing for the State of Washington is based upon our most aggressive schedule used for our largest volume accounts, with additional discounts offered for those categories as indicated in the bid Price Comparison Sheets. The pricing offered is the same as or lower than similar-sized corporate or municipal entities. Relative to CARQUEST retail price levels, the State's proposed pricing is approximately 25% lower on application-specific product.

Price List Maintenance:	Pricing for all customers is centrally maintained at our Corporate office. In the event of a supplier price change, price levels may be adjusted to reflect increases or decreases. Proper notice from our suppliers is required prior to such changes, and we will make appropriate changes to customer prices where necessary, also with appropriate prior notice to the customer. We can therefore provide consistent pricing to all accounts associated with the State of Washington and assure that the pricing will be maintained as specified in the contract. All company stores will have the ability to generate price lists for State accounts upon request. State accounts will be able to purchase from all CARQUEST company stores at the pricing as specified in the contract.
Payment Terms:	Net 30 days
Order Input Method:	Authorized Store location or **http://weblink.CarQuest.com/Weblink_2_0/login.jsp** Please call or email "Primary Local Contact" listed above to establish accounts/user name/passwords. See Contractor Marketing Page for additional information.
Where is the Pricing available for viewing?	Authorize Store Location or **http://weblink.CarQuest.com/Weblink_2_0/login.jsp** Please call or email "Primary Local Contact" listed above to establish accounts/user name/passwords. See Contractor Marketing Page for additional information.
How will contractor ensure contract pricing?	Price Schedule is loaded and tied to the account number(s) insuring consistency of pricing.
Minimum Dollar order:	None
On-Line Order Processing?	**Yes, at http://weblink.CarQuest.com/Weblink_2_0/login.jsp** Please call or email "Primary Local Contact" listed above to establish accounts/user name/passwords. See Contractor Marketing Page for additional information.
Credit card acceptance:	MC, VISA, DISCOVER, American Express

THIS CONTRACTOR AGREES TO SELL TO:

Washington Political Subdivisions:	**Yes**
Non-Profits:	**Yes,**
Oregon Political Subdivisions:	**Yes**
Public Transit Agencies:	**Yes, but will not accept FTA clauses**

OTHER INFORMATION:	
Defective Product:	Defective products are handled on a daily basis. They are picked up by our Delivery or Sales Teammates, and our policy is that the credits are issued the same day.
Value Added Features at no charge:	

Store Locations CarQuest
Area Served: State-wide, Oregon & Idaho

STORE #	Address	City	County	ST	Zip	Store Phone	Store Fax	Store Hours	MANAGER
CARQUEST of Aberdeen	216 W. Market St.	Aberdeen	Grays Harbor	WA	98520	360-532-3973	360-532-1991		Phil Riggs
Anacortes Auto Parts	1600 Commercial	Anacortes	Skagit	WA	98221	360-293-2195	360-293-3325		Denny Smith
CARQUEST of Auburn South	1201 Auburn Way S.	Auburn	King	WA	98002	253-939-3801	253-939-0914		Roan Gray
CARQUEST of Auburn North	2703 Auburn Way No.	Auburn	King	WA	98002	253-854-0464	253-735-7901		Bryan Gildersleeve
CARQUEST of Bellevue	1407 132nd N.E.	Bellevue	King	WA	98005	425-454-7936	425-454-6361		Ryan Beerbower
CARQUEST of Burien	14307 1st Ave So.	Burien	King	WA	98168	206-243-2444	206-243-3453		
Burlington Auto Parts	139 E. Fairhaven	Burlington	Skagit	WA	98233	360-755-0731	360-755-0736		Les Huggins
Camas Auto Parts	3132 NE 3rd St.	Camas	Clark	WA	98233	360-834-5003	360-834-3230		Steve Sonderen
Central Automotive Supply	114 N Pearl	Centralia	Lewis	WA	98531	360-736-9366	360-736-4331		Mike Aldrich
Auto Motive Inc.	372 NW Chehalis Ave.	Chehalis	Lewis	WA	98532	360-748-8666	360-748-0531		Reggie Macomer
John's Automotive	4608 Wallbridge Road	Clayton	Stevens	WA	99110	509-276-7004	509-276-5396		John Colliver
Jones Truck & Implement	425 Walla Walla Hwy	Colfax	Whitman	WA	99111	509-397-4371	509-397-3629		Larry Jones
Empire Auto Parts	315 N. Main	Colville	Stevens	WA	99114	509-684-2567	509-684-3213		Bill Johnson
Duvall Auto Parts	15415 Main Street NE	Duball	King	WA	98019	425-788-1578	425-844-0297		Bill Minaglia
CARQUEST of Ellensburg	402 S. Main	Ellensburg	Kittitas	WA	98926	509-925-5333	509-925-9508		Jennifer McKinnon
CARQUEST of Everett	2202 Everett Ave	Everett	Snohomish	WA	98201	425-259-0851	425-339-6087		Steve Teigen
CARQUEST of Lake Stevens	430 91st Ave NE	Everett	Snohomish	WA	98205	425-334-0466	425-335-4422		Don Bangert
CARQUEST of Federal Way	1610 341st Pl. Ste A	Federal Way	King	WA	98003	253-661-7222	253-835-1066		Tim Anderson
Hawley's Auto Supply	1990 Main Street	Ferndale	Whatcom	WA	98248	360-384-3513	360-384-0856		Lance Ballard
Whiteheads Auto Parts	371 N Forks Ave	Forks	Clallam	WA	98331	360-374-6065	360-374-6030		Victor Whitehead
North West Auto Supply	370 West Spring	Friday Harbor	San Juan	WA	98250	360-378-6042	360-378-6043		Rick Campbell

Goldendale Auto Parts	614 S. Columbus	Goldendale	Klickitat	WA	98620	509-773-3793	509-773-4932		Terry Campbell
CARQUEST of Kent	7812 S. 186th Pl	Kent	King	WA	98032	425-656-4468	425-656-4472		Marcos Burgos
CARQUEST of Lacey	6700 Martin Way	Lacey	Thurston	WA	98516	360-456-8700	360-438-9785		Rand Corburn
Lake City Auto Parts	529 22nd Street North	Lewiston	Asotin	ID	83501	208-743-9438	208-746-1356		Steve Wessels
CARQUEST of Longview	812 Washington Ave.	Longview	Cowlitz	WA	98632	360-636-4600	360-575-9826		Ken Clark
S & H Lynden	8123 Guide Meridian Rd	Lynden	Whatcom	WA	98264	360-354-4468	360-354-5701		Ed Weidenaar
CARQUEST of Lynnwood	19825 Highway 99	Lynnwood	Snohomish	WA	98036	425-771-4990	425-771-4236		Mike Hounshell
Brim CARQUEST	2500 Cedardale Rd/	Mt. Vernon		WA	98274	360-424-1600	360-424-6399		Dan Raske
CARQUEST of Marysville	3915 152nd St NE Ste. A	Marysville	Snohomish	WA	98271	360-653-5000	360-653-2775		Jerry Jamison
Auto Ag Supply & Repair	627 E. Government Way	Mattawa	Grant	WA	99349	509-932-4058	509-932-5476		Rio Hirai
Kilmers Auto Parts	84191 Highway 11	Milton Freewater	Walla Walla	WA	97862	541-938-5522	541-938-4788		Dan Kilmer
St John Hardware & Implement	202 West A	Moscow	Whitman	ID	83843	208-882-7501	208-883-3425		Mike Nelsen / Brent
CARQUEST of Moses Lake	500 East 3rd	Moses Lake	Grant	WA	98837	509-765-4567	509-765-6889		David Montgomery
CARQUEST of Olympia	623 5th Ave S.E.	Olympia	Thurston	WA	98507	360-357-3347	360-754-1004		Jack Diehl
CARQUEST of Omak	619 Okoma Dr	Omak	Okanogan	WA	98841	509-826-1777	509-826-5306		Randy Parten
Murray Motors, Inc. Port Angeles	Store Key 14545 302 E 1st St	Port Angeles	Clallam	WA	98362	360-457-0454	360-452-5929		Jeff Colvien
CARQUEST of Puyallup	11818 S. Meridian	Puyallup	Pierce	WA	98373	253-848-1591	253-848-9708		Shawn Luras
CARQUEST of Redmond	16115 Redmond Way	Redmond	King	WA	98502	425-885-4146	425-869-7095		Pedro Soto
CARQUEST of Renton	401 Rainer Ave No.	Renton	King	WA	98057	206-772-6380	206-772-2926		Ric Cull
Basin Hardware CQ	441 Camelia	Royal City	Grant	WA	99357	509-346-2275	509-346-9389		Kent Pratt/Casey
Auto Haus #1	915 5th Ave	Sandpoint	Stevens	ID	83864	208-263-6868	208-263-8784		Bob Hovanski
CARQUEST of Fremont	744 N. 34th St.	Seattle	King	WA	98103	206-633-2323	206-634-2381		Tony Pinkney
CARQUEST of West Seattle	4505 38th SW	Seattle	King	WA	98126	206-935-5800	206-935-5973		Levi Jones
Kilmers Auto Parts	84191 HWY 11	Milton Freewater	Walla Walla	OR	97862	541-938-5522	541-938-4788		Dan Kilmer
Sedro Woolley Auto Parts	816 Murdock St.	Sedro Woolley	Skagit	WA	98284	360-855-0342	360-855-0830		Steve Huggins

CARQUEST of Snohomish	1033 Ave. D	Snohomish	Snohomish	WA	98290	360-568-3181	360-568-4260		Cory Dow
CARQUEST of Spanaway	137 161st	Spanaway	Pierce	WA	98387	253-537-8677	253-537-8118		Nyca Locky
CARQUEST of North Monroe	2711 North Monroe	Spokane	Spokane	WA	99205	509-326-9262	509-327-7099		Aaron Campbell
CARQUEST of S. Pines	110 S. Pines	Spokane	Spokane	WA	99206	509-892-5992	509-892-5993		Tim Ruffles
CARQUEST of Sherman	110 S Sherman St	Spokane	Spokane	WA	99202	509-838-3525	509-838-0105		Gary Davis
Stanwood Auto Parts	9922 Hwy 532	Stanwood	Snohomish	WA	98292	360-629-0829	360-629-8310		Mike Hamel/ Keith
CARQUEST of Tacoma 38th St.	3121 So. 38th St.	Tacoma	Pierce	WA	98409	253-491-3915	253-471-3919		Jose Melendez
CARQUEST of Tacoma 72nd St.	215 So 72nd St.	Tacoma	Pierce	WA	98408	253-475-9018	253-473-0799		
CARQUEST of Hazel Dell	7209 Hwy 99	Vancouver	Clark	WA	98665	360-694-2574	360-693-7304		Seth Romo
CARQUEST of Vancouver	2507 NE Anderson	Vancouver	Clark	WA	98661	360-892-6650	360-944-0228		Mark Smogar
White Brothers/JIT	304 N 9th	Walla Walla	Walla Walla	WA	99362	509-525-6620	509-525-6988		Greg Baune
CARQUEST of Wapato	717 W First ST	Wapito	Yakima	WA	98951	509-877-2896	509-877-7401		Tom Matsen
Winlock Auto Supply	110 E Walnut	Winlock	Lewis	WA	98596	360-785-4488	360-785-4669		Ken Zwiefelhofer
CARQUEST of Yakima	511 S. 3rd St	Yakima	Yakima	WA	98901	509-453-5591	509-453-5358		Bryan

Contract 01809

PRICE SCHEDULE
CARQUEST AUTO PARTS (GENERAL PARTS DISTRIBUTION)

Click on link below to view the CarQuest Price Schedule

CQ Price Schedule.doc

MARKETING PAGE CarQuest Auto Parts

I. Overview of your company

CARQUEST is a distributor of aftermarket auto parts and other automotive related products and supplies. CARQUEST / General Parts was formed in 1960 and is headquartered in Raleigh, NC. 49 years later, we have grown into the largest privately held employee-owned parts distribution company in North America with 31 distribution centers in the U.S with an average of 85,000 skus.

On a local level around the State of Washington, we have 33 Company owned CARQUEST stores, and 24 independently owned CARQUEST stores for a total of 57 locations.
We service the Washington state market out of 2 primary Distribution Centers. (1) One in Kent Washington, and (1) one in Portland Oregon, with availability to southern Washington. In addition, we have a network of 31 additional Distribution Centers around the US, with over night product availability.

