

# Ocean County Board of Commissioners

OFFICE OF THE OCEAN COUNTY COMMISSIONERS

Director Gary Quinn
Deputy Director Gerry P. Little
Commissioner Virginia E. Haines
Commissioner John P. Kelly
Commissioner Joseph H. Vicari

101 Hooper Avenue Toms River, New Jersey 08754-2191

> Tel: 732-929-2005 Fax: 732-505-1918

# **Board Meeting Agenda**

Date: August 4, 2021 - 4:00 PM

Location: Administration Building

Room 119

101 Hooper Avenue Toms River, NJ 08754

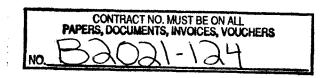
Agenda: Awarding Contracts for the furnishing and delivery of PARTS AND ACCESSORIES FOR VEHICLES UNDER 15,000 GVWR to Beyer Bros. Corp.; Freehold Ford, Inc.; Fingers Radiator Hospital, Inc.; Downs Ford, Inc.; Eastern Warehouse Distributors, LLC; IEH Auto Parts, LLC dba Auto Plus Auto Parts; Fred Beans Parts, Inc.; Barlow Buick GMC; The Parts Shack Napa Lobello Issakov Napa LLC; Kaldor Emergency Lights, LLC; Parts Authority, LLC; C&M Auto Parts, Inc.; GSAC Corp. T/A Auto Parts Connection / Napa; D&W Dies ...

Official Resolution#			2	202 <sup>-</sup>	21001118			
Meeting Date			C	8/0	4/2	021	ı	
Introduced Date			C	0/8	4/2	021		
Adopted Date			C	0/8	4/2	021		
Agenda Item			r	m-7				
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Purchase Req. #			E	320	21-	124		
Result			7	√do	pte	d		
COUNTY COMMISSIONER	PRES.	ABS.		MOVE	SEC	AYE	NAY	ABST.
Quinn	~					~		
Little	~					~		
Haines	~				>	~		
Kelly	~			~		~		
Vicari		~						

I HEREBY CERTIFY THAT THIS DOCUMENT IS A TRUE, COMPLETE AND ACCURATE COPY OF THIS RESOLUTION, ADOPTED BY OCEAN COUNTY BOARD OF COMMISSIONERS, NJ AT THE MEETING REFERENCED THEREON

MACilento

Clerk Of The Board



#### RESOLUTION

#### August 4, 2021

WHEREAS, on July 7, 2021, pursuant to legal advertisements therefor, sealed bids were received for the furnishing and delivery of PARTS AND ACCESSORIES FOR VEHICLES UNDER 15,000 GVWR for the County of Ocean; and

WHEREAS, at the advertised time, responses were received from the

following bidders:

Name and Address of Bidder

Beyer Bros. Corp. 109 Broad Ave. Fairview, NJ 07022 (201) 943-3100

Fingers Radiator Hospital, Inc. 2006 Route 1 North North Brunswick, NJ 08902 (732) 297-3563

Eastern Warehouse Distributors, LLC 355 S. Flowers Mill Road Langhorne, PA 19047 (215) 741-4228 x 20176

Fred Beans Parts, Inc. 131 Doyle Street Doylestown, PA 18901 (267) 716-0230

The Parts Shack Napa Lobello Issakov Napa LLC 195 Wells Mill Road Waretown, NJ 08758 (609) 242-2420

Parts Authority, LLC 3 Dakota Drive New Hyde Park, NY 11042 (908) 800-1925

GSAC Corp. T/A Auto Parts Connection / Napa 136 Washington St. Mt. Holly, NJ 08060 (609) 267-2360

Van Wickle Auto Supply, Inc. 201 Hwy 71 Spring Lake Heights, NJ 07762 (732) 449-0100

Name and Address of Bidder

Freehold Ford, Inc. 3572 US Route 9 Freehold, NJ 07728 (732) 462-2982

Downs Ford, Inc. 360 Route 37 E Toms River, NJ 08753 (732) 349-2240

IEH Auto Parts LLC dba Auto **Plus Auto Parts** 901 N Lenola Rd. Moorestown, NJ 08057 (855) 214-9055

**Barlow Buick GMC** 445 Route 72 E Manahawkin, NJ 08050 (609) 597-4700 x 1256

Kaldor Emergency Lights, LLC 19 Vanderburg Road Marlboro, NJ 07746 (732) 780-6707

C&M Auto Parts, Inc. 610 Plum Street Trenton, NJ 08638 (609) 396-5004

D&W Diesel, Inc. 1503 Clark Street Road Auburn, NY 13021 (315) 253-2324 ext. 1108

Genuine Parts Company 1770 New Durham Rd. South Plainfield, NJ 07080 (732) 393-5003

; and

WHEREAS, after the receipt and examination of same, the County Purchasing Agent has now recommended to this Board that the lowest qualified bid, according to specifications, in each instance, be accepted, namely, BEYER BROS. CORP.; FREEHOLD FORD, INC.; FINGERS RADIATOR HOSPITAL, INC.; DOWNS FORD, INC.; EASTERN WAREHOUSE DISTRIBUTORS, LLC; IEH AUTO PARTS, LLC DBA AUTO PLUS AUTO PARTS; FRED BEANS PARTS, INC.; BARLOW BUICK GMC; THE PARTS SHACK NAPA LOBELLO ISSAKOV NAPA LLC; KALDOR EMERGENCY LIGHTS, LLC; PARTS AUTHORITY, LLC; C&M AUTO PARTS, INC.; GSAC CORP. T/A AUTO PARTS CONNECTION / NAPA; D&W DIESEL, INC.; VAN WICKLE AUTO SUPPLY, INC. and GENUINE PARTS COMPANY.

NOW, THEREFORE, BE IT RESOLVED by the BOARD OF COMMISSIONERS of the COUNTY OF OCEAN, STATE OF NEW JERSEY, as follows:

- 1. The Director and Clerk of this Board are hereby authorized and directed to enter into contracts, accepting the bid for the furnishing and delivery of PARTS AND ACCESSORIES FOR VEHICLES UNDER 15,000 GVWR for the County of Ocean, for the contract period from date of award through August 3, 2023, a period of two (2) years, OR until delivery is complete unless otherwise stated. The County reserves the right to extend the term of the contract pursuant to N.J.S.A. 40A:11-15.
- BEYER BROS. CORP. for seventeen (17) items, to wit: A. <u>ITEMS NO.</u> 1, 2, 3, 4, 5, 8, 9, 10, 11, 12, 13, 14, 15, 16, 17, 18 and 19. This vendor has extended this contract to County Cooperative Contract System Participants.
- FREEHOLD FORD, INC. for thirty three (33) items, to wit: В. <u>ITEMS NO.</u> 1, 2, 3, 4, 5, 6, 8, 9, 10, 11, 12, 13, 14, 15, 16, 17, 18, 19, 20, 21, 22, 23, 24, 25, 26, 27, 28, 29, 30, 31, 32, 33 and 34. This vendor has extended this contract to County Cooperative Contract System Participants.
- C. FINGERS RADIATOR HOSPITAL, INC. for one (1) item, to wit: ITEM NO. 5.

This vendor has extended this contract to County Cooperative Contract System Participants.

- **DOWNS FORD, INC.** for nineteen (19) items, to wit: D. <u>ITEMS NO.</u> 1, 2, 3, 4, 5, 6, 7, 8, 9, 10, 11, 12, 13, 14, 15, 16, 17, 18 and 19. This vendor has extended this contract to County Cooperative Contract System Participants.
- EASTERN WAREHOUSE DISTRIBUTORS, LLC for thirteen (13) items, to wit: <u>ITEMS NO.</u> 1, 3, 4, 5, 8, 9, 11, 12, 13, 14, 15, 18 and 19.

This vendor has extended this contract to County Cooperative Contract System Participants.

F. IEH AUTO PARTS LLC DBA AUTO PLUS AUTO PARTS for two (2) items, to wit:

ITEMS NO. 12 and 19.

This vendor has extended this contract to County Cooperative Contract System Participants.

- G. FRED BEANS PARTS, INC. for seventeen (17) items, to wit: <u>ITEMS NO.</u> 1, 2, 3, 4, 5, 8, 9, 10, 11, 12, 13, 14, 15, 16, 17, 18 and 19. This vendor has extended this contract to County Cooperative Contract System Participants.
- BARLOW BUICK GMC for thirty one (31) items, to wit: ITEMS NO. 1, 2, 3, 4, 5, 8, 9, 10, 11, 12, 13, 14, 15, 17, 18, 19, 20, 21, 22, 23, 24, 25, 26, 27, 28, 29, 30, 31, 32, 33 and 34.

This vendor has extended this contract to County Cooperative Contract System Participants.

THE PARTS SHACK NAPA LOBELLO ISSAKOV NAPA, LLC for I. thirty two (32) items, to wit:

<u>ITEMS NO.</u> 1, 3, 4, 5, 7, 8, 9, 10, 11, 12, 13, 14, 15, 16, 17, 18, 19, 20, 21, 22, 23, 24, 25, 26, 27, 28, 29, 30, 31, 32, 33 and 34.

This vendor has extended this contract to County Cooperative Contract System Participants.

J. KALDOR EMERGENCY LIGHTS, LLC for one (1) item, to wit: **ITEM NO. 15.** 

This vendor has extended this contract to County Cooperative Contract System Participants.

K. PARTS AUTHORITY, LLC for twelve (12) items, to wit: ITEMS NO. 3, 4, 5, 8, 9, 11, 12, 13, 14, 15, 18 and 19. This vendor has extended this contract to County Cooperative Contract System Participants.