II. Describe your Product Availability:

A. What product categories (of the eight described in the RFP) do you have available within 1 hour i.e. Items not normally stocked?

a. Air Conditioning, Axles, CV Components, Batteries and Accessories, Bearings, Belts, Belt Tensioners, Bulbs, Brakes to include: Hydraulics, Friction, Drums, Rotors, Power Brake Units, Calipers, Caps, Chassis, Clutches, Engine Bearings, Engine Control Products, Engine Kits, Engine Parts, Exhaust Products, Fan Clutches, Filters, (oil, air, fuel, water, cabin air), Fuel Pumps, Flashers, Front Wheel Drive Components, Fuel Injectors, Fuses, Gaskets, Headlamps, Heating Components, Hoses and Clamps, Hydraulic Hose, Ignition Modules and Sensors, Lighting Lamps, Lenses and Markers, Mirrors, Lubricants, Motor Mounts, Oil, Hydraulic Oil, Oil Pumps, Oxygen Sensors, Power Steering Components, Rack and Pinion, Radiators, Rotating Electrical, Seals, Shocks, Struts, Mounts, Spark Plugs, Temperature Control, Thermostats, Timing Components and Belts, Transmission Filters and parts, U-Joints, Water Pumps, Wiper Products, Wire Sets, Chemicals both Bulk and smaller quantities, Shop Supplies, Tire Chains, 3M products, Paint, Body shop supplies, Tools and Equipment of all types,

B. Discuss your capability to deliver

a. We make on average 95 % of our deliveries within the 1 hour time frame. Average deliveries in a 7 mile radius of the store are serviced in a 1 hour time period. Impediments to delivering in a 1 hour time frame can include traffic etc., road construction, and if we have the product in stock, or have to go to another source to get it.

b. On a local level around the State of Washington, we have 33 Company owned CARQUEST stores, and 24 independently owned CARQUEST stores for a total of 57 additional locations to support our bid commitment. ALL CARQUEST stores receive overnight delivery for all stocked products and for specials on a daily basis. For hard to find, specialty parts and products, we have our "Vision" system, which let's our stores order directly from manufacturers inventories and ability to receive the products overnight on many items.

III. Product Quality/Quality Assurance

A. Describe the type (Good, Better, and Best) that you generally have available?

a. On Average, a store carries 20 % of their inventory in the "good" category, 60 % in the "better" and 20 % in the best coverage. All product, all lines, meet O.E. product requirements and specifications. All product lines have a "Best" product offering.

IV. Service Capability/ Technical Assistance

A. Experience, knowledge of the Contractor Installer Specialist

a. CARQUEST CSI / Customer Service Teammates, Sales Teammates, Store Managers, and Delivery Teammates are required to complete and extensive and ongoing training program through our CARQUEST University program. This training covers all of our product lines, benefits and features, form fit and function. Typical certifications include several Intra Company, as well as ASE Parts certification.

B. Describe your "Value Added Services" (training, On-line ordering,

a. CARQUEST offers On-line ordering through our Web Link v2 system.

System includes:

- Over 100,000 SKU's with multiple images, with multiple views – highest standards in the industry.
- Online account management
- Completely web –based, no software to install.
- Online ordering, 24 hours a day, 7 days a week. Orders print at the servicing location.
- Live inventory status with options to see multiple store and DC inventories.
- Product lookup by application, model or VIN number.
- Part number interchanges from OEM to competitive products.
- Extensive selection of tools, paints, accessories, shop supplies, and more.
- Manufacturers TSB Bulletins and Recall information
- Live support professionals to answer your questions.
- Network security with no updates to remember or DVD's to manage.
- Timely updates provide up to the minute information.
- Good, Better and Best product offerings
- Late model application coverage's.
- O.E and Aftermarket product interchanges.
- Product looks up by application.
- Enhanced job packages with O.E. and non application products included.

CARQUEST has embraced technology as an enabler to our business strategy and to our customers.

Web Link – our on-line B2B e-store and knowledge portal for our customers. This application puts all the information you need to run your business in one place at the click of a mouse. Things like product illustrations, labor times, repair information, wiring diagrams, product specifications, product availability and explosive illustrations – all designed to make your people more efficient and productive. CARQUEST has a world class OE-based electronic catalog which allows you to place orders online. We offer even more coverage through the integration of Speed Dial, the online ordering system for our sister company, WORLDPAC, for extensive OE import automotive products coverage.

This application is web-based, allowing CARQUEST to bypass any security or firewall issues within your computer network. Each location will receive a unique sign-on and password to access Web Link via the internet with the ability to order from their designated CARQUEST store. In addition, a complete tutorial is available in the Web Link application for future reference.

V. Pricing Offer

A. Brief description of your pricing program.

a. Proposed pricing for the State of Washington is based upon our most aggressive schedule used for our largest volume accounts, with additional discounts offered for those categories as indicated in the bid Price Comparison Sheets. The pricing offered is the same as or lower than similar-sized corporate or municipal entities.

B. How is pricing updated?

a. Pricing for all customers is centrally maintained at our corporate office. In the event of a supplier price change, price levels may be adjusted to reflect increases or decreases. Proper notice from our suppliers is required prior to such changes, and we will make appropriate changes to customer prices where necessary, also with appropriate prior notice to the customer. We can therefore provide consistent pricing to all accounts associated with the State of Washington and assure that the pricing will be maintained as specified in the contract. All company stores will have the ability to generate price lists for State accounts upon request. State accounts will be able to purchase from all CARQUEST company stores at the pricing as specified in the contract.

VI. Order Placement & Invoicing

A. How are orders placed?

a. Using On-line ordering via Web Link.
b. Phone in orders to the stores.
c. Orders placed through our Store Sales Teammates.

B. How do we know we're getting the correct contract price?

a. All company stores will have the ability to generate price lists for State accounts upon request.

C. How can we Ensuring Contract Pricing?

a. Price schedule is loaded and tied to the account number(s), insuring consistency of pricing

CONTRACTOR INFORMATION

CONTRACTOR NAME: **MOTION AUTO SUPPLY**

Address: **120 S Cedar St**
Spokane, WA 99210

Contractor "Contract Program Manager": Mike Teegarden

Primary Local; Contact: Mike Teegarden

Phone: 509-363 2201

Fax: 509-624-5686

Email: mike@partswholesalers.com

Alternate Contact: Tim Trudnowski

Phone: 509-363-2202

Fax: 509-624-5686

Email: tim@partswholesalers.com

ORDERING INFORMATION:

Federal ID No.: 91-0578127 **Supplier No.:**

List of Store Locations: See authorized "Store Locations"

Point of Contact: Account Set up is required with the awarded contractor you wish to utilize prior to placement of your first order or to utilize their on-line ordering pricing site. Please call or email "Primary Local Contact" listed above to establish accounts/user name/passwords.

Store Contacts available on the "Store Location" page.

FOB/SHIPPING COSTS: Product delivered through Contractors distribution, is FOB Destination with cost of freight included in the cost of the product (No Charge).
Exception: If an item is needed and we must order directly from one of our vendors, we would only add the cost of freight and any nominal special handling change the vendor may charge.

Cost of freight when product is delivered from locations other than Motion Auto Supply store.

Geographic area which the contractor will deliver within 1 hour See authorized "Store Locations" for area served.

Billing address: Motion Auto Supply
120 S Cedar St
Spokane, WA 99201

Payment address	Motion Auto Supply 120 S Cedar St Spokane, WA 99201
Hours of Business:	See authorized "Store Locations" page
After hours product: availability:	
Will Call Availability& Procedure?	Yes, separate Will-Call area for wholesale customers
PRICING INFORMATION:	
Contract Pricing:	Store or www.epartconnection.com Please call or email "Primary Local Contact" listed above to establish accounts/user name/passwords.
Price list Maintenance:	Updated monthly on a electronic basis
Payment Terms:	2% 30 Days
Order Input Method:	Store or www.epartconnection.com, Please call or email "Primary Local Contact" listed above to establish accounts/user name/passwords.
Where is pricing available for viewing?	www.epartconnection.com, Please call or email "Primary Local Contact" listed above to establish accounts/user name/passwords.
How will contractor ensure contract pricing?	
Minimum Dollar order:	None
Online Order Processing?	
Credit card acceptance:	VISA, M/C, AM EX, DISCOVER

THIS CONTRACTOR AGREES TO SELL TO:

Washington Political Subdivisions:	**Yes**
Non-Profits:	**Yes**
Oregon Political Subdivisions:	**Yes**
Public Transit Agencies:	**Yes, but will not accept FTA clauses**

OTHER INFORMATION:

Defective Product:	Defective products are picked up by our experienced outside sales force. The representative who picks up the returns it to the store from which it was purchased. Credit for the item is generally issued within 24 hours.
Value Added Features at no charge:	On-line ordering, live inventory status, live pricing information, on-line access to invoices and statements, VIN lookup, Parts compatibility charts and technical service bulletins.

Store Locations Motion Auto Supply

Area Served: NE Washington & Western Idaho

STORE #	Address	City	County	ST	Zip	Store Phone	Store Fax	Store Hours	MANAGER
Motion Auto Supply Airway Heights	12722 W. Sunset Hwy	Airway Heights	Spokane	WA	99001	509.244.6920	509.363.2215	8am-5:30pmM-F 9am-4pm Sat	Kevin VanDyke
Motion Auto Supply Coeur d'Alene	1225 E. Best Ave	Coeur d'Alene	Kootenai	ID	83814	208.664.4343	208.676.9423	8am-5:30pmM-F 9am-4pm Sat	
Motion Auto Supply Lewiston	621 F Bryden	Lewiston	Nez Perce	ID	83501	208.746.1202	509.746.7230	8am-5:30pmM-F 9am-4pm Sat	
Motion Auto Supply Omak	218 Omak Ave	Omak	Okanogan	WA	98841	509.826.2424	509.826.3477	8am-5:30pmM-F 9am-4pm Sat	Tim Stidman
Motion Auto Supply Spokane	120 S. Cedar St	Spokane	Spokane	WA	99201	509.838.1465	509.624.8686	8am-5:30pmM-F 9am-4pm Sat	Jeff Kramarz
Motion Auto Supply Spokane	1217 E Francis	Spokane	Spokane	WA	99207	509.489.2217	509.363.2217	8am-5:30pmM-F 9am-4pm Sat	Mike Ewan
Motion Auto Supply Spokane Valley	13124 E Sprague	Spokane Valley	Spokane	WA	99216	509.921.1556	509.363.2219	8am-5:30pmM-F 9am-4pm Sat	Jeff Keen
Motion Auto Supply Twisp	204 2nd Ave	Twisp	Okanogan	WA	98856	509.997.8292	509.997.8200	8am-5:30pmM-F 9am-4pm Sat	Denver Duncan

PRICE SCHEDULE MOTION AUTO SUPPLY

All product lines are priced at jobber price (price field 5) with exception of the Discounted lines listed below. All discounts are from jobber price (price field 5).

LINE	DISCOUNT
AC Spark Plugs	10%
AMS Clutch Sets	10%
Anco Wiper Products	10%
Autolite Spark Plugs	10%
BCA Bearings	10%
Briggs & Stratton Small Engine Parts	10%
Cardone Distributors	8%
Cardone Power Steering	25%
Cardone Steering Gear Boxes	25%
Cardone Wiper Motors	8%
Cardone Window Lift Motors	8%
Carter Fuel Pumps	17%
ChampionSpark Plugs	5%
Cole Hersee Electrical Products	10%
Dayco Belts and Hoses	10%
East Penn Batteries	10%
EMPI New Drive Axles	10%
Federated/Raybestos Brake Shoes and Pads	15%
Four Seasons Heating and A/C	15%
GMB Water Pumps	10%
Hastings Filters	40%
KYB Shock Absorbers	15%
NGK Spark Plugs	10%
Raybestos Friction, Hardware and Hydraulics	10%
Raybestos Loaded Calipers	10%
Raybestos Drums and Rotors	10%
Remy Starters and Alternators	10%
Sealed Power Engine Parts	25%
Spectra Fuel Modules	10%
Spectra Radiators	10%
Standard Motor Products Ignition	10%
Standard Motor Products Wire Sets	10%
Standard Motor Products Fuel and Emission	10%
Timken Bearings (except ag bearings)	15%
Timken Seals	15%
Wagner Lighting Products	25%
Wix Filters	20%

MARKETING PAGE MOTION AUTO SUPPLY

AN EMPLOYEE OWNED COMPANY

1) **Company Overview**

Motion Auto Supply is headquartered in Spokane, WA. We have an 80,000 square foot distribution center and four stores located in the Spokane metro area. We also have stores located in Omak, WA, Twisp, WA, Coeur d'Alene, ID and Lewiston, ID. We maintain an inventory that is in excess of 110,000 SKUs and is valued at over $5,000,000.

II. Product Availability

2) All in stock items for all product categories described in the RPF are available within one hour from any of our stores. If a store does not stock an item but it is in our DC it is still available within one hour from any Spokane/Coeur d' Alene area stores.