<u>C&M AUTO PARTS, INC.</u> for thirty two (32) items, to wit: <u>ITEMS NO.</u> 1, 2, 3, 4, 5, 8, 9, 10, 11, 12, 13, 14, 15, 16, 17, 18, 19, 20, 21, 22, 23, 24, 25, 26, 27, 28, 29, 30, 31, 32, 33 and 34.

This vendor has extended this contract to County Cooperative Contract System Participants.

- GSAC CORP. T/A AUTO PARTS CONNECTION / NAPA for thirty three (33) items, to wit:
- <u>ITEMS NO.</u> 1, 2, 3, 4, 5, 7, 8, 9, 10, 11, 12, 13, 14, 15, 16, 17, 18, 19, 20, 21, 22, 23, 24, 25, 26, 27, 28, 29, 30, 31, 32, 33 and 34.

This vendor has extended this contract to County Cooperative Contract System Participants.

N. D&W DIESEL, INC. for ten (10) items, to wit:

ITEMS NO. 5, 9, 10, 13, 23, 25, 26, 27, 28 and 29.

This vendor has extended this contract to County Cooperative Contract System Participants.

- 0. VAN WICKLE AUTO SUPPLY, INC. for thirty three (33) items, to wit:
- <u>ITEMS NO.</u> 1, 2, 3, 4, 5, 7, 8, 9, 10, 11, 12, 13, 14, 15, 16, 17, 18, 19, 20, 21, 22, 23, 24, 25, 26, 27, 28, 29, 30, 31, 32, 33 and 34.

This vendor has extended this contract to County Cooperative Contract System Participants.

Ρ. GENUINE PARTS COMPANY for thirty two (32) items, to wit: <u>ITEMS NO.</u> 1, 2, 3, 4, 5, 8, 9, 10, 11, 12, 13, 14, 15, 16, 17, 18, 19, 20, 21, 22, 23, 24, 25, 26, 27, 28, 29, 30, 31, 32, 33 and 34.

This vendor has extended this contract to County Cooperative Contract System Participants.

Introduced on Adopted on: Official Resolution#: 2021001118

Res-Pg:m.7-5 **AUGUST 4, 2021** 

- 2. Payments for the materials and supplies to be acquired by these contracts shall be made upon the approval of vouchers submitted by the successful bidders in accordance with the requirements of the Board of Commissioners and subject to the Board of Commissioners customary procedures. Delivery shall be made upon receipt of a Purchase Order issued by the Ocean County Department of Purchase, upon which delivery locations and needed quantities shall be indicated.
- 3. The contract number must be placed on all papers, documents, invoices and vouchers pertaining to said contract, the number being B2021-124.
- 4. Be it further resolved that certified copies of this Resolution shall be made available to the County Auditor, County Department of Purchasing, Department of Finance, Vehicle Services, and the successful bidders.

Introduced on: Adopted on: Official Resolution#: 2021001118

PARTS AND ACCESSORIES FOR VEHICLES UNDER 15,000 GVWR

	Line Item	Description	Unit of Measure	% Discount from Mfr.'s Suggested Retail Price List-NOT LESS THAN	No Bid	Comments
1	1	Additive and Auto Care Products: Ex: Polishes, Degreasers, Radiator Flush, Sealing Compounds, Tire Repair Kits, etc.	%	30%		
1	2	Body Parts: Ex: Seat Belts, Body Trim, Lift Gates, etc.	%	30%		
1	3	Brake Parts: Ex: Shoes, Drums, Pads, Rotors, Springs, Calipers, Wheel Cylinders, Bearings, Seals, etc.	%	30%		
1	4	Chassis, Steering and Suspension Parts: Ex: Shocks, Ball Joints, Springs, Tie Rods, Axle Bearings, Seals, etc.	%	30%	4	
✓	5	Cooling System: Ex: Radiators, Thermostats, Belts/Hoses, Water Pumps, Heaters, Air Conditioners, Air Conditioning Components, Freon, etc.	%	30%		
	6	OEM - Diagnostic Tools and Software, Including Updates to Existing Software and the Purchase of New	%		Х	
	7	NON-OEM - Diagnostic Tools and Software, Including Updates to Existing Software and the Purchase of New	%		Х	
$\checkmark$	8	Drive Line Components: Ex: Drive Shafts, U-Joints, Axle Parts, Differential Parts, etc.	%	30%		
1	9	Electrical System Accessories: Ex: Alternators, Sensors, Regulators, Starters, Radios, Fuses, Cable, Terminals, Flashers, Switches, Relays, etc.	%	30%	Ale Value varie	
~	10	Engines: Ex: Diesel and Gasoline (New and Rebuilt)	%	5%		
1	11	Engine Components: Ex: Engine Parts (Internal), Oil Pan Gasket, Bolts, Rebuilding Components, etc.	%	30%		
$\checkmark$	12	Exhaust System: Ex: Exhaust Pipes, Mufflers, Tailpipes, Catalytic Converters, Clamps, etc.	%	30%		

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Official Resolution#: 2021001118
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# BEYER BROS., CORP.

PROPOSAL DOCUMENT REPORT Bid No. TBD

PARTS AND ACCESSORIES FOR VEHICLES UNDER 15,000 GVWR

	Line Item	Description	Unit of Measure	% Discount from Mfr.'s Suggested Retail Price List-NOT LESS THAN	No Bid	Comments
✓	13	Fuel Systems and Emission: Ex: Carburetors, Fuel Pumps, Fuel Injection Parts, etc.	%	30%		
✓	14	Ignition Systems: Ex: Rotors, Spark Plugs and Ignition Wire Sets, Coils and Coil Packs, etc.	%	30%		
<b>✓</b>	15	Light Bulbs: Ex: Turn Signal, Headlight, Tail Light, Strobes, LED (Light Emitting Diode) Assemblies, etc.	%	30%		
<b>✓</b>	16	Specialized Automotive Accessories: Ex: Mirrors, Gauges, Alarms, Horns, Reflectors, etc.	%	30%		
$\checkmark$	17	Transmissions: Ex: Full Standard, Automatic	%	5%		
	18	Transmission Parts: Ex: Clutches, Valve Bodies, Solenoids, etc.	%	30%		
<b>✓</b>	19	Windshield Wiper Arms and Blades: Ex: Various Sizes	%	30%		

Line Item	Description	Unit of Measure	% Markup Over Dealer's Cost	No Bid	Comments
20	Body Parts: Ex: Seat Belts, Body Trim, Lift Gates, etc.	%		Х	
21	Brake Parts: Ex: Shoes, Drums, Pads, Rotors, Springs, Calipers, Wheel Cylinders, Bearings, Seals, etc.	%		Х	- -
22	Chassis, Steering and Suspension Parts: Ex: Shocks, Ball Joints, Springs, Tie Rods, Axle Bearings, Seals, etc.	%		Х	

Line Item	Description	Unit of Measure	% Discount from Mfr.'s Suggested Retail Price List-NOT LESS THAN	No Bid	Comments
1	Additive and Auto Care Products: Ex: Polishes, Degreasers, Radiator Flush, Sealing Compounds, Tire Repair Kits, etc.	%	60.2%		
2	Body Parts: Ex: Seat Belts, Body Trim, Lift Gates, etc.	%	45.2%		
3	Brake Parts: Ex: Shoes, Drums, Pads, Rotors, Springs, Calipers, Wheel Cylinders, Bearings, Seals, etc.	%	45.2%		
4	Chassis, Steering and Suspension Parts: Ex: Shocks, Ball Joints, Springs, Tie Rods, Axle Bearings, Seals, etc.	%	45.2%		
5	Cooling System: Ex: Radiators, Thermostats, Belts/Hoses, Water Pumps, Heaters, Air Conditioners, Air Conditioning Components, Freon, etc.	%	45.2%		
6	OEM - Diagnostic Tools and Software, Including Updates to Existing Software and the Purchase of New	%	25.2%		
7	NON-OEM - Diagnostic Tools and Software, Including Updates to Existing Software and the Purchase of New	%		Х	
8	Drive Line Components: Ex: Drive Shafts, U-Joints, Axle Parts, Differential Parts, etc.	%	45.2%		
9	Electrical System Accessories: Ex: Alternators, Sensors, Regulators, Starters, Radios, Fuses, Cable, Terminals, Flashers, Switches, Relays, etc.	%	45.2%		
10	Engines: Ex: Diesel and Gasoline (New and Rebuilt)	%	25.2%		
11	Engine Components: Ex: Engine Parts (Internal), Oil Pan Gasket, Bolts, Rebuilding Components, etc.	%	45.2%		
12	Exhaust System: Ex: Exhaust Pipes, Mufflers, Tailpipes, Catalytic Converters, Clamps, etc.	%	35.2%		

PARTS AND ACCESSORIES FOR VEHICLES UNDER 15,000 GVWR

	Line Item	Description	Unit of Measure	% Discount from Mfr.'s Suggested Retail Price List-NOT LESS THAN	No Bid	Comments
$\sqrt{\ }$	13	Fuel Systems and Emission: Ex: Carburetors, Fuel Pumps, Fuel Injection Parts, etc.	%	45.2%		
1	14	Ignition Systems: Ex: Rotors, Spark Plugs and Ignition Wire Sets, Coils and Coil Packs, etc.	%	45.2%		
1	15	Light Bulbs: Ex: Turn Signal, Headlight, Tail Light, Strobes, LED (Light Emitting Diode) Assemblies, etc.	%	45.2%		
<b>/</b>	16	Specialized Automotive Accessories: Ex: Mirrors, Gauges, Alarms, Horns, Reflectors, etc.	%	45.2%		-
	17	Transmissions: Ex: Full Standard, Automatic	%	25.2%		
	18	Transmission Parts: Ex: Clutches, Valve Bodies, Solenoids, etc.	%	45.2%		
$\sqrt{}$	19	Windshield Wiper Arms and Blades: Ex: Various Sizes	%	45.2%		

	Line Item	Description	Unit of Measure	% Markup Over Dealer's Cost	No Bid	Comments
$\sqrt{}$	20	Body Parts: Ex: Seat Belts, Body Trim, Lift Gates, etc.	%	20%		
<b>✓</b>	21	Brake Parts: Ex: Shoes, Drums, Pads, Rotors, Springs, Calipers, Wheel Cylinders, Bearings, Seals, etc.	%	20%		
<b>√</b>	22	Chassis, Steering and Suspension Parts: Ex: Shocks, Ball Joints, Springs, Tie Rods, Axle Bearings, Seals, etc.	%	20%		

	Line Item	Description	Unit of Measure	% Markup Over Dealer's Cost	No Bid	Comments
	23	Cooling System: Ex: Radiators, Thermostats, Belts/Hoses, Water Pumps, Heaters, Air Conditioners, Air Conditioning Components, etc.	%	20%		
<b>✓</b>	24	Drive Line Components: Ex: Drive Shafts, U-Joints, Axle Parts, Differential Parts, etc.	%	20%		
<b>√</b>	25	Electrical System Accessories: Ex: Alternators, Distributors, Generators, Regulators, Starters, Radios, Fuses, Cable, Terminals, Flashers, Switches, Relays, etc.	%	20%		
<b>✓</b>	26	Engines: Ex: Diesel, Gasoline	%	20%		
~	27	Engine Components: Ex: Engine Parts (Internal), Oil Pan Gasket, Bolts, Rebuilding Components, etc.	%	20%		
✓	28	Exhaust System: Ex: Exhaust Pipes, Mufflers, Tailpipes, Catalytic Converters, Clamps, etc.	%	20%		
1	29	Fuel Systems and Emission: Ex: Carburetors, Fuel Pumps, Fuel Injection Parts, etc.	%	20%		
1	30	Ignition Systems: Ex: Rotors, Spark Plugs and Ignition Wire Sets, Coils and Coil Packs, etc.	%	20%		
1	31	Specialized Automotive Accessories: Ex: Mirrors, Gauges, Alarms, Horns, Reflectors, etc.	%	20%		
. 🗸	32	Transmissions: Ex: Full Standard, Automatic	%	20%		
<b>-</b>	33	Transmission Parts: Ex: Clutches, Valve Bodies, Solenoids, etc.	%	20%		
1	34	Windshield Wiper Arms: Ex: Various Sizes	%	20%		

PROPOSAL DOCUMENT REPORT

Bid No. TBD

Line Item	Description	Unit of Measure	% Discount from Mfr.'s Suggested Retail Price List-NOT LESS THAN	No Bid	Comments
1	Additive and Auto Care Products: Ex: Polishes, Degreasers, Radiator Flush, Sealing Compounds, Tire Repair Kits, etc.	%		X	
2	Body Parts: Ex: Seat Belts, Body Trim, Lift Gates, etc.	%		X	
3	Brake Parts: Ex: Shoes, Drums, Pads, Rotors, Springs, Calipers, Wheel Cylinders, Bearings, Seals, etc.	%		Х	
4	Chassis, Steering and Suspension Parts: Ex: Shocks, Ball Joints, Springs, Tie Rods, Axle Bearings, Seals, etc.	%		Х	
5	Cooling System: Ex: Radiators, Thermostats, Belts/Hoses, Water Pumps, Heaters, Air Conditioners, Air Conditioning Components, Freon, etc.	%	45%		
6	OEM - Diagnostic Tools and Software, Including Updates to Existing Software and the Purchase of New	%			
7	NON-OEM - Diagnostic Tools and Software, Including Updates to Existing Software and the Purchase of New	%			
8	Drive Line Components: Ex: Drive Shafts, U-Joints, Axle Parts, Differential Parts, etc.	%		X	
9	Electrical System Accessories: Ex: Alternators, Sensors, Regulators, Starters, Radios, Fuses, Cable, Terminals, Flashers, Switches, Relays, etc.	%		х	
10	Engines: Ex: Diesel and Gasoline (New and Rebuilt)	%		X	
11	Engine Components: Ex: Engine Parts (Internal), Oil Pan Gasket, Bolts, Rebuilding Components, etc.	%		x	
12	Exhaust System: Ex: Exhaust Pipes, Mufflers, Tailpipes, Catalytic Converters, Clamps, etc.	%		Х	

# DOWNS FORD, INC.

PROPOSAL DOCUMENT REPORT

Bid No. TBD

PARTS AND ACCESSORIES FOR VEHICLES UNDER 15,000 GVWR

	Line Item	Description	Unit of Measure	% Discount from Mfr.'s Suggested Retail Price List-NOT LESS THAN	No Bid	Comments
✓	1	Additive and Auto Care Products: Ex: Polishes, Degreasers, Radiator Flush, Sealing Compounds, Tire Repair Kits, etc.	%	38%		
1	2	Body Parts: Ex: Seat Belts, Body Trim, Lift Gates, etc.	%	38%		
✓ <u> </u>	3	Brake Parts: Ex: Shoes, Drums, Pads, Rotors, Springs, Calipers, Wheel Cylinders, Bearings, Seals, etc.	%	38%		
✓ <u> </u>	4	Chassis, Steering and Suspension Parts: Ex: Shocks, Ball Joints, Springs, Tie Rods, Axle Bearings, Seals, etc.	%	38%		
	5	Cooling System: Ex: Radiators, Thermostats, Belts/Hoses, Water Pumps, Heaters, Air Conditioners, Air Conditioning Components, Freon, etc.	%	38%		
	6	OEM - Diagnostic Tools and Software, Including Updates to Existing Software and the Purchase of New	%	25%		
	7	NON-OEM - Diagnostic Tools and Software, Including Updates to Existing Software and the Purchase of New	%	25%		
	8	Drive Line Components: Ex: Drive Shafts, U-Joints, Axle Parts, Differential Parts, etc.	%	38%		
	9	Electrical System Accessories: Ex: Alternators, Sensors, Regulators, Starters, Radios, Fuses, Cable, Terminals, Flashers, Switches, Relays, etc.	%	38%		
	10	Engines: Ex: Diesel and Gasoline (New and Rebuilt)	%	25.5%		
	11	Engine Components: Ex: Engine Parts (Internal), Oil Pan Gasket, Bolts, Rebuilding Components, etc.	%	38%		
Introduce <del>d o</del>	12	Exhaust System: Ex: Exhaust Pipes, Mufflers, Tailpipes, Catalytic Converters, Clamps, etc.	%	38%		

Adopted PROPOSAL BOODS AND ACCESSORIES FOR VEHICLES UNDER 15,000 GVWR

# DOWNS FORD, INC.

PROPOSAL DOCUMENT REPORT

Bid No. TBD

PARTS AND ACCESSORIES FOR VEHICLES UNDER 15,000 GVWR

	Line Item	Description	Unit of Measure	% Discount from Mfr.'s	No Bid	Comments
				Suggested Retail Price List-NOT LESS THAN		
$\sqrt{}$	13	Fuel Systems and Emission: Ex: Carburetors, Fuel Pumps, Fuel Injection Parts, etc.	%	38%		
1	14	Ignition Systems: Ex: Rotors, Spark Plugs and Ignition Wire Sets, Coils and Coil Packs, etc.	%	38%		
	15	Light Bulbs: Ex: Turn Signal, Headlight, Tail Light, Strobes, LED (Light Emitting Diode) Assemblies, etc.	%	38%		
1	16	Specialized Automotive Accessories: Ex: Mirrors, Gauges, Alarms, Horns, Reflectors, etc.	%	38%		
1	17	Transmissions: Ex: Full Standard, Automatic	%	26%		
1	18	Transmission Parts: Ex: Clutches, Valve Bodies, Solenoids, etc.	%	38%		
1	19	Windshield Wiper Arms and Blades: Ex: Various Sizes	%	38%		

Line Item	Description	Unit of Measure	% Markup Over Dealer's Cost	No Bid	Comments
20	Body Parts: Ex: Seat Belts, Body Trim, Lift Gates, etc.	%		Х	
21	Brake Parts: Ex: Shoes, Drums, Pads, Rotors, Springs, Calipers, Wheel Cylinders, Bearings, Seals, etc.	%		Х	
22	Chassis, Steering and Suspension Parts: Ex: Shocks, Ball Joints, Springs, Tie Rods, Axle Bearings, Seals, etc.	%		Х	

	Line Item	Description	Unit of Measure	% Discount from Mfr.'s Suggested Retail Price List-NOT LESS THAN	No Bid	Comments
J	1	Additive and Auto Care Products: Ex: Polishes, Degreasers, Radiator Flush, Sealing Compounds, Tire Repair Kits, etc.	%	60%		
	2	Body Parts: Ex: Seat Belts, Body Trim, Lift Gates, etc.	%		Х	
<b>J</b>	3	Brake Parts: Ex: Shoes, Drums, Pads, Rotors, Springs, Calipers, Wheel Cylinders, Bearings, Seals, etc.	%	60%		
1	4	Chassis, Steering and Suspension Parts: Ex: Shocks, Ball Joints, Springs, Tie Rods, Axle Bearings, Seals, etc.	%	60%		
1	5	Cooling System: Ex: Radiators, Thermostats, Belts/Hoses, Water Pumps, Heaters, Air Conditioners, Air Conditioning Components, Freon, etc.	%	60%		
	6	OEM - Diagnostic Tools and Software, Including Updates to Existing Software and the Purchase of New	%		Х	
	7	NON-OEM - Diagnostic Tools and Software, Including Updates to Existing Software and the Purchase of New	%		Х	
1	8	Drive Line Components: Ex: Drive Shafts, U-Joints, Axle Parts, Differential Parts, etc.	%	60%		
1	9	Electrical System Accessories: Ex: Alternators, Sensors, Regulators, Starters, Radios, Fuses, Cable, Terminals, Flashers, Switches, Relays, etc.	%	60%		
	10	Engines: Ex: Diesel and Gasoline (New and Rebuilt)	%		Х	
1	11	Engine Components: Ex: Engine Parts (Internal), Oil Pan Gasket, Bolts, Rebuilding Components, etc.	%	60%		
1	12	Exhaust System: Ex: Exhaust Pipes, Mufflers, Tailpipes, Catalytic Converters, Clamps, etc.	%	60%		