3) We have a delivery fleet of 40 vehicles that are used exclusively for deliveries to our customers.

III. Product Quality/Quality Assurance

4) Our product mix with respect to good, better and best categories is as follows: Good 10%, Better 25% and Best 65%.

We regularly monitor warranty rates for our product lines and if a product line has a higher than average warranty rate we contact the manufacturer for corrective action or we may change vendors if necessary.

IV. Service Capability/technical Assistance

5) All of our inside sales staff are experienced and knowledgeable with respect to dealing with professional service technicians. Over 80% of our sales volume is to repair shops and fleet accounts.

6) We offer online ordering, live inventory status, online access to invoices, technical assistance and training clinics and seminars.

V. Pricing Offer

A. Our pricing program for this contract consists of discounts from wholesale price ranging from 10% to 40% on 39 major product lines.

7) Our pricing is updated electronically on a monthly basis. All price changes can be sent via email.

VI. Order Placement & Invoicing

8) Orders may be placed online, via phone or fax.

9) There is a specific price matrix that we are using for this contract. A list of the discounts contained in this matrix can be sent to any agency so that they can verify that their prices reflect the appropriate discount.

10) At any time an agency can look at their prices online as well as our standard wholesale prices. They can use a copy of the price discount matrix to verify they are receiving the correct price.

CONTRACTOR INFORMATION

CONTRACTOR NAME: Genuine Parts Company (dba) NAPA

Address: **2250 Mottman Road SW**
Tumwater, WA

Contractor "Contract Program Manager": Kim E. Oestreich

Primary Local Contact: Kim E. Oestreich

Phone: Office 360-754-0230 / Cell:360-701-0668

Fax: 360-705-4779

Email: PartsPro@centurytel.net

Alternate Contact: Randy VanHorn

Phone: 425-251-8600

Fax: 425-656-0289

Email: Randy_Vanhorn@genpt.com

ORDERING INFORMATION:

Federal ID No.: 58-0254510

List of Store Locations: See authorized "Store Locations". At this time only NAPA company stores are authorized contract suppliers for NAPA. NAPA will be adding independent NAPA store locations in the future. Independent stores are required to sign the "Dealer Agreement" as required by the Master Contracts & Consulting, agreeing to the terms of this contract.

A Word of Caution: If a NAPA location is not listed in this document, they are not an authorized contract source.

Point of Contact: Account Set up is required with the awarded contractor you wish to utilize prior to placement of your first order or to utilize their on-line ordering pricing site. Exceptions are if you held an account with NAPA or CarQuest as they were on the previous contract. Please call or email "Primary Local Contact" listed above to establish accounts/user name/passwords.

Store Contacts available on the "Store Location" page.

FOB/SHIPPING COSTS: Product delivered through Contractors distribution, is FOB Destination with cost of freight included in the cost of the product (No Charge).
(See below for freight charges & pricing that falls outside the scope of this "Just-In-Time" contract)

Cost of freight when product is delivered from locations other than the NAPA store?	NAPA uses the Distribution Center and sister stores with no additional freight cost incurred. After exhausting all local means of supply and with the purchasers' authorization, the search would continue to wherever source can be found to supply the part. Now additional charges may apply. If purchaser states they need it tomorrow costly overnight freight charges could be incurred. If there is no great hurry the item could be added to normal order cycle and delivered however many days later when it arrives. No added charges would be incurred. Freight charges incurred will vary depending upon the delivery time requested by the customer. There is a time where the Just-in-Time price may change. After exhausting all supply channels for the original part, the purchaser may direct us to "just find what I need, I don't care if it is the same brand". In this case the end cost would change proportionally to the actual cost of acquisition. The percentage from cost would not change but the end cost may either be higher or lower than the original price quoted.
Geographic area which the contractor will deliver within 1 hour	See authorized "Store Locations" for area served Most of the larger stores now have a tracking system in place. The expected delivery times are entered by specific account number. The drivers are then dispatched, according to pre-entered expected times and upon return, the actual time of delivery, written on the invoice is entered. If the time falls outside the established parameters, a report is generated for the managers use, to identify and correct the problem. Many NAPA company stores use a 3-mile delivery radius. Because of the small area covered, the one-hour delivery time is not usually a problem. The dispatch system is used, as backup, to track and correct problems created by others sources.
Billing address:	From each individual store
Payment address	Check with your servicing store for this information. Company owned stores have one address and independents have their own
Hours of Business:	Check with your local NAPA store for actual days &hours open.
After hours product availability:	Check with your local NAPA store for their policy.
Will Call Availability & Procedure?	Yes, many stores have separate installer areas. Please call store.

PRICING INFORMATION:

Contract Pricing:	Pricing Profile 9052. Please call or email "Primary Local Contact" listed above to establish accounts/user name/passwords.
Price List Maintenance:	Pricing maintained by corporate data processing group.
Payment Terms:	Net 30 days
Order Input Method:	www.napaprolink.com. Please call or email "Primary Local Contact" listed above to establish accounts/user name/passwords.
Where is the Pricing available for viewing?	www.napaprolink.com. Please call or email "Primary Local Contact" listed above to establish accounts/user name/passwords.
How will contractor ensure contract pricing?	Pricing profile 9052 is the basis for contract pricing. The profile will remain the same during the term of the contract. Prices are allowed to change by contract agreement, when the manufacturer raises acquisition costs. Prices are changed in "real time" nightly, as received from the manufacturer, by corporate data processing center.
Minimum Dollar order:	None
On-Line Order Processing?	Yes, www.napaprolink.com Please call or email "Primary Local Contact" listed above to establish accounts/user name/passwords.
Credit card acceptance:	Yes: Master Card, American Express, Discover, Visa

THIS CONTRACTOR AGREES TO SELL TO:

Washington Political Subdivisions:	**Yes**
Non-Profits:	**Yes**
Oregon Political Subdivisions:	**Yes**
Public Transit Agencies:	**Yes, but will not accept FTA clauses**

OTHER INFORMATION:

Defective Product:	Most NAPA stores establish a 'return area'. When done this way drivers can and will write up defective parts as they deliver. When returning to the store credit is usually issued the same day.
Value Added Features at no charge:	11) At no additional cost www.napaprolink.com offers all of the value added services stated, with the exception of actual vehicle repair history. It does keep track of the parts ordered for a specific vehicle if the purchase order links directly to the vehicle. Also includes the following: Line Card, showing all of the different products offered; Conversion Calculator, easily convert all different measurements to something else; NAPA E-Catalog Rack, too many odd catalogs to list; Buyers Guide, put in a part number and see all of the applications it will fit; MartinSenour-Autopaint, takes you to a site that will answer most of your questions about painting. 2) Help with inventory and inventory controls, fleet surveys to identify need and help everyone know what is needed to be stocked, stock adjutments and exchanges to get dead stock cleaned-up. 3) Some of most knowledgeable parts professionals in the industry.

Store Locations: [redacted]

Area Served: State-wide, Oregon and Idaho

STORE #	Address	City	County	ST	Zip	Store Phone	Store Fax	MANAGER
NAPA Airway Heights-041	West 12200 Sunset Highway	Airway Heights		WA	99001	509.244.2520	509.244.0582	Neil Fewkee
Albany NAPA Auto Parts - TWGW, Inc.	816 Burkhart St.	Albany		OR	97321	541.967.9298	541.967.0246	Jesse Garcia
Stilly Auto Parts-108	220 N West Ave	Arlington		WA	98223	360.435.2116	360.435.4730	Mike Knudson
Sunset Auto Parts Inc. Sunset Auto Parts, Inc. DBA Castle Rock Auto Parts	2275 Commercial St.	Astoria		OR	97103	503.325.2411	503.325.6314	Jason Hennig
Gosney Motor Parts	220 Auburn Way N	Auburn	King	WA	98002	253.833.4455	253.931.8925	Lee Homa
Aurora NAPA Auto Parts TWGW Inc.	12174 Ehlen Rd NE	Aurora		OR	97002	503.678.0234	503.678.6981	Eric Wilson
Clark County Auto and Truck Supply Inc., #726	18th NW 18th Ave	Battle Ground	Clark	WA	98604	360.687.3111	360.687.1997	Gunner & Jon Grant
Westbay #8 NAPA Auto Parts -287	24230 State Route 3	Belfair		WA	98528	360.275.9000	360.277.3048	Dean Frank
NAPA Bellevue-019	2033 140th Ave NE	Bellevue	King	WA	98005	425.746.5801	425.747.5045	Clint Ringer or Ron Turner
Bellingham Auto Parts	1905 N State St	Bellingham		WA	98225	360.734.0430	360.738.1256	Jerry Powers
Bingen NAPA Auto Parts, TWGW, Inc.	114 N. Oak St	Bingen		WA	98605	509.493.1331	509.493.1644	Jason Erwin
Bothell Parts House-	2020 Maltby Rd Ste 14	Bothell		WA	98021	425.486.9167	425.486.8018	Rob Garlinghouse
Rio Auto Supply	501 W Main	Brewster		WA	98812	509.689.2429	509.689.2043	Harlan Tverberg
Bonney Lake NAPA	19106 SR 410, Bld 2-C	Bonney Lake		WA	98391	253.862.1314	253.862.0575	Lon Snope
Westbay #2 NAPA Auto Parts -288	3050 Kitsap Way	Bremerton		WA	98312	360.479.0347	360.479.1409	Dave Rudolph
Westbay #5 NAPA Auto Parts -289	5299 State Hwy 303 NE	Bremerton		WA	98311	360.373.5058	360.373.4679	Chuck Simonson
Westbay #11 NAPA Auto Parts	1550 Navy Yard	Bremerton		WA	98312	360.479.0348	360.479.1557	Mike Berreman

NAPA Burien-014	14836 First Ave South	Burien	King	WA	98168	206.243.0727	206.243.6704	Sharon Sias or Bob Knight
The Parts Store-135	149 E George Hopper Rd	Burlington		WA	98233	360.707.9936	360.707.9966	Rich Marsola
Clark County Auto & Truck Supply Inc., #745	2008 SE 8th AVE Ste 101	Camas		WA	98607	360.834.1411	360.834.6996	David Proctor
Canby NAPA Auto Parts	505 SE First	Canby		OR	977013	503.266.2772	503.266.4205	Ted Coblente
Sunset Auto Parts, Inc. DBA Castle Rock Auto Parts	105 South Huntington Ave	Castle Rock		WA	98611	360.274.6651	360.274.6815	Jason Hennig
STORE #	Address	City	County	ST	Zip	Store Phone	Store Fax	MANAGER
Wilson Parts Corporation #147	514 W Main St	Centralia	Thurston	WA	98531	360.736.9944	360.736.2218	Dave Wilson
Wilson Parts Corporation # 148	19 S Market Blvd	Chehalis	Thurston	WA	98532	360.748.3341	360.740.9523	Dave Wilson
Wilson Parts Corporation # 253	10042 Highway 12 SW	Rochester	Grays Harbor	WA	98579	360.273.5944	360.736.2218	Al Hubbard
Chelan Auto Parts	233 E Wapato Ave	Chelan		WA	98816	509.682.4561	509.682.5822	Chuck Robinson
NAPA Cheney-052	706 First Street	Cheney		WA	99004	509.235.8496	509.235.4889	John Keblbeck
M & L Auto Parts Inc.	107 E. Main Ave	Chewelah	Stevens	WA	99109	509.935.8723	509.935.8589	Mike McMillin
NAPA Clackamas-074	15027 SE 82nd Drive	Clackamas		OR	97015	503.655.2952	503.655.2248	Becky Williams
Mountain Auto-140	104 West Railroad Ave	Cle Elum		WA	98922	509.674.2555	509.674.4608	Chuck or Joe Wallick
Colfax Auto Parts-439	315 W Walla Walla Hwy	Colfax		WA	99111	509.397.3481	509.397.4969	Terry Harwood
Colville Auto-446	495 N Wynne St	Colville		WA	99114	509.684.2526	509.684.7764	Nancy Coogan
Corvallis NAPA Auto Parts - TWGW, Inc.	921 NW 9th	Corvallis		OR	97330	541.753.4459	541.757.8554	Rod Murphy
Sunshine Family Auto-144	27623 Covington Way SE Ste 4	Covington		WA	98042	253-631-9421	253-630-1275	Robert Jaskula
NAPA Deer Park-051	East 5 Crawford	Deer Park		WA	99008	509.276.2945	509.276.3354	Heather Linville
NAPA Federal Way-016	32811 Pacific Highway So.	Federal Way	King	WA	98003	253.838.1234	253.927.5320	Wendy Litzkow or Chris Garrod
Heinrich Auto Supply -149	507 S. Main St	Ellensburg		WA	98926	509.925.5371	509.925.2285	Randy Rhodes
Foothill Auto	740 HWY 410 S	Enumclaw		WA	98022	360.825.3535	360.825.3537	Linda Wood