PARTS AND ACCESSORIES FOR VEHICLES UNDER 15,000 GVWR

	Line Item	Description	Unit of Measure	% Discount from Mfr.'s Suggested Retail Price List-NOT LESS THAN	No Bid	Comments
	13	Fuel Systems and Emission: Ex: Carburetors, Fuel Pumps, Fuel Injection Parts, etc.	%	60%		
1	14	Ignition Systems: Ex: Rotors, Spark Plugs and Ignition Wire Sets, Coils and Coil Packs, etc.	%	60%		
	15	Light Bulbs: Ex: Turn Signal, Headlight, Tail Light, Strobes, LED (Light Emitting Diode) Assemblies, etc.	%	60%		
	16	Specialized Automotive Accessories: Ex: Mirrors, Gauges, Alarms, Horns, Reflectors, etc.	%		Х	-
İ	17	Transmissions: Ex: Full Standard, Automatic	%		Х	
1	18	Transmission Parts: Ex: Clutches, Valve Bodies, Solenoids, etc.	%	60%		
1	19	Windshield Wiper Arms and Blades: Ex: Various Sizes	%	60%		

Line Item	Description	Unit of Measure	% Markup Over Dealer's Cost	No Bid	Comments
20	Body Parts: Ex: Seat Belts, Body Trim, Lift Gates, etc.	%		Х	
21	Brake Parts: Ex: Shoes, Drums, Pads, Rotors, Springs, Calipers, Wheel Cylinders, Bearings, Seals, etc.	%		Х	
22	Chassis, Steering and Suspension Parts: Ex: Shocks, Ball Joints, Springs, Tie Rods, Axle Bearings, Seals, etc.	%		Х	

Line Item	Description	Unit of Measure	% Discount from Mfr.'s Suggested Retail Price List-NOT LESS THAN	No Bid	Comments
7	NON-OEM - Diagnostic Tools and Software, Including Updates to Existing Software and the Purchase of New	%		Х	
8	Drive Line Components: Ex: Drive Shafts, U-Joints, Axle Parts, Differential Parts, etc.	%	-55%		Prestone -55%, Motormite - 65%
9	Electrical System Accessories: Ex: Alternators, Sensors, Regulators, Starters, Radios, Fuses, Cable, Terminals, Flashers, Switches, Relays, etc.	%	-52%		Bussmann - 60%, Grote - 54%, Standard -66%, Wilson - 52%
10	Engines: Ex: Diesel and Gasoline (New and Rebuilt)	%		Х	
11	Engine Components: Ex: Engine Parts (Internal), Oil Pan Gasket, Bolts, Rebuilding Components, etc.	%	-56.5%		Felpro - 60%, Sealed Power - 56.5%
12	Exhaust System: Ex: Exhaust Pipes, Mufflers, Tailpipes, Catalytic Converters, Clamps, etc.	%	-61%		Walker -61%
13	Fuel Systems and Emission: Ex: Carburetors, Fuel Pumps, Fuel Injection Parts, etc.	%	-56.5%		Denso -56.5, Standard -66%
14	Ignition Systems: Ex: Rotors, Spark Plugs and Ignition Wire Sets, Coils and Coil Packs, etc.	%	-61%		Autolite -64%, Champion Spark Plugs - 61%, Standard -66%

PARTS AND ACCESSORIES FOR VEHICLES UNDER 15,000 GVWR

Line Item	Description	Unit of Measure	% Discount from Mfr.'s Suggested Retail Price List-NOT LESS THAN	No Bid	Comments
15	Light Bulbs: Ex: Turn Signal, Headlight, Tail Light, Strobes, LED (Light Emitting Diode) Assemblies, etc.	%	-54%		Grote -54%, Trucklite -63%. Wagner Lighting -65%
16	Specialized Automotive Accessories: Ex: Mirrors, Gauges, Alarms, Horns, Reflectors, etc.	%	-56.5%		Motormite - 65%, AMS - 56.5%
17	Transmissions: Ex: Full Standard, Automatic	%		Х	
18	Transmission Parts: Ex: Clutches, Valve Bodies, Solenoids, etc.	%	-56.5%		Motormite - 56.5%, AMS - 56.5%
19	Windshield Wiper Arms and Blades: Ex: Various Sizes	%	-61%		Anco -61%

Line Item	Description	Unit of Measure	% Markup Over Dealer's Cost	No Bid	Comments
20	Body Parts: Ex: Seat Belts, Body Trim, Lift Gates, etc.	%		Х	
21	Brake Parts: Ex: Shoes, Drums, Pads, Rotors, Springs, Calipers, Wheel Cylinders, Bearings, Seals, etc.	%		х	

	Line Item	Description	Unit of Measure	% Discount from Mfr.'s Suggested Retail Price List-NOT LESS THAN	No Bid	Comments
$\sqrt{}$	1	Additive and Auto Care Products: Ex: Polishes, Degreasers, Radiator Flush, Sealing Compounds, Tire Repair Kits, etc.	%	10%		Genuine GM
$\checkmark$	2	Body Parts: Ex: Seat Belts, Body Trim, Lift Gates, etc.	%	38.6%		Genuine GM
$\sqrt{}$	3	Brake Parts: Ex: Shoes, Drums, Pads, Rotors, Springs, Calipers, Wheel Cylinders, Bearings, Seals, etc.	%	38.6%		Genuine GM
	4	Chassis, Steering and Suspension Parts: Ex: Shocks, Ball Joints, Springs, Tie Rods, Axle Bearings, Seals, etc.	%	38.6%		Genuine GM
<b>/</b>	5	Cooling System: Ex: Radiators, Thermostats, Belts/Hoses, Water Pumps, Heaters, Air Conditioners, Air Conditioning Components, Freon, etc.	%	38.6%		Genuine GM
	6	OEM - Diagnostic Tools and Software, Including Updates to Existing Software and the Purchase of New	%		×	
	7	NON-OEM - Diagnostic Tools and Software, Including Updates to Existing Software and the Purchase of New	%		X	
/	8	Drive Line Components: Ex: Drive Shafts, U-Joints, Axle Parts, Differential Parts, etc.	%	38.6%		Genuine GM
/	9	Electrical System Accessories: Ex: Alternators, Sensors, Regulators, Starters, Radios, Fuses, Cable, Terminals, Flashers, Switches, Relays, etc.	%	38.6%		Genuine GM
/	10	Engines: Ex: Diesel and Gasoline (New and Rebuilt)	%	15%		Genuine GM
_/	11	Engine Components: Ex: Engine Parts (Internal), Oil Pan Gasket, Bolts, Rebuilding Components, etc.	%	38.6%		Genuine GM
1	12	Exhaust System: Ex: Exhaust Pipes, Mufflers, Tailpipes, Catalytic Converters, Clamps, etc.	%	20%		Genuine GM

PARTS AND ACCESSORIES FOR VEHICLES UNDER 15,000 GVWR

	Line Item	Description	Unit of Measure	% Discount from Mfr.'s Suggested Retail Price List-NOT LESS THAN	No Bid	Comments
$\sqrt{}$	13	Fuel Systems and Emission: Ex: Carburetors, Fuel Pumps, Fuel Injection Parts, etc.	%	38.6%		Genuine GM
<b>✓</b>	14	Ignition Systems: Ex: Rotors, Spark Plugs and Ignition Wire Sets, Coils and Coil Packs, etc.	%	38.6%		Genuine GM
	15	Light Bulbs: Ex: Turn Signal, Headlight, Tail Light, Strobes, LED (Light Emitting Diode) Assemblies, etc.	%	38.6%		Genuine GM
/	16	Specialized Automotive Accessories: Ex: Mirrors, Gauges, Alarms, Horns, Reflectors, etc.	%	15%		Genuine GM
1	17	Transmissions: Ex: Full Standard, Automatic	%	15%		Genuine GM
	18	Transmission Parts: Ex: Clutches, Valve Bodies, Solenoids, etc.	%	38.6%		Genuine GM
$\sqrt{\ }$	19	Windshield Wiper Arms and Blades: Ex: Various Sizes	%	38.6%		Genuine GM

Line Item	Description	Unit of Measure	% Markup Over Dealer's Cost	No Bid	Comments
20	Body Parts: Ex: Seat Belts, Body Trim, Lift Gates, etc.	%		Х	
21	Brake Parts: Ex: Shoes, Drums, Pads, Rotors, Springs, Calipers, Wheel Cylinders, Bearings, Seals, etc.	%		Х	
22	Chassis, Steering and Suspension Parts: Ex: Shocks, Ball Joints, Springs, Tie Rods, Axle Bearings, Seals, etc.	%		Х	

	Line Item	Description	Unit of Measure	% Discount from Mfr.'s Suggested Retail Price List-NOT LESS THAN	No Bid	Comments
7	1	Additive and Auto Care Products: Ex: Polishes, Degreasers, Radiator Flush, Sealing Compounds, Tire Repair Kits, etc.	%	25%	-	
1	2	Body Parts: Ex: Seat Belts, Body Trim, Lift Gates, etc.	%	30%		List prices published at www.mypricelink.com
4	3	Brake Parts: Ex: Shoes, Drums, Pads, Rotors, Springs, Calipers, Wheel Cylinders, Bearings, Seals, etc.	%	30%		
1	4	Chassis, Steering and Suspension Parts: Ex: Shocks, Ball Joints, Springs, Tie Rods, Axle Bearings, Seals, etc.	%	30%		
1	5	Cooling System: Ex: Radiators, Thermostats, Belts/Hoses, Water Pumps, Heaters, Air Conditioners, Air Conditioning Components, Freon, etc.	%	30%		
ļ	6	OEM - Diagnostic Tools and Software, Including Updates to Existing Software and the Purchase of New	%		Χ	
	7	NON-OEM - Diagnostic Tools and Software, Including Updates to Existing Software and the Purchase of New	%		Х	
1	8	Drive Line Components: Ex: Drive Shafts, U-Joints, Axle Parts, Differential Parts, etc.	%	30%		
1	9	Electrical System Accessories: Ex: Alternators, Sensors, Regulators, Starters, Radios, Fuses, Cable, Terminals, Flashers, Switches, Relays, etc.	%	30%		
1	10	Engines: Ex: Diesel and Gasoline (New and Rebuilt)	%	7%		
1	11	Engine Components: Ex: Engine Parts (Internal), Oil Pan Gasket, Bolts, Rebuilding Components, etc.	%	30%		

PARTS AND ACCESSORIES FOR VEHICLES UNDER 15,000 GVWR

	Line Item	Description	Unit of Measure	% Discount from Mfr.'s Suggested Retail Price List-NOT LESS THAN	No Bid	Comments
$\sqrt{}$	12	Exhaust System: Ex: Exhaust Pipes, Mufflers, Tailpipes, Catalytic Converters, Clamps, etc.	%	30%	ü	
1	13	Fuel Systems and Emission: Ex: Carburetors, Fuel Pumps, Fuel Injection Parts, etc.	%	30%		
	14	Ignition Systems: Ex: Rotors, Spark Plugs and Ignition Wire Sets, Coils and Coil Packs, etc.	%	30%		
1	15	Light Bulbs: Ex: Turn Signal, Headlight, Tail Light, Strobes, LED (Light Emitting Diode) Assemblies, etc.	%	30%		
	16	Specialized Automotive Accessories: Ex: Mirrors, Gauges, Alarms, Horns, Reflectors, etc.	%		Х	
<b>\</b>	17	Transmissions: Ex: Full Standard, Automatic	%	10%		
√,	18	Transmission Parts: Ex: Clutches, Valve Bodies, Solenoids, etc.	%	30%		
1	19	Windshield Wiper Arms and Blades: Ex: Various Sizes	%	30%		

	Line Item	Description	Unit of Measure	% Markup Over Dealer's Cost	No Bid	Comments
1	20	Body Parts: Ex: Seat Belts, Body Trim, Lift Gates, etc.	%	15%		
$\checkmark$	21	Brake Parts: Ex: Shoes, Drums, Pads, Rotors, Springs, Calipers, Wheel Cylinders, Bearings, Seals, etc.	%	15%		

# BARLOW BUICK GMC

PROPOSAL DOCUMENT REPORT Bid No. TBD

	Line Item	Description	Unit of Measure	% Markup Over Dealer's Cost	No Bid	Comments
<b>\</b>	22	Chassis, Steering and Suspension Parts: Ex: Shocks, Ball Joints, Springs, Tie Rods, Axle Bearings, Seals, etc.	%	15%		
✓	23	Cooling System: Ex: Radiators, Thermostats, Belts/Hoses, Water Pumps, Heaters, Air Conditioners, Air Conditioning Components, etc.	%	15%		
$\checkmark$	24	Drive Line Components: Ex: Drive Shafts, U-Joints, Axle Parts, Differential Parts, etc.	%	15%		
<b>/</b>	25	Electrical System Accessories: Ex: Alternators, Distributors, Generators, Regulators, Starters, Radios, Fuses, Cable, Terminals, Flashers, Switches, Relays, etc.	%	15%		
$\checkmark$	26	Engines: Ex: Diesel, Gasoline	%	5%		
1	27	Engine Components: Ex: Engine Parts (Internal), Oil Pan Gasket, Bolts, Rebuilding Components, etc.	%	15%		
./	28	Exhaust System: Ex: Exhaust Pipes, Mufflers, Tailpipes, Catalytic Converters, Clamps, etc.	%	15%		
	29	Fuel Systems and Emission: Ex: Carburetors, Fuel Pumps, Fuel Injection Parts, etc.	%	15%		
/	30	Ignition Systems: Ex: Rotors, Spark Plugs and Ignition Wire Sets, Coils and Coil Packs, etc.	%	15%		
1	31	Specialized Automotive Accessories: Ex: Mirrors, Gauges, Alarms, Horns, Reflectors, etc.	%	15%		
$\checkmark$	32	Transmissions: Ex: Full Standard, Automatic	%	5%		
1	33	Transmission Parts: Ex: Clutches, Valve Bodies, Solenoids, etc.	%	15%		
	34	Windshield Wiper Arms: Ex: Various Sizes	%	15%		

Line Item	Description	Unit of Measure	% Discount from Mfr.'s Suggested Retail Price List-NOT LESS THAN	No Bid	Comments
1	Additive and Auto Care Products: Ex: Polishes, Degreasers, Radiator Flush, Sealing Compounds, Tire Repair Kits, etc.	%	50%		
2	Body Parts: Ex: Seat Belts, Body Trim, Lift Gates, etc.	%		Х	
3	Brake Parts: Ex: Shoes, Drums, Pads, Rotors, Springs, Calipers, Wheel Cylinders, Bearings, Seals, etc.	%	50%		
4	Chassis, Steering and Suspension Parts: Ex: Shocks, Ball Joints, Springs, Tie Rods, Axle Bearings, Seals, etc.	%	50%		
5	Cooling System: Ex: Radiators, Thermostats, Belts/Hoses, Water Pumps, Heaters, Air Conditioners, Air Conditioning Components, Freon, etc.	%	50%		
6	OEM - Diagnostic Tools and Software, Including Updates to Existing Software and the Purchase of New	%		Х	
7	NON-OEM - Diagnostic Tools and Software, Including Updates to Existing Software and the Purchase of New	%	50%		
8	Drive Line Components: Ex: Drive Shafts, U-Joints, Axle Parts, Differential Parts, etc.	%	50%	•	
9	Electrical System Accessories: Ex: Alternators, Sensors, Regulators, Starters, Radios, Fuses, Cable, Terminals, Flashers, Switches, Relays, etc.	%	50%		
10	Engines: Ex: Diesel and Gasoline (New and Rebuilt)	%	50%		
11	Engine Components: Ex: Engine Parts (Internal), Oil Pan Gasket, Bolts, Rebuilding Components, etc.	%	50%		
12	Exhaust System: Ex: Exhaust Pipes, Mufflers, Tailpipes, Catalytic Converters, Clamps, etc.	%	50%		<u> </u>

PARTS AND ACCESSORIES FOR VEHICLES UNDER 15,000 GVWR

	Line Item	Description	Unit of Measure	% Discount from Mfr.'s	No Bid	Comments
			Meddare	Suggested Retail Price		
				List-NOT LESS THAN		
	13	Fuel Systems and Emission: Ex: Carburetors, Fuel Pumps, Fuel Injection Parts, etc.	%	50%		
	14	Ignition Systems: Ex: Rotors, Spark Plugs and Ignition Wire Sets, Coils and Coil Packs, etc.	%	50%		
	15	Light Bulbs: Ex: Turn Signal, Headlight, Tail Light, Strobes, LED (Light Emitting Diode) Assemblies, etc.	%	50%		
$\sqrt{}$	16	Specialized Automotive Accessories: Ex: Mirrors, Gauges, Alarms, Horns, Reflectors, etc.	%	50%		
1	17	Transmissions: Ex: Full Standard, Automatic	%	50%		
	18	Transmission Parts: Ex: Clutches, Valve Bodies, Solenoids, etc.	%	50%		
	19	Windshield Wiper Arms and Blades: Ex: Various Sizes	%	55%		

	Line Item	Description	Unit of Measure	% Markup Over Dealer's Cost	No Bid	Comments
	20	Body Parts: Ex: Seat Belts, Body Trim, Lift Gates, etc.	%	30%		
1	21	Brake Parts: Ex: Shoes, Drums, Pads, Rotors, Springs, Calipers, Wheel Cylinders, Bearings, Seals, etc.	%	30%		
	22	Chassis, Steering and Suspension Parts: Ex: Shocks, Ball Joints, Springs, Tie Rods, Axle Bearings, Seals, etc.	%	30%	<del></del>	

	Line Item	Description	Unit of Measure	% Markup Over Dealer's	No Bid	Comments
		Parkage Comments of the Commen	and the properties	Cost	- Next	Professional American
<b>✓</b>	23	Cooling System: Ex: Radiators, Thermostats, Belts/Hoses, Water Pumps, Heaters, Air Conditioners, Air Conditioning Components, etc.	%	30%		
_/	24	Drive Line Components: Ex: Drive Shafts, U-Joints, Axle Parts, Differential Parts, etc.	%	30%		
	25	Electrical System Accessories: Ex: Alternators, Distributors, Generators, Regulators, Starters, Radios, Fuses, Cable, Terminals, Flashers, Switches, Relays, etc.	%	30%		
1	26	Engines: Ex: Diesel, Gasoline	%	30%		
1	27	Engine Components: Ex: Engine Parts (Internal), Oil Pan Gasket, Bolts, Rebuilding Components, etc.	%	30%		
1	28	Exhaust System: Ex: Exhaust Pipes, Mufflers, Tailpipes, Catalytic Converters, Clamps, etc.	%	30%		
1	29	Fuel Systems and Emission: Ex: Carburetors, Fuel Pumps, Fuel Injection Parts, etc.	%	30%		
1	30	Ignition Systems: Ex: Rotors, Spark Plugs and Ignition Wire Sets, Coils and Coil Packs, etc.	%	30%		
1	31	Specialized Automotive Accessories: Ex: Mirrors, Gauges, Alarms, Horns, Reflectors, etc.	%	30%		
1	32	Transmissions: Ex: Full Standard, Automatic	%	30%		
1	33	Transmission Parts: Ex: Clutches, Valve Bodies, Solenoids, etc.	%	30%		
1	34	Windshield Wiper Arms: Ex: Various Sizes	%	30%		