Everett Auto Parts-162	1315 Wall St	Everett		WA	98201	425.252.3141	425.259.1842	Kyle Turner
The Parts Store - 157	11710 Airport Rd.	Everett		WA	98204	425.745.5859	425.290.5563	Rich Marsula
Bridgeview Auto-	1795 Main St	Ferndale		WA	98248	360.384.5394	360.384.5398	Ron Rasmussen
Standard Parts Corp. -165	1422 54th Ave E	Fife		WA	98424	253.922.8585	253.922.4666	Rick Parish
Gary's Automotive	600 Mullis St	Friday Harbor		WA	98250	360-378-4040	360-378-4006	Gary Legate
Westbay #6 NAPA Auto Parts -290	3302 Uddenberg Lane	Gig Harbor		WA	98335	253.851.9965	253.858.9965	John Clark
Westbay #9 NAPA Auto Parts -295	14008 Purdy Drive NW	Gig Harbor		WA	98332	253.857.4088	253.858.3220	Wes Geyer
NAPA Gresham-080	255 NE Hogan Road	Gresham		OR	97030	503.665.8118	503.661.2403	Scott Busby
STORE #	Address	City	County	ST	Zip	Store Phone	Store Fax	MANAGER
Sunset Auto Parts	3380 NE 15th Ave	Hillsboro		OR	97124	503.648.3186	503.681.8388	Jason Hennig
Hood River NAPA Auto Parts	2000 12th Street	Hood River		OR	97031	541.386.1188	541.386.2525	Brian Hoffman
Harbor Auto & Truck Parts, Inc.	3606 Sumner Ave	Hoquiam	Grays Harbor	WA	98550	360-532-3333	360-532-5868	Gary Mitchell
Harbor Auto & Truck Parts, Inc.	22 Hale Ave	Hoquiam	Grays Harbor	WA	98550	360-289-3399	360-289-3095	Gary Mitchell
Issaquah Parts House	20 1st Ave NW	Issaquah		WA	98272	425.392.7561	425.391.8268	Dirk Kruiswyk
Clearwater NAPA-610	5819 W Clearwater	Kennewick		WA	99336	509.783.1892	509.783.1120	Robert Johnson
NAPA Kent-009	1415 South Central	Kent	King	WA	98032	253.852.7903	253.852.0370	Cyndi Roberts or Dale Fletcher
NAPA Main Counter-Kent-013	8441 South 180th Street	Kent	King	WA	98032	425.656.8980	425.656.8985	Allen Sherson or Dale Fletcher or Tully Arends
Westbay #10 NAPA Auto Parts -291	10373 State Hwy 104	Kingston		WA	98346	360.297.2428	360.297.0757	Randy Thomas
NAPA Kirkland-004	11626 Slater Ave Ne	Kirkland	King	WA	98023	425.823.2251	425.820.7570	Brian Richards or Darren Pereira
LaConner Auto and Marine -195	607 East Morris	LaConner		WA	98257	360.466.3194		Rich Marsula
Standard Parts Corp. -335	10615 Bridgeport Way SW	Lakewood		WA	98499	253.582.1545	253.584.8701	Ted Davis
Cascade Auto Parts -196	1320 Hwy 2	Leavenworth		WA	98826	509.548.7319	509.548.4381	Dale Day

Sunset Auto Parts, Inc. DBA Longview Auto Parts	1116 15th Ave	Longview		WA	98632	360.423.3321	360.423.1000	Jason Hennig
NAPA Auto & Truck (APAN)	1116 15th Ave	Longview		WA	98632	360.423.3321	360.423.1000	Steve Goforth
Islands Marine-187	2793 Fisherman Bay Road	Lopez Island		WA	98261	360.468.3377	360.468.2283	Ron Meng
NAPA Auto Parts Lynnwood-200	6127 212th SW	Lynnwood		WA	98036	425.778.0155	425.775.0640	Michael Hall
Marysville Auto Parts -202	8213B State St.	Marysville	Snohomish	WA	98270	360.659.8441	360.651.7372	Rich Marsula
Mattawa Auto Parts-543	76 E Government Way	Mattawa		WA	99349	509.932.4106	509.932.4622	Pat
Molalla NAPA Auto Parts - TWGW, Inc.	201 E. Main St.	Mollalla		OR	97038	503.829.6272	503.829.5919	Richard Neal
Monroe Parts House-205	200 N Lewis St	Monroe		WA	98272	360.794.6500	360.794.3619	Larry Blenz
STORE #	Address	City	County	ST	Zip	Store Phone	Store Fax	MANAGER
Coburn Auto Parts	218 Pioneer Ave E	Montesano	Grays Harbor	WA	98563	360.249.3666	360.249.1057	Dave Wilson
Ray's Auto Parts -213	415 South Third St	Mount Vernon	Skagit	WA	98273	360.336.2147	360.336.2149	Rich Marsula
Newberg NAPA Auto Parts - TWGW, Inc.	1908 Portland Rd	Newberg		OR	97132	503.538.2106	503.537.0971	Brian Whittle
North Bend Auto-216	1120E North Bend Way	North Bend		WA	98045	425.888.1112	425.888.3588	Steven McConkey
NAPA Auto Parts Lacey COJ-094	1319 Fones Rd SE STE 101	Olympia	Thurston	WA	98501	360.491.7675	360.491.6397	Tish Fleck or Kim Oestreich
NAPA Auto Parts Olympia COJ-095	2250 Mottman Road SW	Olympia	Thurston	WA	98512	360.754.0230	360.705.4779	Tim Novick or Kim Oestreich
Hamilton Farm Equipment	PO Box 1098	Okanogan	Okanogan	WA	98840	509.422.3030	509.422.6275	Greg Hamilton
Omak Auto Parts -227	22 E. Riverside Dr.	Omak	Okanogan	WA	98841	509.826.0678	509.826.5212	Kory Lester
NAPA Oregon City-076	1010 Main Street	Oregon City		OR	97045	503.655.2503	503.655.1675	Shelby Wood
Pasco Auto Parts NAPA	910 N 20th	Pasco	Franklin	WA	99301	509.547.2602	509.547.6478	Keith Bartlett
NAPA Portland-001	10515 Lombard Street	Portland		OR	97203	503.283.3134	503.289.7641	Randy Farrell
NAPA Portland-070	1015 NE 82nd Street	Portland		OR	97220	503.256.2444	503.256.0885	John Norris

NAPA Portland-072	430 NE Columbia Blvd.	Portland		OR	97211	503.285.0441	503.285.9214	Paul Chully
NAPA Portland-075	730 SE 9th Street	Portland		OR	97214	503.233.2533	503.233.3978	Wendie Smith
NAPA Portland-078	15236 SE Mcloughlin	Portland		OR	97267	503.513.0700	503.353.7911	Neil Mercer
NAPA Portland-084	16000B SE Division	Portland		OR	97236	503.763.9600	503.762.9607	TJ Schimpf
Race St. Auto Parts -234	116 N Race St.	Port Angeles	Clallam	WA	98362	360.452.3891	360.452.3894	Jay Oen
Westbay #1 NAPA Auto Parts -292	2610 SE Mile Hill Drive	Port Orchard	Kitsap	WA	98366	360.876.8008	360.876.7999	Ron Jones
Westbay #7 NAPA Auto Parts -293	2321 Sims Way	Port Townsend	Jefferson	WA	98368	360.385.3476	360.385.3267	Nellie Amo
NAPA Post Falls-050	703 East Seltice Way	Post Falls		ID	84854	208.773.7558	208.777.8436	Doug Oliver
Westbay #4 NAPA Auto Parts -294	19812 Viking Ave NW	Poulsbo		WA	98370	360.779.3934	360.779.7816	Kevin Amo
Pullman Auto Parts-602	1242 S Grand Ave	Pullman		WA	99163	509.334.4511	509.332.6448	Kurt Laven
CMSAP LLC (dba) Center line Auto Parts	313 N. Meridian	Puyallup	Pierce	WA	98371	253-845-1751	253-848-0910	Dale Walston Tony Henderson Fred Ramsey
STORE #	Address	City	County	ST	Zip	Store Phone	Store Fax	MANAGER
NAPA Puyallup-005	704 East main	Puyallup	Pierce	WA	98371	253.845.1751	253.840.2873	Garret LaBelle or Ed Seeling
Redmond Parts House	16425 NE 80th St	Redmond	King	WA	98052	425.885.5569	425.881.1898	Dirk Kruiswyk
Taylor Auto Parts-609	877 Stevens	Richland	Benton	WA	99352	509-943-1159	509.943.6910	Jason Korsvik
Parts City Auto Supply-621	136 Camelia St NE	Royal City		WA	99357	509.346.2272	509.346.9696	Pat
Sandy NAPA Auto Parts - TWGW, Inc.	36967 Hwy 26	Sandy		OR	97055	503.668.4444	503.826.0011	Rick Parke
NAPA Set-Tac-015	20804 International Blvd. South	Sea-Tac	King	WA	98188	206.824.3500	206.824.9614	Bob Wright or Chris Garrod
NAPA White Center - 006	9841 15th Ave SW	Seattle	King	WA	98168	206.242.1359	206.242.9241	Dominick Boger Bob Knight
NAPA Tukwila–007	11011 Tukwila International Blvd.	Seattle	King	WA	98168	206.242.1359	206.242.9241	Trevor Summerhays or Darren Pereira
NAPA Dawson-012	5201 Fourth Ave So	Seattle	King	WA	98108	206.763.2910	206.767.3486	Andrea Dunning or Greg Ballinger
Valley Auto Supply	220 W Ferry St	Sedro Woolley		WA	98284	360.855.0141	360.855.0172	Jim Dillon
NAPA Auto-304	201 S 1st St	Selah		WA	98942	509.697.7244	509.697.4923	Brian Hill
Sequim Valley NAPA	20 Grand Rd	Sequim	Clallam	WA	98382	360-683-4162	360-683-1066	Jay Oen

NAPA Shelton COJ-389	1538 Olympic Highway No.	Shelton	Mason	WA	98584	360.426.3351	360.427.8802	Ron Ramey or Bob Keranen
Sherwood NAPA Auto Parts - TWGW, Inc.	20915 SW Pacific Hwy Suite A	Sherwood		OR	97140	503.925.0303	503.925.0329	Rueben Alejandrez
NAPA Shoreline-011	16340 Aurora Ave No	Shoreline	King	WA	98133	206.542.1363	206.546.2927	Gary Hedstrom or Ron Turner
Snohomish Auto Parts-316	920 2nd Ave St	Snohomish		WA	98290	360.568.4158	360.5684158	Dave Duncan
Westbay #3 NAPA Auto Parts -296	9331 Silverdale Way NW	Silverdale		WA	98383	360.692.2924	360.698.0810	Kevin Boardway
NAPA Spokane-001	501 Freya	Spokane		WA	99202	509.535.4701	509.536.7042	Jim Buchanan
NAPA Spokane-042	North 1701 Monroe Street	Spokane		WA	99205	509.326.2000	509.326.5200	Jerry Holdren
NAPA Spokane-043	12107 East Sprague Avenue	Spokane		WA	99206	509.928.8080	509.893.5120	David Hein
NAPA Spokane-044	2125 East Francis	Spokane		WA	99207	509.484.4400	509.484.4403	Rick Zeihnett
NAPA Spokane-045	North 9612 Division	Spokane		WA	99218	509.467.6596	509.467.2102	Randy Brewer
NAPA Spokane Valley-046	7505 East Sprague	Spokane Valley		WA	99212	509.535.4058		Dan Wilcockson
NAPA Spokane Valley-048	East 6905 Trent Avenue	Spokane Valley		WA	99206	509.928.1244	509.928.5935	Rich Parkhurst
NAPA Spokane Valley-049	East 15823 Sprague	Spokane Valley		WA	99037	509.924.5365	509.922.1213	John Bradley
STORE #	Address	City	County	ST	Zip	Store Phone	Store Fax	MANAGER
Stilly Auto Parts-323	10410 269th Pl NW	Stanwood		WA	98292	360.629.2106	360.629.9779	Mike Knudson
Stevenson NAPA Auto Parts - TWGW, Inc.	180 SW Second St	Stevenson		WA	98648	509.427.5601	509.427.8867	Lou Houston
Sumas Auto Parts-#322	120 3rd Street	Sumas		WA	98295	360-988.4702	360.988.0033	Bill Edwards Jr
NAPA Sixth Ave Tacoma - 008	5944 Sixth Ave	Tacoma	Pierce	WA	98406	253.460.4590	253.460.4588	Kerwin Congleton or Ed Seeling
Standard Parts Corp. -336	305 So Tacoma Way	Tacoma	Pierce	WA	98402	253.383.3596	253.383.3597	Brent Shippy
Standard Parts Corp. -338	168 140th St South	Tacoma	Pierce	WA	98444	253.531.3474	253.531.9538	Max Davis
96th St NAPA Auto Parts-340	9433 Pacific Ave	Tacoma	Pierce	WA	98445	253.537.2100	253.536.3388	Ted Johnson
NAPA Tigard-079	12085 SW Hall Blvd	Tigard		OR	97223	503.639.0656	503.968.6506	Jolene Schell

Mt. Adams Auto Parts	PO Box 191	Toppenish		WA	98948	509.865.3321	509.865.3334	Todd Frank
Twisp Auto Parts	214 S Methow Valley Hwy	Twisp	Okanogan	WA	98856	509.997.2461	509.997.2445	Dwain Hutson
NAPA Vancouver-081	11912A NE 4th Plain	Vancouver	Clark	WA	98662	360.256.9311	360.896.3896	Mary Webster
NAPA Vancouver-071	1820 NE Andresen	Vancouver	Clark	WA	98661	360.693.5867	360.693-2493	Rick Carlson
Service Auto Parts- 799	10607A NE Hwy 99	Vancouver	Clark	WA	98686	360.574.6062	360.574.5366	Mike Nesburg
NAPA of Walla Walla	1830 E Isaacs St	Walla Walla	Walla Walla	WA	99362	509.525.2940	509.526.0262	Paul Longert
Workland Auto-362	422 S Wenatchee Ave	Wenatchee		WA	98801	509.662.7108	509.662.9355	Steve Workland
Workland Auto-365	1447 N Wenatchee Ave	Wenatchee		WA	98801	509.662.5143	509.662.1650	Steve Workland
Wilsonville NAPA Auto Parts - TWGW, Inc.	29025 SW Town Center Loop W	Wilsonville		OR	97070	503.682.2253	503.582.9933	Mike Blackman
Woodinville Auto Parts	13926 NE 175 SE	Woodinville	King	WA	98072	425.483.0770	425.487.3034	Teddy Kasa
Woodland Auto Supply-970	1015 Pacific Ave	Woodland		WA	98674	360.225.6529	360.225.6749	Rebecca Bjur
Napa Auto-368	1401 S 1st St	Yakima		WA	98901	509.452.6272	509.697.4923	Brian Hill
Standard Parts Corp. -371	509A Yelm Avenue	Yelm	Thurston	WA	98597	360.458.5100	360.458.4396	James Fairbanks

Contract 01809

GENUINE PARTS COMPANY (dba) NAPA

Click on link below to view NAPA Price Schedule

Napa Price Schedule.doc

MARKETING PAGE: [redacted]

Founded in 1928 GPC, Napa's parent company has been servicing the needs of Fleets and the Professional Installer for over 85 years. With over 80 years of distribution expertise and more than 380,000 products available, our well-positioned, regionally located distribution centers provide us with the unique ability to adapt our product and service lines to better suit our customers' needs. Napa's established network of independent & company owned stores, allow us flexibility that others do not have.

A "cookie cutter" approach in our industry tends to limit the level of service available. By establishing a "working rapport" with your local Napa store and its people, and by making a commitment to purchase "agreed-upon stocked products", most stores would be willing to cover, most if not all of your product needs in all categories.

"Just-In-Time" delivery in most markets will never be a problem, as delivery distances are not usually that great. In those markets where problem possibilities could exist, Napa uses a 'computer based dispatch/ tracking system'. It gives the owners/managers daily information that allow for quick adjustments to meet the contract requirements. Delivery is what we do well. Just think about how many Napa branded cars, trucks, or hats have passed you on the street just today.

Napa has always set the "Standard of Quality" that all strive to match. Our products were even used as the standard expected for this "Just-In-Time" contract. So when purchasing top of the line Napa Premium products, you know you are getting your dollars worth. Simply stated… **Premium Napa products mean less downtime and fewer re-repairs, saving many dollars through-out the equipment's lifecycle**.

NAPA offers many products and services our customers may not know about. **We have the ability to supply product in all 22 catagories on the original price comparison**. Included but not limited to: a complete line of Heavy Duty Parts, including, O/T/R Medium & H/D trucks, Forklift & related warehouse vehicles, Off Road & Farm vehicles, paint mixing services using quality Martin Senour automotive paints and related products, Small Engine parts for companies like Briggs & Stratton, Coast Guard Approved marine service parts and a complete line of the Performance & custom products. EVEN WHEN YOUR SERVICING STORE DOES NOT STOCK SOME OF THESE ITEMS, MOST ARE AVAILABLE OVERNIGHT FROM OUR LOCAL DISTRIBUTION CENTER.

Unlike many of our competitors, Napa attempts to hire and keep **experienced Parts Professionals** on the phones for our installers to call. When you call, you need someone that understands and offers suggestions to your problems. That can best happen by hiring those that have made the parts business a 'career', and not just a 'job'. GPC/Napa offers ongoing training, allowing experienced employees to keep current on the newer technology. We also offer a complete benefits package as means to keep the experienced people we hire.

GPC/Napa also offers many helpful programs. Just to name a few… online ordering, fleet surveys and help setting up an inventory that is lean & functional, technical training, inventory stocking/controls and clean-up programs/policies. NIAT, Napa Institute of Automotive Training offers training that fits your budget and time frame. Many options are available. Classroom, Hands-on, Self-study, eLearning, and Video Rental and Purchase to name a few. Go to http://www.niat-training.com/pages/training/catalog.asp for additional information or feel free to contact your serving NAPA store or Salesperson.

We use a national 'corporate mandated' pricing profile as the basis for contract pricing. The profile will remain the same during the term of the contract. Prices are allowed to change by contract agreement, when the manufacturer raises our acquisition costs. Prices are changed in "real time" nightly, as received from the manufacturer, by our corporate data processing center. To verify that you are being charged correctly, please log on to www.napaprolink.com and enter, USER ID: xxxxx PASSWORD: xxxxxx. This log-in is to be used only to check pricing . ANY ORDERS PLACED HERE WILL NOT BE PROCESSED. If you have not already done so, ask your local store to set up a Prolink account allowing you to take full advantage of all that we offer.

It is here you can look up parts and prices, along with vehicle specific information, i.e., Tune-up specifications, Fluid Capacites, Torque Specifications and much more. Should you choose to use electronic ordering you can track everything here. This is also where you can view pictures of our products, should you have a problem identifying a correct part. Also located here the finest interchange in the industry. If you have a previously used part number or a number on the old part, here is the place to easily convert it into a NAPA part number. Take some time to look around… there is a wealth of information located on this website.

Our vast knowledge and experience allow us find a method to solve most problems and more importantly satisfy a customer's needs and wants. That is why GPC/NAPA can and has been an important partner in the success of installers through-out North America for all these years.

We are here to help you in any method possible that is, of course financially beneficial to us both. This "Just-In-Time" contract is an attempt to build a long term relationship at a level that may not have been attempted before. We at GPC/NAPA want to be a part of this historic agreement and are looking forward to working toward it's successful implementation.

CONTRACTOR INFORMATION

Contractor Name:	**Seattle Automotive Distributing, Inc.**
Address	**PO Box 898** **Auburn WA. 98071-0898**
Contractor "Contract Program Manager": Steve Paulson	
Primary Local Contact:	Steve Paulson
Phone:	253 380-1946
Fax:	253 804-3374
Email:	@seattleautomotive.com
Alternate Contact:	Tim Dickison
Phone:	425 327 1570 or office 253 929 2292
Fax:	253 804 3223
Email:	tmdickison@seattleautomotive.com
ORDERING INFORMATION:	
Federal ID No.:	91-1222591 **Supplier No.:**
List of Store Locations:	See authorized "Store Locations"
Point of Contact:	Account Set up is required with the awarded contractor you wish to utilize prior to placement of your first order or to utilize their on-line ordering pricing site. Please call or email "Primary Local Contact" listed above to establish accounts/user name/passwords. Store Contacts available on the "Store Location" page.
Order placement contact:	See authorized "Store Locations" or www.SeattleAutomotive.com
FOB/Freight Costs:	Product delivered through Contractors distribution, is FOB Destination with cost of freight included in the cost of the product (No Charge).
Cost of freight when product is delivered from locations other than Seattle Automotive Distributing	Purchaser will incur cost freight when: (Overnight or VIP S/O is requested)
Geographic area which the contractor will deliver within 1 hour	See authorized "Store Locations" for area served. Within 8-12 miles from an authorized "Store Location", but we constantly revise our delivery logic and will manage changes quickly to adapt to new delivery area needs. (Possible adjustments to accommodate traffic, road conditions, community events and incumbent weather at times.)
Billing address:	Seattle Automotive Distributing, Inc PO Box 898 Auburn, WA. 98071-0898

Payment address:	Seattle Automotive Distributing, Inc PO Box 898 Auburn, WA. 98071-0898
Hours of Business:	M - F 7:30AM - 6:00PM SAT 8:00AM - 4:30PM
After hours product availability:	Yes, contact store
Will Call Availability and Procedure:	Yes, with-in 10-20 minutes of "on-line" ordering or contacting our phone center, parts merchandise will be available at your nearest "SAD" warehouse outlet for pick-up. An invoice and pick-up confirmation (as agreed to) will be provided with each order.
PRICING INFORMATION:	
Contract Pricing:	www.SeattleAutomotive.com. Please call or email "Primary Local Contact" listed above to establish accounts/user name/passwords.
Price List Maintenance:	Provided through factory price master files, CD's and electronic
Payment Terms:	Net 30 days
Order input Method:	www.SeattleAutomotive.com. Please call or email "Primary Local Contact" listed above to establish accounts/user name/passwords.
Where is Pricing Available for viewing?	www.SeattleAutomotive.com Click "Turboparts" icon. Please call or email "Primary Local Contact" listed above to establish accounts/user name/passwords.
How will contractor ensure contract pricing?	Each agency will be assigned a customer number, user ID and password and linked to the State contract pricing. Daily item part number pricing is up-loaded and audited by General Motors and Ford Motorcraft. Files can be uploaded to you as needed. Verification of pricing will be provided as needed through factory price master files, cd's etc.
Minimum Dollar order:	No minimums
On-Line Order Processing?	www.SeattleAutomotive.com Click "Turboparts" icon. Please call or email "Primary Local Contact" listed above to establish accounts/user name/passwords.
Credit card acceptance:	Yes, Visa and Mastercard

THIS CONTRACTOR AGREES TO SELL TO:

Washington Political Subdivisions:	**Yes**
Non-Profits:	**Yes**
Oregon Political Subdivisions:	**Yes**
Public Transit Agencies:	**Yes, but will not accept FTA clauses**

OTHER INFORMATION:

Defective Product handling?	Delivery drivers can authorize tag and pick-up defective goods. Returning them as frequency as routes driven. The main Auburn warehouse can process them in 72 hours.
Value added features at no charge	

Store Locations Seattle Automotive Distributing

Area Served: Greater Puget Sound

STORE #	Address	City	County	ST	Zip	Store Phone	Store Fax	Store Hours	MANAGER
Seattle Automotive Distributing Auburn	204 H Street NW	Auburn	King	WA	98001	253.929.2292	253.804.3328	7:30am - 6:00pm M-F 8:00am- 4:30pm Saturday	Trenton Hofman
Seattle Automotive Distributing Bellingham	4120 Hannegan Rd	Bellingham	Whatcom	WA	98226	360.752.2502	360.752.2504	7:30am - 6:00pm M-F 8:00am- 4:30pm Saturday	Brian Callahan
Seattle Automotive Distributing Bremerton	5877 Werner Rd	Bremerton	Kitsap	WA	98312	360.782.1384	360.782.1389	7:30am - 6:00pm M-F 8:00am- 4:30pm Saturday	Jeff Barrows
Seattle Automotive Distributing Lynnwood	6325 212th SW	Lynnwood	Shohomish	WA	98036	425.673.6460	425.776.1062	7:30am - 6:00pm M-F 8:00am- 4:30pm Saturday	Linda Lowry
Seattle Automotive Distributing Seattle	1264 King Street	Seattle	King	WA	98144	206.323.6728	206.323.5620	7:30am - 6:00pm M-F 8:00am- 4:30pm Saturday	La Raie Robles
Seattle Automotive Distributing Tacoma	5801 S Adams	Tacoma	Pierce	WA	98409	253.472.5859	253.474.9199	7:30am - 6:00pm M-F 8:00am- 4:30pm Saturday	Tony Shineman
Seattle Automotive Distributing Tumwater	2775 29th Ave SW	Tumwater	Thurston	WA	98502	360.352.0640	360.705.3733	7:30am - 6:00pm M-F 8:00am- 4:30pm Saturday	Laura Gehrig