PARTS AND ACCESSORIES FOR VEHICLES UNDER 15,000 GVWR

	Line Item	Description	Unit of Measure	% Discount from Mfr.'s Suggested Retail Price List-NOT LESS THAN	No Bid	Comments
	13	Fuel Systems and Emission: Ex: Carburetors, Fuel Pumps, Fuel Injection Parts, etc.	%		Х	
	14	Ignition Systems: Ex: Rotors, Spark Plugs and Ignition Wire Sets, Coils and Coil Packs, etc.	%		Х	
<b>,</b>	15	Light Bulbs: Ex: Turn Signal, Headlight, Tail Light, Strobes, LED (Light Emitting Diode) Assemblies, etc.	%	30%		
	16	Specialized Automotive Accessories: Ex: Mirrors, Gauges, Alarms, Horns, Reflectors, etc.	%		Х	
	17	Transmissions: Ex: Full Standard, Automatic	%		Х	
	18	Transmission Parts: Ex: Clutches, Valve Bodies, Solenoids, etc.	%		Х	
	19	Windshield Wiper Arms and Blades: Ex: Various Sizes	%		Х	

Line Item	Description	Unit of Measure	% Markup Over Dealer's Cost	No Bid	Comments
20	Body Parts: Ex: Seat Belts, Body Trim, Lift Gates, etc.	%		Х	
21	Brake Parts: Ex: Shoes, Drums, Pads, Rotors, Springs, Calipers, Wheel Cylinders, Bearings, Seals, etc.	%		Х	
22	Chassis, Steering and Suspension Parts: Ex: Shocks, Ball Joints, Springs, Tie Rods, Axle Bearings, Seals, etc.	%		Х	

	Line Item	Description	Unit of Measure	% Discount from Mfr.'s Suggested Retail Price List-NOT LESS THAN	No Bid	Comments
	1	Additive and Auto Care Products: Ex: Polishes, Degreasers, Radiator Flush, Sealing Compounds, Tire Repair Kits, etc.	%		Х	
	2	Body Parts: Ex: Seat Belts, Body Trim, Lift Gates, etc.	%		Х	
	3	Brake Parts: Ex: Shoes, Drums, Pads, Rotors, Springs, Calipers, Wheel Cylinders, Bearings, Seals, etc.	%	73%		
	4	Chassis, Steering and Suspension Parts: Ex: Shocks, Ball Joints, Springs, Tie Rods, Axle Bearings, Seals, etc.	%	72%	-	
	5	Cooling System: Ex: Radiators, Thermostats, Belts/Hoses, Water Pumps, Heaters, Air Conditioners, Air Conditioning Components, Freon, etc.	%	66%		
	6	OEM - Diagnostic Tools and Software, Including Updates to Existing Software and the Purchase of New	%		Х	
	7	NON-OEM - Diagnostic Tools and Software, Including Updates to Existing Software and the Purchase of New	%		X	
1	8	Drive Line Components: Ex: Drive Shafts, U-Joints, Axle Parts, Differential Parts, etc.	%	66%		
1	9	Electrical System Accessories: Ex: Alternators, Sensors, Regulators, Starters, Radios, Fuses, Cable, Terminals, Flashers, Switches, Relays, etc.	%	65%		
	10	Engines: Ex: Diesel and Gasoline (New and Rebuilt)	%		×	
<b>/</b>	11	Engine Components: Ex: Engine Parts (Internal), Oil Pan Gasket, Bolts, Rebuilding Components, etc.	%	74%		
1	12	Exhaust System: Ex: Exhaust Pipes, Mufflers, Tailpipes, Catalytic Converters, Clamps, etc.	%	68%		

PARTS AND ACCESSORIES FOR VEHICLES UNDER 15,000 GVWR

	Line Item	Description	Unit of Measure	% Discount from Mfr.'s Suggested Retail Price List-NOT LESS THAN	No Bid	Comments
$\sqrt{}$	13	Fuel Systems and Emission: Ex: Carburetors, Fuel Pumps, Fuel Injection Parts, etc.	%	73%	* * * * * * * * * * * * * * * * * * * *	
$\sqrt{ }$	14	Ignition Systems: Ex: Rotors, Spark Plugs and Ignition Wire Sets, Coils and Coil Packs, etc.	%	65%		
$\checkmark$	15	Light Bulbs: Ex: Turn Signal, Headlight, Tail Light, Strobes, LED (Light Emitting Diode) Assemblies, etc.	%	76%		
	16	Specialized Automotive Accessories: Ex: Mirrors, Gauges, Alarms, Horns, Reflectors, etc.	%		Х	
	17	Transmissions: Ex: Full Standard, Automatic	%		X	
	18	Transmission Parts: Ex: Clutches, Valve Bodies, Solenoids, etc.	%	58%		
<b>\</b>	19	Windshield Wiper Arms and Blades: Ex: Various Sizes	%	83%		

Line Item	Description	Unit of Measure	% Markup Over Dealer's Cost	No Bid	Comments
20	Body Parts: Ex: Seat Belts, Body Trim, Lift Gates, etc.	%		х	
21	Brake Parts: Ex: Shoes, Drums, Pads, Rotors, Springs, Calipers, Wheel Cylinders, Bearings, Seals, etc.	%		Х	
22	Chassis, Steering and Suspension Parts: Ex: Shocks, Ball Joints, Springs, Tie Rods, Axle Bearings, Seals, etc.	%		Х	

# C& MAUTO PARTS, INC. '

PROPOSAL DOCUMENT REPORT Bid No. TBD

PARTS AND ACCESSORIES FOR VEHICLES UNDER 15,000 GVWR

	Line Item	Description	Unit of Measure	% Discount from Mfr.'s Suggested Retail Price List-NOT LESS THAN	No Bid	Comments
$\checkmark$	1	Additive and Auto Care Products: Ex: Polishes, Degreasers, Radiator Flush, Sealing Compounds, Tire Repair Kits, etc.	%	71.9%		
	2	Body Parts: Ex: Seat Belts, Body Trim, Lift Gates, etc.	%	71.9%		
$\checkmark$	3	Brake Parts: Ex: Shoes, Drums, Pads, Rotors, Springs, Calipers, Wheel Cylinders, Bearings, Seals, etc.	%	71.9%		
	4	Chassis, Steering and Suspension Parts: Ex: Shocks, Ball Joints, Springs, Tie Rods, Axle Bearings, Seals, etc.	%	71.9%		
1	5	Cooling System: Ex: Radiators, Thermostats, Belts/Hoses, Water Pumps, Heaters, Air Conditioners, Air Conditioning Components, Freon, etc.	%	71.9%		
	6	OEM - Diagnostic Tools and Software, Including Updates to Existing Software and the Purchase of New	%		х	
	7	NON-OEM - Diagnostic Tools and Software, Including Updates to Existing Software and the Purchase of New	%		х	
<b>✓</b>	8	Drive Line Components: Ex: Drive Shafts, U-Joints, Axle Parts, Differential Parts, etc.	%	71.9%		
/	9	Electrical System Accessories: Ex: Alternators, Sensors, Regulators, Starters, Radios, Fuses, Cable, Terminals, Flashers, Switches, Relays, etc.	%	71.9%		
	10	Engines: Ex: Diesel and Gasoline (New and Rebuilt)	%	71.9%		
<b>✓</b>	11	Engine Components: Ex: Engine Parts (Internal), Oil Pan Gasket, Bolts, Rebuilding Components, etc.	%	71.9%		
oduce	12	Exhaust System: Ex: Exhaust Pipes, Mufflers, Tailpipes, Catalytic Converters, Clamps, etc.	%	71.9%		

Adopted BROPOSAL DOGULIVE NTO REPORT
Official Respublications and Date Stock Control of the Cont

# C& MAUTO PARTS, INC. '

PROPOSAL DOCUMENT REPORT Bid No. TBD

PARTS AND ACCESSORIES FOR VEHICLES UNDER 15,000 GVWR

	Line Item	Description	Unit of Measure	% Discount from Mfr.'s Suggested Retail Price List-NOT LESS THAN	No Bid	Comments
$\sqrt{\ }$	13	Fuel Systems and Emission: Ex: Carburetors, Fuel Pumps, Fuel Injection Parts, etc.	%	71.9%		
	14	Ignition Systems: Ex: Rotors, Spark Plugs and Ignition Wire Sets, Coils and Coil Packs, etc.	%	71.9%	······································	
	15	Light Bulbs: Ex: Turn Signal, Headlight, Tail Light, Strobes, LED (Light Emitting Diode) Assemblies, etc.	%	71.9%		
	16	Specialized Automotive Accessories: Ex: Mirrors, Gauges, Alarms, Horns, Reflectors, etc.	%	71.9%		
	17	Transmissions: Ex: Full Standard, Automatic	%	71.9%	,	
	18	Transmission Parts: Ex: Clutches, Valve Bodies, Solenoids, etc.	%	71.9%		
	19	Windshield Wiper Arms and Blades: Ex: Various Sizes	%	71.9%		