Price Schedule

Seattle Automotive Distributing

Manufacturer Line	Manufacturer Group	Current Price List	Multiplier
ACDelco OE GM Parts and All Makes Parts	All 57 Product Lines exc. Batteries	WD Cost	+ 10%
ACDelco Batteries	Batteries	Jobber	-10%
Anchor	Motor Mounts, Strut Mounts, Flex plates	WD Cost	+15%
Akebono	Ceramic Brake Pads	WD Cost	+15%
ATP	Transmission Kits, Solenoids ,Gaskets	WD Cost	+15%
Alton Power Equipment	Generators, Pressure Washers	WD Cost	+25%
Ammex	Latex, Nytril Gloves	WD Cost	+15%
Bando Belts	Serpentine Belts	WD Cost	+25%
Better Brake Prod	Brake hardware	WD Cost	+15%
BCA National	Bearings, Hubs	Jobber	– 40% (Cost) + 15%
Cardone Industries	Motors, ECMs, Distributors, Pumps, all	WD Cost	+15%
Carter	Fuel Pumps, Modules, Tank Units	Jobber	– 42% (Cost) +15%
Denso	O2 Sensors, new Starters, new Alternators, Spark Plugs, Fuel Pumps	WD Cost	+15%
EMPI	New Axles, Half Shafts	WD Cost	+15%
Federated Hastings	Oil, Air, Fuel Filters	WD Cost	+15%
Federated Raybestos	Brake Pads, Rotors, Drums, Brake Shoes	WD Cost	+15%
FelPro	Gaskets inc Performance Gaskets	Jobber	– 30 (Cost) +15%
GM Engines, Auto Transmissions	New and Re-Man Engines and SRTA Transmissions	GM Dealer Cost	+ 5%
Hastings Filters	Oil, Air, Fuel Filters	Blue Jobber	- 58%
KYB	Shocks, Struts, Mounts	WD Cost	+15%
LittleFuse	Miniature Fuses, Relays	WD Cost	+15%
LubeGard	Lubricants	WD Cost	+15%
LocTite	Adhesives	Jobber	- 30 (Cost) +15%
Moog	Chassis Parts	WD Cost	+15%
Motorcraft OE Ford Parts	All Lines Exc Batteries	WD Cost	+15%
Motorcraft Batteries	Batteries	WD Cost	+27%
National	Oil Seals	Jobber	– 40 (Cost) +15%
New Tech/ MCI	New Alternators	WD Cost	+15%
Proliance	Heater Cores	WD Cost	+15%
Precision	U Joints	WD Cost	+15%
Permatex	Sealants, Adhesives	WD Cost	+15%

Standard Flywheel	Manual Flywheels	WD Cost	+29%
Sealed Power	Engine Hard Parts	Jobber	-30(Cost) +25%
SMP Standard Motor Products	Emission, Switches, Fuel Injection, Wire, Cable, Sensors	WD Cost	+15%
Sprayway	Glass Cleaner	WD Cost	+35%
StrongArm	Lift shocks, Hatch, Hood, Glass	WD Cost	+25%
Sylvania	Lighting Products	WD Cost	+15%
Wagner Lighting	Lighting Products	WD Cost	+15%
Wagner Brakes	ThermoQuiet Pads	Jobber	-40(Cost) +15%
3M Worldwide	Automotive only-Chemicals, Adhesives, Lubricants	WD Cost	+15%

In all cases above except ACDelco and Motorcraft, the manufacturer provides a price sheet and/or a price file. The aftermarket manufacturers traditionally update prices quarterly to semi-annually. In most cases, the WD cost is a defined field. If it is not, then the WD Cost field is determined as a discount off Jobber. The WD Cost will be a defined unit cost field within our system.

ACDelco and Motorcraft, although there has been much discussion and a commitment to manage the 'regularity' of price updates continue to update prices monthly.

CONTRACTOR MARKETING PAGE: SEATTLE AUTOMOTIVE DISTRIBUTING

Seattle Automotive Distributing Inc. is a local family owned, Washington State Business for 25+ years. We are the authorized parts source for **Factory Original (OE) Equipment parts from GM and Ford as well as many OES suppliers like KYB, EMPI, Denso and Akebono**. We are the largest domestic OE parts supplier in Washington State. We are currently the only authorized distributor to GM and Ford dealerships in Western Washington.

Our primary customers have traditionally been installers, jobber outlets, and of course, the dealerships. Our 7 distribution warehouse outlets blanket the greater Puget Sound area. We service the I–5 corridors from the Canadian border, southward to Chehalis. Dedicated routes serve the Peninsula and East into Yakima, Ellensburg and Wenatchee. Our 135 employees include highly experienced warehouse outlet personnel, a phone center, and a management team capable of quick decision making. We also have 4 class-7 battery distribution trucks. We have an outside sales staff of 10 with an average of 20 years experience each. Our 10 million dollar on-hand inventory includes 40 major brands to meet most passenger car and light truck parts solutions.

Our products include batteries, filters, brakes, alternators, starters, belts, hoses, ignition, gaskets, seals, lighting, shocks, suspension and chassis parts, fuel and water pumps and much more. We have 4 complete lines of chemicals including Permatex, 3M, GM and Ford OE chemicals as well as specialty lines like Johnson Chemical and Glyclean.

Each branch distribution outlet has approximately a $1,000,000 dollars inventory. Our main distribution center has the balance of addition stock. We replenish the branch inventories each morning prior to business and we redistribute emergency orders to the branches multiple times each day. Special order needs are provided overnight from all of our suppliers.

We have approximately 90 delivery vehicles and do currently deliver about 2000 invoices a day throughout western Washington. We understand that a vehicle down is costly, so we work hard at providing the best delivery possible and most customers tell us that we are the best at it. In most cases, we maintain an hour or less consistency in delivery within 12 miles from our facilities. Expanded delivery areas are available as pre-arranged.

General Motors and Ford have authorized Seattle Automotive to supply their parts directly to the Dealerships. Our focus has always been to supply OE quality i.e. Good and Best quality. OE parts are the same parts certified, "as built" by auto manufacturers. Automakers original FMVSS testing standards apply. Our parts product quality assurance certifications also include ISO 9001, 9004 and D3EA.

We also bring to the table a complete training program to your technicians. We can provide the same level of technical training classes and instructors provided to Ford and GM dealerships. Training is also available from the OES suppliers like Denso and Standard Motor Parts. This training crosses over specific brand lines and covers most major automakers certification. In-house seminars and hands-on training can be provided at your locations. In addition, TSB's (technical service bulletins), "Techline" call centers, Web based classes, on-line tech advisors, and actual OE Service Information is available from our OE manufacturer programs. Example: The ACDelco Key Fleet Program entitles you a list of additional benefits including this training.

Pricing will be available on-line via TurboParts, our web ordering module. Each location will be able to log in with their specific ID and look up parts, check part availability, pricing and review or reprint invoices and credits. Our offer is determined on a cost plus basis and may be verified with factory price files. We can help isolate the specific areas you need and have them sent to you electronically. We are flexible and able to adapt to your needs. ACDelco and Ford update their price files monthly and most of the remaining suppliers revise only annually or semi-annually.
Orders can be easily placed on-line accessing your account status, order history and pre-saved orders for later placement. Each of your locations will have specific ID's routed to pull from the same price matrix. Our phone call center is also available. We have 11 agents available from 7:30-6 M-F and 8-4:30 S. Account numbers, passwords and specific procedures as directed by you can be transitioned into our format.

Your pricing will be specific to each of your locations from the same master files. We look forward to developing a comfortable and effective relationship with the State of Washington.

Terms & Conditions (Condensed)

Entire "Original Solicitation Document" listing all terms and conditions is available for viewing at: https://fortress.wa.gov/ga/apps/ContractSearch/contractsummary.aspx?c=01809

PART 1 THE SOLICITATION:

1. REMANUFACTURED ITEMS

The term "remanufactured" as used in this contract shall mean the part in question will be remanufactured so that all parts shall meet the Original Equipment Manufacturers (OEM) specifications. The contractor shall not ship Remanufactured parts unless specifically approved by the Purchaser.

2. CORE EXCHANGE/CHARGES

Where a core is applicable to a product being purchased, the contractor shall: (1) Cost the new item purchased at the state contract price less the core credit. (2) Accounting for cores will be accounting method separate from the purchase transaction. Our expectation is the contractor will follow up with the purchaser in the event a core has not been immediately made available for pickup. In the event that the core has not made available for pickup within 2 weeks, the contractor is authorized to charge purchasers credit card for the core credit.

3. ORDER PLACEMENT

Contractor shall accept all service requests under this contract by telephone, fax, email or electronically.

Notify immediately the Purchaser, if a scheduled delivery time will be delayed. If Contractor cannot perform within the service requirements as identified herein, then the Purchaser may cancel the service order with no cost to the Purchaser.

4. ORDERING ASSISTANCE

Contractor may be called upon to assist Purchasers to determine the best service for their situation. This review shall be provided within a mutually agreed time frame at no additional charge.

Contractor will provide list of materials needed for specific projects at no additional cost, if requested by Purchaser. Assistance may also take the form of a suggested "bill of materials" to meet a specific application.

5. PRICE VERIFICATION

Provide price verification to contract users upon request.

Take necessary action to ensure that Purchasers will automatically receive contract pricing, whether or not they identify themselves as an Authorized Purchaser under this contract.

6. ORDER AUTHORIZATION

Account Set-up: New service locations may be added at any time during the term of this contract by Purchaser. Purchaser shall allow the Contractor ten (10) business days to set-up a new location account, visit the site for assessment and arrange service logistics once a purchase or field order is received from the Purchaser.

7. RETURNS OF NEW/UNUSED

Purchaser may return products under the following conditions:

- Contractor agrees that any products purchased through this contract within the past six (6) months may be returned for full credit and without penalty or restocking charges, provided they are in original cartons and are in re-salable condition.
- A copy of the purchase/field order will accompany the fully priced invoice and packing slip.
- Contractor will assist Purchaser in ordering the proper products, accept return of improperly ordered items(s) and reship correct item(s).
- Restocking Standard terms: When Purchaser returns standard items there shall be no restocking fee, provided they are in original cartons and are in resalable condition.
- Restocking for Non-standard items: When Purchaser returns non-standard items there may be a restocking fee, items shall be in original cartons and are in re-salable condition.
- Should an order include a specialty item(s), the Contractor's or manufacturer's restocking fees concerning the specialty item(s) shall be communicated and approved by Purchaser upon receipt of the purchase order.
- Contractor shall arrange for a Call Tag to insure freight is charged to Contractor for defective returns within ten (10) business days.
- Non-returnable Special Ordered Items: Are not returnable, unless Contractor agrees to take back the item.
- Contractor is responsible for shipping costs and arranging for pick-up of any defective returns of items within five (5) business days from notification by Purchaser.

8. DELIVERY AND FREIGHT TERMS

The method of shipment shall be consistent with the nature of the products and hazards of transportation. Regardless of FOB point, Contractor agrees to bear all risks of loss, damage, or destruction of the products ordered hereunder that occurs prior to acceptance, except loss or damage attributable to Purchaser's fault or negligence; and such loss, damage, or destruction shall not release Contractor from any obligation hereunder.

All costs for packaging and or containers shall be borne by the Contractor. All products shall conform to the provisions set forth in the federal, county, state and city laws for their product, handling, processing and labeling. Packages shall be so constructed to ensure safe transportation to point of delivery.
There shall be no extra charges allowed for delivery beyond the freight charge, except for extraordinary situations or unanticipated change of condition situations, any extra charges are to be pre-approved by the Purchaser in writing.

Contractor shall not charge for daily travel to site or any per diem charges, these items are inclusive in the transportation charge. Per Diem is not allowed under this contract, unless otherwise noted herein.

Special Road Permits/Fees or bridge restriction may affect transportation charge for a location. Any fees and permit costs necessary for transportation shall be direct pass through with no additional fees or charges by Contractor to Purchaser.

9. DELIVERY SCHEDULE

The state reserves the right to refuse shipment when delivered after normal working hours. The Contractor shall verify specific working hours of individual agencies and so instruct carrier(s) to delivery accordingly.

10. DELIVERY NOTIFICATION

- Contractor is responsible for communicating immediately to the Purchaser of any delays or delivery schedule changes.
- Contractor is required to coordinate delivery days/hours with Purchaser prior to making deliveries.
- Purchaser shall immediately notify the Contractor of any delays in the schedule and coordinate a new mutually agreeable delivery schedule.
- Occasionally, circumstances arise beyond anyone's control that may delay delivery (weather, highway construction, concurrent site activities, administrative actions, etc.) or allow delivery slightly ahead of schedule.

In these circumstances, delivery shall be by mutual agreement of both parties and there shall be no additional charges to the Purchaser.

11. LOADING AT SITE

Contractor shall be responsible for off-loading materials from the delivery truck at the destination. Charges associated with off-loading shall not be the responsibility of the Purchaser. Purchaser will not be responsible for additional charges due to the Contractor's failure to properly coordinate the delivery and off-loading.
It is expected that product delivered against this contract will be delivered and off-loaded by the Contractor at Purchaser's receiving dock or job site. Off-loading generally consists of end dump from Contractor's tilt bed truck, hand unloading for more fragile items and/or the removal of product from Contractor's truck with State owned and operated fork lift.

12. DELIVERY LOCATION

Contractor is responsible to verify delivery conditions/requirements prior to the delivery.

Special deliveries requiring a boom truck, fork lift (when not available at the delivery site) and the transport of items beyond the unloading dock will be at an additional cost to Purchaser.

13. Delivery Documentation

Purchaser to work with the Contractor to confirm a Purchaser representative is available to sign delivery tickets or otherwise accept and authorize deliveries.
Liability for product delivery remains with the Contractor until properly delivered and signed for by the requesting department, unless the Purchaser approves of delivery with no signature, in these cases the Contractor shall have a written approval prior to delivery.
The Bill of Lading shall be accurate, complete, and legible, and must contain the following information:

a) Date of delivery, initialed by driver
b) Field (Purchase) Order number
c) State Contract number
d) Product name
e) Destination of delivery
f) Total number of units being delivered

14. CERTIFICATE OF DELIVERY

Certificate of Delivery: At the time of delivery, it is the Contractor's responsibility to have the delivery checked and inspected, shortages identified and the delivery receipt/invoice signed by a designated institution representative. Payment will not be made to the Contractor without a signed delivery receipt/invoice.
Depending upon the Purchaser, the Contractor may arrange to submit an invoice after each delivery or consolidate invoices for monthly submittal. The Contractor is responsible for the correctness of each invoice.
Product damaged as a result of Contractor negligence will either be replaced or be noted on the receiving report and deducted from final payment.

15. FRANCHISE AND DEALER PARTICIPATION

The Bidder, if representing multiple franchise and dealer locations, shall positively ensure that these locations, as identified in Appendix C Scored Proposal Element have agreed to participate. Following award, refusal by Contractor's location(s) to participate may be considered cause for contract termination.

PART IITHE MODEL CONTRACT:

1. CONTRACT SCOPE AND MODIFICATIONS

The Purchasing Activity reserves the right to modify this Contract by mutual agreement between the Purchasing Activity and the Contractor, so long as such modification is substantially within the scope of the original Contract. Such modifications will be evidenced by issuance of a written authorized amendment by the Procurement Coordinator.

2. ESTIMATED USAGE

The State of Washington manages the largest vehicle fleet in the State of Washington. We estimate our vehicle parts purchases over the initial three year term will be $15,000,000.00

The purchase of Auto Parts should not be viewed as single stand alone purchase decisions but, a cycle of purchases that are based on the purchasers' knowledge and experience gained from numerous transactions.

It should be understood that some purchasers may determine that this Just-in-Time program is not consistent with their needs. Why? A fleet facility may need to carry inventory to meet their program needs. In this instance the purchaser is free without obligation to purchase other than this contract consistent with the organizations purchasing rules. Additionally, there will be instances where the purchaser will accept deliveries beyond the expected 1 hour delivery standard.

The State does not guarantee any minimum purchase. Orders will be placed by on an as needed basis.

3. CONTRACT TERM

Term: From date of award (which is projected to be within 90 days after bid opening date), with an initial three year contract term, with the option to extend for additional terms or portions. Extensions will be subject to mutual agreement. The total contract term may not exceed nine (9) years not including over lapping coverage.

Overlapping coverage: At the time of contract expiration, the state reserves the right to allow overlapping contract coverage. The rational for such action is to allow the contractor the opportunity to reduce inventory levels which may be higher as a result of the state purchase pattern and to allow the new contractor flexibility to review their inventory position. The overlapping coverage may be equal to 1 month for every year of contractor performance.

4. PURCHASING ACTIVITY PROCUREMENT COORDINATOR

The Purchasing Activity shall appoint a single point of contact that will be the Procurement Coordinator for this Contract and will provide oversight of the activities conducted hereunder. The Procurement Coordinator will be the principal contact for Contractor concerning business activities under this Contract. The Purchasing Activity will notify Contractor, in writing, when there is a new Procurement Coordinator assigned to this Contract.

5. CONTRACT PRODUCT CHANGES

A Contractor may propose a revision to its offerings to reflect changed Products appropriate to the scope of the Contract, and may propose such new Products with associated prices to the DES Procurement Coordinator for approval. Procurement Coordinator has the sole discretion in approval of addition of revised offerings and pricing. New or changed Products proposed by Contractor must meet the requirements established in this solicitation document or subsequent revisions. If approved by DES, the new Products will be added to the Contract by written amendment.

6. CONTRACTOR SUPERVISION AND COORDINATION

Contractor shall:

1. Competently and efficiently, supervise and coordinate the implementation and completion of all Contract requirements specified herein;

2. Identify the Contractor's Representative, who will be the principal point of contact for the Purchasing Activity Procurement Coordinator concerning Contractor's performance under this Contract.
3. Immediately notify the Procurement Coordinator in writing of any change of the designated Contractor's Representative assigned to this Contract; and
4. Violation of any provision of this paragraph may be considered a material breach establishing grounds for Contract termination.

Be bound by all written communications given to or received from the Contractor's Representative.

7. CONTRACT MANAGEMENT

Upon award of this Contract, the Contractor shall:

1. Review the impact of the award and take the necessary steps needed to ensure that Contractual obligations will be fulfilled.
2. Promote and market the use of this Contract to all authorized Contract Purchasers.
3. Ensure that those who endeavor to utilize this Contract are authorized Purchasers under this Contract.
4. Assist Purchasers in the following manner, at no additional charge, to make the most cost effective, value based, purchases including, but not limited to:
   a) Visiting the Purchaser's site and providing Purchaser with materials/supplies/equipment recommendations.
   b) Providing Purchasers with a detailed list of Contract items including current Contract pricing and part numbers.
5. Shall designate a Purchaser service representative who will be responsible for addressing Purchaser issues including, but not limited to:
   a) Logging requests for service, ensuring repairs are completed in a timely manner, dispatching service technicians, and processing warranty claim documentation, and;
   b) Providing Purchasers with regular and timely status updates in the event of an order or repair fulfillment delay.
   c) Acting as the lead and liaison between the manufacturer and Purchaser in resolving warranty claims for Contract items purchased.

8. CHANGES

Alterations to any of the terms, conditions, or requirements of this Contract shall only be effective upon written issuance of a mutually agreed Contract Amendment by the Procurement Coordinator. However, changes to point of contact information may be updated without the issuance of a mutually agreed Contract Amendment.

9. SALES & SUBCONTRACTOR REPORTS

Contractor shall provide a Sales and Subcontractor Report to the Master Contracts and Consulting Unit on a quarterly basis in the electronic format provided by the Master Contracts and Consulting Unit at: https://fortress.wa.gov/ga/apps/CSR/Login.aspx.

Reports must be submitted electronically within thirty (30) days after the end of the calendar quarter, i.e., no later than April 30th, July 31st, October 31st and January 31st.

10. OTHER REQUIRED REPORT(S)

All reports required under this Contract must be delivered to the Procurement Coordinator. Contractor may be required to provide a detailed annual Contract sales history report that may include but is not limited to products

description, part number, per unit quantities sold, Contract price in an electronic format that can be read by MS Excel. Other required reports will be designed and approved by the parties by mutual agreement.

11. WASHINGTON'S ELECTRONIC BUSINESS SOLUTION (WEBS)

Contractor shall be registered in the Contractor registration system, Washington's Electronic Business Solution (WEBS) www.ga.wa.gov/webs, maintained by the Washington State Department of Enterprise Services. Contractors already registered need not re-register. It is the sole responsibility of Contractor to properly register with WEBS and maintain an accurate Contractor profile in WEBS.

12. PRICING METHOD AND ADJUSTMENTS

Contract Net Pricing: Contractor shall provide and maintain a Net Price Catalog for Purchaser's use. This catalog shall be used by Purchasers to identify item pricing. Net Price Catalog is specific and unique to this contract and is based upon award. Net Price Catalog shall be the source of pricing at the time of order, less any additional discounts offered by the contractor.

Net Price Catalog shall list contract items and applicable net contract prices. All updates shall be consistent with Contractor's Price Schedule Offer and accepted by the State.

Net Price Catalog shall be available for viewing and price verification on the Contractor's internet site unless the contractor does not have an internet site, then Contractor shall make the catalog available, upon request.

During the term of the contract, Contractor may offer a better discount for specials or manufacturer's discounts.

Pricing Schedule: The schedule is a full range of parts by categories and subcategories with corresponding pricing multiplier (percentage up or down) from approved Price List.

Pricing for individual items within a particular price list can change consistent with the market and without prior approval of the state, as long as the multiplier percentage remains unchanged.

Price Adjustment: The bid percentage multiplier for the Price Schedule shall remain firm and fixed for twelve months after the effective award date. Thereafter percentage multiplier cannot change without prior petition and approval of the state. A minimum of sixty calendar days advance written notice of price increase is required which is to be accompanied by sufficient documentation to justify the requested increase. Documentation must be based on United States published indices such as the Producer Price Index acceptable to the state. Acceptance will be at the discretion of the State Procurement Coordinator and shall not produce a higher profit margin than that established on the original contract pricing. Approved price adjustments shall remain unchanged for at least 180 calendar days thereafter.

All bids must be submitted in the format provided herein.

All pricing/discounts offered are to be FOB Destination, freight prepaid and included, for all locations within the State of Washington.

Pricing offered shall include the costs of bid preparation, servicing of accounts, administrative fee of one percent, and all contractual requirements.

13. PRICE PROTECTION

Enterprise Services (DES) will maintain Contract information and pricing and make it available on the DES web site. The Contract prices are the maximum price Contractor can charge. The Contractor may also offer volume discounts to Purchasers.

During the Contract period, any price declines at the manufacturer's level or cost reductions to Contractor shall be reflected in a reduction of the Contract price retroactive to the date the price decline or cost reduction was available to the Contractor.

During the term of this Contract, should the Contractor enter into pricing agreements with other Purchasers providing greater benefits or lower pricing, Contractor shall immediately notify the Procurement Coordinator and

amend this Contract to provide similar benefits and pricing to the Contract Purchasers if the pricing agreements with other Purchasers offer similar usage quantities and similar conditions impacting pricing. Such notification shall include relevant provisions and details of the pricing agreements or Contracts necessary to enable the Purchasing Activity to fully evaluate the greater benefits or lower pricing provided under those agreements or Contracts. In addition to Contractor amending this Contract to reflect the greater benefits or lower pricing provided in other pricing agreements or Contracts, Contractor shall apply the related greater benefits or lower pricing retroactively to the date of such pricing agreements or Contracts for all purchases under this Contract.

14. NO ADDITIONAL CHARGES

Unless otherwise specified in the Solicitation, no additional charges by the Contractor will be allowed including, but not limited to: handling charges such as packing, wrapping, bags, containers, reels or the processing fees associated with the use of credit cards. Notwithstanding the foregoing, in the event that market conditions, laws, regulations or other unforeseen factors dictate, at the Procurement Coordinators sole discretion, additional charges may be allowed.

15. REMANUFACTURED ITEMS

The term "remanufactured" as used in this contract shall mean the part in question will be remanufactured so that all parts shall meet the Original Equipment Manufacturers (OEM) specifications. Unless specifically requested by Purchaser, no product substitutions will be allowed.

16. CORE EXCHANGE/CHARGES

All parts supplied which require core exchange shall be monitored by the successful bidder(s) to ensure proper cores are returned to the bidder. Core credit is to be issued the same day as received. Any core that is not usable or not returned shall be billed at the core price listed in the manufacturer's price sheet for that particular part.

17. RECALL NOTIFICATION

In the event of a product recall (or product service bulletin, etc.), the Contractor will notify the State Procurement Coordinator of the recall in addition to affected Purchasers.

18. SATISFACTION GUARANTEE

Bidder agrees that all parts purchased on this contract are supplied with a 100% satisfaction guarantee. All parts not meeting the form, fit, and/or function requirements for the legal purposes of the Purchaser will be provided a full refund including return shipping charges.