	Line Item	Description	Unit of Measure	% Markup Over Dealer's Cost	No Bid	Comments
~	20	Body Parts: Ex: Seat Belts, Body Trim, Lift Gates, etc.	%	22%	·	
<b>~</b>	21	Brake Parts: Ex: Shoes, Drums, Pads, Rotors, Springs, Calipers, Wheel Cylinders, Bearings, Seals, etc.	%	22%		
<b>/</b>	22	Chassis, Steering and Suspension Parts: Ex: Shocks, Ball Joints, Springs, Tie Rods, Axle Bearings, Seals, etc.	%	22%		

# C & M AUTO PARTS, INC. '

PROPOSAL DOCUMENT REPORT Bid No. TBD

	Line Item	Description	Unit of Measure	% Markup Over Dealer's Cost	No Bid	Comments
	23	Cooling System: Ex: Radiators, Thermostats, Belts/Hoses, Water Pumps, Heaters, Air Conditioners, Air Conditioning Components, etc.	%	22%		
<b>\</b>	24	Drive Line Components: Ex: Drive Shafts, U-Joints, Axle Parts, Differential Parts, etc.	%	22%		
$\checkmark$	25	Electrical System Accessories: Ex: Alternators, Distributors, Generators, Regulators, Starters, Radios, Fuses, Cable, Terminals, Flashers, Switches, Relays, etc.	%	22%		
	26	Engines: Ex: Diesel, Gasoline	%	22%		
$\checkmark$	27	Engine Components: Ex: Engine Parts (Internal), Oil Pan Gasket, Bolts, Rebuilding Components, etc.	%	22%		
$\checkmark$	28	Exhaust System: Ex: Exhaust Pipes, Mufflers, Tailpipes, Catalytic Converters, Clamps, etc.	%	22%		
$\checkmark$	29	Fuel Systems and Emission: Ex: Carburetors, Fuel Pumps, Fuel Injection Parts, etc.	%	22%		
<b>✓</b>	30	Ignition Systems: Ex: Rotors, Spark Plugs and Ignition Wire Sets, Coils and Coil Packs, etc.	%	22%		
<b>\</b>	31	Specialized Automotive Accessories: Ex: Mirrors, Gauges, Alarms, Horns, Reflectors, etc.	%	22%	***************************************	
\	32	Transmissions: Ex: Full Standard, Automatic	%	22%		
<b>\</b>	33	Transmission Parts: Ex: Clutches, Valve Bodies, Solenoids, etc.	%	22%		
<b>/</b>	34	Windshield Wiper Arms: Ex: Various Sizes	%	22%		

PARTS AND ACCESSORIES FOR VEHICLES UNDER 15,000 GVWR

Line It	n Description	Unit of Measure	% Discount from Mfr.'s Suggested Retail Price List-NOT LESS THAN	No Bid	Comments
1	Additive and Auto Care Products: Ex: Polishes, Degreasers, Radiator Flush, Sealing Compounds, Tire Repair Kits, etc.	%	50%		
2	Body Parts: Ex: Seat Belts, Body Trim, Lift Gates, etc.	%	55%		
3	Brake Parts: Ex: Shoes, Drums, Pads, Rotors, Springs, Calipers, Wheel Cylinders, Bearings, Seals, etc.	%	60%		
4	Chassis, Steering and Suspension Parts: Ex: Shocks, Ball Joints, Springs, Tie Rods, Axle Bearings, Seals, etc.	%	60%		
5	Cooling System: Ex: Radiators, Thermostats, Belts/Hoses, Water Pumps, Heaters, Air Conditioners, Air Conditioning Components, Freon, etc.	%	60%		
6	OEM - Diagnostic Tools and Software, Including Updates to Existing Software and the Purchase of New	%		Х	
7	NON-OEM - Diagnostic Tools and Software, Including Updates to Existing Software and the Purchase of New	%	50%		
8	Drive Line Components: Ex: Drive Shafts, U-Joints, Axle Parts, Differential Parts, etc.	%	50%		
9	Electrical System Accessories: Ex: Alternators, Sensors, Regulators, Starters, Radios, Fuses, Cable, Terminals, Flashers, Switches, Relays, etc.	%	60%		
10	Engines: Ex: Diesel and Gasoline (New and Rebuilt)	%	50%		
11	Engine Components: Ex: Engine Parts (Internal), Oil Pan Gasket, Bolts, Rebuilding Components, etc.	%	50%		
12	Exhaust System: Ex: Exhaust Pipes, Mufflers, Tailpipes, Catalytic Converters, Clamps, etc.	%	65%		

Adopted OROPOSAL DOGILAMENTE REPORT
Official Regolution 15,000 GVWR

PARTS AND ACCESSORIES FOR VEHICLES UNDER 15,000 GVWR

	Line Item	Description	Unit of Measure	% Discount from Mfr.'s Suggested Retail Price List-NOT LESS THAN	No Bid	Comments
$\checkmark$	13	Fuel Systems and Emission: Ex: Carburetors, Fuel Pumps, Fuel Injection Parts, etc.	%	60%		
1	14	Ignition Systems: Ex: Rotors, Spark Plugs and Ignition Wire Sets, Coils and Coil Packs, etc.	%	60%		
1	15	Light Bulbs: Ex: Turn Signal, Headlight, Tail Light, Strobes, LED (Light Emitting Diode) Assemblies, etc.	%	60%		
✓	16	Specialized Automotive Accessories: Ex: Mirrors, Gauges, Alarms, Horns, Reflectors, etc.	%	55%		
1	17	Transmissions: Ex: Full Standard, Automatic	%	55%		
1	18	Transmission Parts: Ex: Clutches, Valve Bodies, Solenoids, etc.	%	55%		
	19	Windshield Wiper Arms and Blades: Ex: Various Sizes	%	60%		

	Line Item	Description	Unit of Measure	% Markup Over Dealer's Cost	No Bid	Comments
$\checkmark$	20	Body Parts: Ex: Seat Belts, Body Trim, Lift Gates, etc.	%	20%		
	21	Brake Parts: Ex: Shoes, Drums, Pads, Rotors, Springs, Calipers, Wheel Cylinders, Bearings, Seals, etc.	%	20%		
$\checkmark$	22	Chassis, Steering and Suspension Parts: Ex: Shocks, Ball Joints, Springs, Tie Rods, Axle Bearings, Seals, etc.	%	20%		

	Line Item	Description	Unit of Measure	% Markup Over Dealer's Cost	No Bid	Comments
	23	Cooling System: Ex: Radiators, Thermostats, Belts/Hoses, Water Pumps, Heaters, Air Conditioners, Air Conditioning Components, etc.	%	20%		
	24	Drive Line Components: Ex: Drive Shafts, U-Joints, Axle Parts, Differential Parts, etc.	%	20%		
	25	Electrical System Accessories: Ex: Alternators, Distributors, Generators, Regulators, Starters, Radios, Fuses, Cable, Terminals, Flashers, Switches, Relays, etc.	%	20%		
$\checkmark$	26	Engines: Ex: Diesel, Gasoline	%	20%		
	27	Engine Components: Ex: Engine Parts (Internal), Oil Pan Gasket, Bolts, Rebuilding Components, etc.	%	20%		
~	28	Exhaust System: Ex: Exhaust Pipes, Mufflers, Tailpipes, Catalytic Converters, Clamps, etc.	%	20%		
$\checkmark$	29	Fuel Systems and Emission: Ex: Carburetors, Fuel Pumps, Fuel Injection Parts, etc.	%	20%		
	30	Ignition Systems: Ex: Rotors, Spark Plugs and Ignition Wire Sets, Coils and Coil Packs, etc.	%	20%		
1	31	Specialized Automotive Accessories: Ex: Mirrors, Gauges, Alarms, Horns, Reflectors, etc.	%	20%		
<b>✓</b>	32	Transmissions: Ex: Full Standard, Automatic	%	20%		100
~	33	Transmission Parts: Ex: Clutches, Valve Bodies, Solenoids, etc.	%	20%		
$\checkmark$	34	Windshield Wiper Arms: Ex: Various Sizes	%	20%		

# D&W DIESEL, INC.

PROPOSAL DOCUMENT REPORT Bid No. TBD

Line Item	Description	Unit of Measure	% Discount from Mfr.'s Suggested Retail Price List-NOT LESS THAN	No Bid	Comments
1	Additive and Auto Care Products: Ex: Polishes, Degreasers, Radiator Flush, Sealing Compounds, Tire Repair Kits, etc.	%		X	
2	Body Parts: Ex: Seat Belts, Body Trim, Lift Gates, etc.	%		х	
3	Brake Parts: Ex: Shoes, Drums, Pads, Rotors, Springs, Calipers, Wheel Cylinders, Bearings, Seals, etc.	%		х	
4	Chassis, Steering and Suspension Parts: Ex: Shocks, Ball Joints, Springs, Tie Rods, Axle Bearings, Seals, etc.	%		х	
5	Cooling System: Ex: Radiators, Thermostats, Belts/Hoses, Water Pumps, Heaters, Air Conditioners, Air Conditioning Components, Freon, etc.	%	20%		
6	OEM - Diagnostic Tools and Software, including Updates to Existing Software and the Purchase of New	%		Х	
7	NON-OEM - Diagnostic Tools and Software, Including Updates to Existing Software and the Purchase of New	%		Х	
8	Drive Line Components: Ex: Drive Shafts, U-Joints, Axle Parts, Differential Parts, etc.	%		х	
9	Electrical System Accessories: Ex: Alternators, Sensors, Regulators, Starters, Radios, Fuses, Cable, Terminals, Flashers, Switches, Relays, etc.	%	20%		
10	Engines: Ex: Diesel and Gasoline (New and Rebuilt)	%	20%		
11	Engine Components: Ex: Engine Parts (Internal), Oil Pan Gasket, Bolts, Rebuilding Components, etc.	%		х	
12 oduce <del>d on: At</del>	Exhaust System: Ex: Exhaust Pipes, Mufflers, Tailpipes, Catalytic Converters, Clamps, etc.	%		х	