19. SERVICE EXPECTATIONS

Contractor(s) will:

- Review the impact of this award and take the necessary steps to ensure adequate coverage and contract compliance.
- Assist purchasers in making cost effective purchases. This assistance should include, in part, suggesting alternate brands, new methods, and economic order quantities.
- Promote and market the use of this contract to all eligible purchasers including State and Procurement Cooperative Members.
- Take necessary action to ensure that authorized purchasers will automatically receive contract pricing.
- Ensure that those who use this contract are authorized State Purchasing Cooperative (SPC) members.
- Provide price verification to contract users upon request.
- Establish internal audit procedures to ensure the state is receiving the correct contract pricing.

20. TERMINATION FOR CONVENIENCE

The following supersedes Contract Termination paragraphs 1.84 through 1.92. Either the Contractor or state may cancel this contract without cause for any reason with 60 days prior written notification.

21. IMPLEMENTATION PHASE

Contractors will be allowed a 45 day grace period during the implementation phase of the contract to ramp up resources. The implementation phase is defined as the time for the contractor to plan and implement any new business processes in order to answer to the need laid forth in this contract. This can involve hiring efforts, training personnel, replenishing/augmenting inventory levels etc.

22. CUSTOMER SERVICE TEAMs

Contractor and state will form respective Customer Service Teams for the purpose of implementing and managing process changes. The first meeting will be within 2 weeks of the effective date of the award. It is expected that the team will be active throughout the contract term.

As this solicitation and resulting contract change the way the state purchases vehicle parts, it's important for the state to monitor and track vendor performance relative to the impact on purchasers' resources. To that end, the Master Contracts & Consulting will ask purchasers and the Customer Service Teams to develop performance measures to adequately assess the value of this contract.

Performance measures may include the following as adopted by the Customer Service Teams: Delivery within 1 hour, On-time delivery for product beyond 1 hour, Parts inventory per vehicle, number of vehicles serviced, number of call backs and daily vehicle repair rate.

23. INSPECTION AND REJECTION

The Purchaser's inspection of all materials, supplies and equipment upon delivery is for the purpose of forming a judgment as to whether such delivered items are what was ordered, were properly delivered and ready for Acceptance. Such inspection shall not be construed as final acceptance, or as acceptance of the materials, supplies or equipment, if the materials, supplies or equipment does not conform to Contractual requirements. If there are any apparent defects in the materials, supplies, or equipment at the time of delivery, the Purchaser will promptly notify the Contractor. Without limiting any other rights, the Purchaser may require the Contractor to: (1) repair or replace, at Contractor's expense, any or all of the damaged goods; (2) refund the price of any or all of the damaged goods; or (3) accept the return of any or all of the damaged goods.

24. IDENTIFICATION

All invoices, packing lists, packages, instruction manuals, correspondence, shipping notices, shipping containers, and other written materials associated with this Contract shall be identified by the Contract number and the applicable Purchaser's order number. Packing lists shall be enclosed with each shipment and clearly identify all contents and any backorders.

25. PAYMENT, INVOICING AND DISCOUNTS

Contractor shall provide a properly completed invoice to Purchaser. All invoices are to be delivered to the address indicated in the purchase order.

Payment is the sole responsibility of, and will be made by, the Purchaser.

Each invoice shall be identified by the associated Contract Number; the Contractor's Statewide Vendor registration number assigned by Washington State Office of Financial Management (OFM), the applicable Purchaser's order number, and shall be in U.S. dollars. Invoices shall be prominently annotated by the Contractor with all applicable prompt payment and/or volume discount(s) and shipping charges unless otherwise specified in the Solicitation. Hard copy credit memos are to be issued when the state has been overcharged.

Invoices for payment will accurately reflect all discounts due the Purchaser. Invoices will not be processed for payment, nor will the period of prompt payment discount commence, until receipt of a properly completed invoice denominated in U.S. dollars and until all invoiced items are received and satisfactory performance of Contractor has been accepted by the Purchaser. If an adjustment in payment is necessary due to damage or dispute, any prompt payment discount period shall commence on the date final approval for payment is authorized.

Under Chapter 39.76 RCW , if Purchaser fails to make timely payment(s), Contractor may invoice for 1.0 percent per month on the amount overdue or a minimum of $1.00. Payment will not be considered late if a check or warrant is mailed within the time specified. If no terms are specified, net 30 days will automatically apply. Payment(s) made in accordance with Contract terms shall fully compensate the Contractor for all risk, loss, damages or expense of whatever nature and acceptance of payment shall constitute a waiver of all claims submitted by Contractor. If the Contractor fails to make timely payment(s) or issuance of credit memos, the Purchaser may impose a 1% per month on the amount overdue.

Payment for materials, supplies and/or equipment received and for services rendered shall be made by Purchaser and be redeemable in U.S. dollars. Unless otherwise specified, the Purchaser's sole responsibility shall be to issue this payment. Any bank or transaction fees or similar costs associated with currency exchange procedures or the use of purchasing/credit cards shall be fully assumed by the Contractor.

Taxes on Invoice:
Contractor shall calculate and enter the appropriate Washington State and local sales tax on all invoices. Tax is to be computed on new items after deduction of any trade-in in accordance with WAC 458-20-247.

26. AUDITS

Contractor shall on an annual basis perform a random audit of all invoices to ensure pricing accuracy and provide this audit report to the Master Contract and Consulting Unit. Audit shall include a minimum of (5) percent of all invoices for the reporting period. There shall be no cost to the state for this requirement. An unfavorable audit may be considered a breach of the Contract and the state, at its sole discretion, may provide the Contractor an opportunity to correct the negative finding(s) or cancel the contract immediately

The state reserves the right to audit, or have a designated third party audit, applicable records to ensure that the state has been properly invoiced. Any remedies and penalties allowed by law to recover monies determined owed will be enforced. Repetitive instances of incorrect invoicing may be considered complete cause for Contract termination.

27. PRODUCT WARRANTY

Products provided by Contractors shall be commercial grade and meet all federal, state and local standards for quality and safety. Products not meeting these standards will be deemed unacceptable and returned to the Contractor for credit at no charge to the Purchaser. All products purchased must carry a standard manufacturer's warranty.

28. COST OF REMEDY

Cost of Remedying Defects: All defects, indirect and consequential costs of correcting, removing or replacing any or all of the defective materials or equipment will be charged against the Contractor.

29. RETENTION OF RECORDS

The Contractor shall maintain all books, records, documents, data and other evidence relating to this Contract and the provision of materials, supplies, services and/or equipment described herein, including, but not limited to, accounting procedures and practices which sufficiently and properly reflect all direct and indirect costs of any nature expended in the performance of this Contract. Contractor shall retain such records for a period of six (6) years following the date of final payment. At no additional cost, these records, including materials generated under the Contract, shall be subject at all reasonable times to inspection, review, or audit by the Purchasing Activity, personnel duly authorized by the Purchasing Activity, the Washington State Auditor's Office, and federal and state officials so authorized by law, regulation or agreement.

If any litigation, claim or audit is started before the expiration of the six (6) year period, the records shall be retained until final resolution of all litigation, claims, or audit findings involving the records.

30. GIFTS AND GRATUITIES

Contractor shall comply with all state laws regarding gifts and gratuities, including but not limited to: RCW 43.19.1937 , RCW 43.19.1939, RCW 42.52.150, RCW 42.52.160, and RCW 42.52.170 under which it is unlawful for any person to directly or indirectly offer, give or accept gifts, gratuities, loans, trips, favors, special discounts, services, or anything of economic value in conjunction with state business or Contract activities.

Under RCW 43.19.1937 and the Ethics in Public Service Law, Chapter 42.52 RCW state officers and employees are prohibited from receiving, accepting, taking or seeking gifts (except as permitted by RCW 42.52.150) if the officer or employee participates in Contractual matters relating to the purchase of goods or services.

31. INSURANCE

General Requirements:

Contractor shall, at their own expense, obtain and keep in force insurance as follows until completion of the Contract. Upon request, Contractor shall furnish evidence in the form of a certificate of insurance satisfactory to the State of Washington that insurance, in the following kinds and minimum amounts, has been secured. Failure to provide proof of insurance, as required, will result in Contract cancellation.

Contractor shall include all Subcontractors as insured's under all required insurance policies, or shall furnish separate Certificates of Insurance and endorsements for each Subcontractor. Subcontractor(s) must comply fully with all insurance requirements stated herein. Failure of Subcontractor(s) to comply with insurance requirements does not limit Contractor's liability or responsibility.

All insurance provided in compliance with this Contract shall be primary as to any other insurance or self-insurance programs afforded to or maintained by the state.

Washington State Department of
Enterprise Services

Contract Summary

Fleet Vehicle Parts, Statewide (Just-In-Time)

Contract#: 01809 **Replaces:** 06302

This contract is for Just in Time delivery (1 hour) for Fleet Vehicle Parts and batteries for the maintenance and repair of passenger, medium duty and heavy duty trucks, off road construction, transit, agriculture, warehouse and marine vessels.

Off Contract Purchases: Although this contract is intended to meet the needs of those requiring "Just-In-Time" delivery within one hour, it may not always do so effectively. Purchases from non-contract suppliers may be appropriate when current awarded contractor is unable to meet the one hour delivery requirement. State agencies must document their purchase file appropriately, following WPM guidelines, and obtain approval from their agency purchasing department.
Purchases by state agencies not requiring delivery within 1 hour of order may be purchased using delegated authority following Washington Purchasing Manual guidelines. State agencies must document their purchase file appropriately, and obtain approval from their agency purchasing department.

Lead Free Wheel Weights currently available through:
1) Napa - Steel wheel weights, same day delivery available in small quantities from company owned stores.
2) Carquest - Steel and Zinc wheel weights, 2 day delivery

Current Term Start Date: 08-10-2009 **Award Date:** 07-31-2009 **Est. Annual Worth:** $1,236,929

Current Term Ends On: 08-09-2018 **Final Term Ends On:** 08-09-2018 **Commodity Code(s):** 110-09 ,110-13 ,110-18 ,110-22 ,110-26 ,110-33 ,110-40 ,110-48 ,110-56

Diversity: 0% WBE 0% MBE **# of Bids Received:** 6

Contact Info: Master Contracts & Consulting – Steve Hatfield at (360) 407-9276 or steve.hatfield@des.wa.gov

Who can use this contract?

- Organizations with Master Contract Usage Agreements
- Oregon Coop Members

Current Documents

- Contract & Amendments

Historical Documents

- Original Solicitation

Resources

- Contract Comments
- Vendor and Contract Performance Feedback
- Green Product Listing
- Best Buy Form

Contractors	OMWBE	Veteran	

			Small Business
AUTOZONE STORES INC - w22067		N	N
GENERAL PARTS - w12291		N	N
GENUINE PARTS CO. DBA NAPA - w5921		N	N
PARTS WHOLESALERS INC. - w21255		N	N
SEATTLE AUTOMOTIVE DISTRIBUTING INC. - w14132		N	N

M=OMWBE Certified Minority Owned **W**=OMWBE Certified Women Owned **MS**=Self Identified Minority Owned **WS**=Self Identified Women Owned

Information about the number of bids received is included to show:

- Vendors which contracts would benefit from more competition.
- Assure our customers that we sought the best overall value through as many competitive bids as possible.

The symbol of a tree indicates that environmentally preferred or friendly products are available. These products may not be available from all vendors on this contract.

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KingCounty

Finance and Business Operations Division
Procurement and Contracts Services Section
Department of Executive Services

CNK-ES-0340
3rd Floor
401 5th Avenue
SEATTLE, WA 98104

206-263-9400 Ph
206-296-7676 Fax
TTY Relay: 771
www.kingcounty.gov

CONTRACTOR:
SEATTLE AUTOMOTIVE
DISTRIBUTING INC
PO BOX 898
AUBURN, WA 98071-0898 United States
Fax: (253) 8043223

CONTRACT

CONTRACT NO.	REVISION	PAGE
5630238	7	1 of 1

CREATION DATE	BUYER
14-NOV-2013	PATRICIA REID
DATE OF REVISION	**BUYER**
14-DEC-2015	PATRICIA REID

SHIP TO:
KC DOT RENTON FLEET
155 MONROE AVE NE, RSD-TR-0155
RENTON, WA 98056

BILL TO:
KC DES FBOD ACCOUNTS PAYABLE
401 5TH AVE, CNK-ES-0320
SEATTLE, WA 98104

CONTRACTOR NO	PAYMENT TERMS	FREIGHT TERMS	FOB	SHIP VIA	CONFIRM TO
2933	NET30DAYS	Paid	DESTINATION	Best Way	Telephone: (253) 929-2292

DESCRIPTION

Change Order #3 12/14/15

This change order is issued to extend the contract through August 9, 2018.

Authorized Signature

Washington State Department of
Enterprise Services

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PARTS WHOLESALERS INC. - w21255		N	N
SEATTLE AUTOMOTIVE DISTRIBUTING INC. - w14132		N	N

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