PARTS AND ACCESSORIES FOR VEHICLES UNDER 15,000 GVWR

	Line Item	Description	Unit of Measure	% Discount from Mfr.'s Suggested Retail Price List-NOT LESS THAN	No Bid	Comments
$\sqrt{}$	13	Fuel Systems and Emission: Ex: Carburetors, Fuel Pumps, Fuel Injection Parts, etc.	%	20%		
ŀ	14	Ignition Systems: Ex: Rotors, Spark Plugs and Ignition Wire Sets, Coils and Coil Packs, etc.	%		X	
	15	Light Bulbs: Ex: Turn Signal, Headlight, Tail Light, Strobes, LED (Light Emitting Diode) Assemblies, etc.	%		Х	
	16	Specialized Automotive Accessories: Ex: Mirrors, Gauges, Alarms, Horns, Reflectors, etc.	%		Х	
	17	Transmissions: Ex: Full Standard, Automatic	%		X	
	18	Transmission Parts: Ex: Clutches, Valve Bodies, Solenoids, etc.	%		X	
	19	Windshield Wiper Arms and Blades: Ex: Various Sizes	%		X	

Line Item	Description	Unit of Measure	% Markup Over Dealer's Cost	No Bid	Comments
20	Body Parts: Ex: Seat Belts, Body Trim, Lift Gates, etc.	%		Х	
21	Brake Parts: Ex: Shoes, Drums, Pads, Rotors, Springs, Calipers, Wheel Cylinders, Bearings, Seals, etc.	%		Х	
22	Chassis, Steering and Suspension Parts: Ex: Shocks, Ball Joints, Springs, Tie Rods, Axle Bearings, Seals, etc.	%		Х	

Line ltem	Description	Unit of Measure	% Markup Over Dealer's Cost	No Bid	Comments
23	Cooling System: Ex: Radiators, Thermostats, Belts/Hoses, Water Pumps, Heaters, Air Conditioners, Air Conditioning Components, etc.	%	20%		
24	Drive Line Components: Ex: Drive Shafts, U-Joints, Axle Parts, Differential Parts, etc.	%		Х	
25	Electrical System Accessories: Ex: Alternators, Distributors, Generators, Regulators, Starters, Radios, Fuses, Cable, Terminals, Flashers, Switches, Relays, etc.	%	20%		
26	Engines: Ex: Diesel, Gasoline	%	20%		
27	Engine Components: Ex: Engine Parts (Internal), Oil Pan Gasket, Bolts, Rebuilding Components, etc.	%	20%		
28	Exhaust System: Ex: Exhaust Pipes, Mufflers, Tailpipes, Catalytic Converters, Clamps, etc.	%	20%		DPF, DOC, doser inj & sensors
29	Fuel Systems and Emission: Ex: Carburetors, Fuel Pumps, Fuel Injection Parts, etc.	%	20%		
30	Ignition Systems: Ex: Rotors, Spark Plugs and Ignition Wire Sets, Coils and Coil Packs, etc.	%		Х	
31	Specialized Automotive Accessories: Ex: Mirrors, Gauges, Alarms, Horns, Reflectors, etc.	%		Х	
32	Transmissions: Ex: Full Standard, Automatic	%		Х	
33	Transmission Parts: Ex: Clutches, Valve Bodies, Solenoids, etc.	%		Х	
34	Windshield Wiper Arms: Ex: Various Sizes	%		X	

PROPOSAL DOCUMENT REPORT

Bid No. TBD

PARTS AND ACCESSORIES FOR VEHICLES UNDER 15,000 GVWR

	Line Item	Description	Unit of Measure	% Discount from Mfr.'s Suggested Retail Price List-NOT LESS THAN	No Bid	Comments
	1	Additive and Auto Care Products: Ex: Polishes, Degreasers, Radiator Flush, Sealing Compounds, Tire Repair Kits, etc.	%	46%		
<b>\</b>	2	Body Parts: Ex: Seat Belts, Body Trim, Lift Gates, etc.	%	42%		
✓	3	Brake Parts: Ex: Shoes, Drums, Pads, Rotors, Springs, Calipers, Wheel Cylinders, Bearings, Seals, etc.	%	65%		
<b>✓</b>	4	Chassis, Steering and Suspension Parts: Ex: Shocks, Ball Joints, Springs, Tie Rods, Axle Bearings, Seals, etc.	%	66%		
\	5	Cooling System: Ex: Radiators, Thermostats, Belts/Hoses, Water Pumps, Heaters, Air Conditioners, Air Conditioning Components, Freon, etc.	%	63.5%		
	6	OEM - Diagnostic Tools and Software, Including Updates to Existing Software and the Purchase of New	%		Х	
<b>/</b>	7	NON-OEM - Diagnostic Tools and Software, Including Updates to Existing Software and the Purchase of New	%	55%		
/	8	Drive Line Components: Ex: Drive Shafts, U-Joints, Axle Parts, Differential Parts, etc.	%	66%		
<b>/</b>	9	Electrical System Accessories: Ex: Alternators, Sensors, Regulators, Starters, Radios, Fuses, Cable, Terminals, Flashers, Switches, Relays, etc.	%	63%		
	10	Engines: Ex: Diesel and Gasoline (New and Rebuilt)	%	30%		
<b>/</b>	11	Engine Components: Ex: Engine Parts (Internal), Oil Pan Gasket, Bolts, Rebuilding Components, etc.	%	55%		
roduce	12	Exhaust System: Ex: Exhaust Pipes, Mufflers, Tailpipes, Catalytic Converters, Clamps, etc.	%	65%		

Introduced on: August 4, 2021
Adopted & ROPOSAL ROGUL MENTO REPORT

PROPOSAL DOCUMENT REPORT

Bid No. TBD

PARTS AND ACCESSORIES FOR VEHICLES UNDER 15,000 GVWR

Line Item	Description	Unit of Measure	% Discount from Mfr.'s Suggested	No Bid	Comments
Sec. To have	The second secon	<b>Harab</b> aran aran aran aran aran aran aran aran	List-NOT LESS	Park Statement Aller and the commence	
13	Fuel Systems and Emission: Ex: Carburetors, Fuel Pumps, Fuel Injection Parts, etc.	%	60%		
14	Ignition Systems: Ex: Rotors, Spark Plugs and Ignition Wire Sets, Coils and Coil Packs, etc.	%	63%		
15	Light Bulbs: Ex: Turn Signal, Headlight, Tail Light, Strobes, LED (Light Emitting Diode) Assemblies, etc.	%	66%		VI - 1746 - 1-1
16	Specialized Automotive Accessories: Ex: Mirrors, Gauges, Alarms, Horns, Reflectors, etc.	%	47%		
17	Transmissions: Ex: Full Standard, Automatic	%	30%		
18	Transmission Parts: Ex: Clutches, Valve Bodies, Solenoids, etc.	%	46%		
19	Windshield Wiper Arms and Blades: Ex: Various Sizes	%	68%		

	Line Item	Description	Unit of Measure	% Markup Over Dealer's Cost	No Bid	Comments
$\checkmark$	20	Body Parts: Ex: Seat Belts, Body Trim, Lift Gates, etc.	%	30%		
✓	21	Brake Parts: Ex: Shoes, Drums, Pads, Rotors, Springs, Calipers, Wheel Cylinders, Bearings, Seals, etc.	%	30%		
<b>\</b>	22	Chassis, Steering and Suspension Parts: Ex: Shocks, Ball Joints, Springs, Tie Rods, Axle Bearings, Seals, etc.	%	30%		

	Line Item	Description	Unit of Measure	% Markup Over Dealer's Cost	No Bid	Comments
/	23	Cooling System: Ex: Radiators, Thermostats, Belts/Hoses, Water Pumps, Heaters, Air Conditioners, Air Conditioning Components, etc.	%	30%		
<b>\</b>	24	Drive Line Components: Ex: Drive Shafts, U-Joints, Axle Parts, Differential Parts, etc.	%	30%		
/	25	Electrical System Accessories: Ex: Alternators, Distributors, Generators, Regulators, Starters, Radios, Fuses, Cable, Terminals, Flashers, Switches, Relays, etc.	%	30%		
/	26	Engines: Ex: Diesel, Gasoline	%	20%		
/	27	Engine Components: Ex: Engine Parts (Internal), Oil Pan Gasket, Bolts, Rebuilding Components, etc.	%	30%		
$\sqrt{}$	28	Exhaust System: Ex: Exhaust Pipes, Mufflers, Tailpipes, Catalytic Converters, Clamps, etc.	%	30%		
	, 29	Fuel Systems and Emission: Ex: Carburetors, Fuel Pumps, Fuel Injection Parts, etc.	%	30%		
/	30	Ignition Systems: Ex: Rotors, Spark Plugs and Ignition Wire Sets, Coils and Coil Packs, etc.	%	30%	li	
/	31	Specialized Automotive Accessories: Ex: Mirrors, Gauges, Alarms, Horns, Reflectors, etc.	%	30%		
/	32	Transmissions: Ex: Full Standard, Automatic	%	20%		
	33	Transmission Parts: Ex: Clutches, Valve Bodies, Solenoids, etc.	%	30%		
/	34	Windshield Wiper Arms: Ex: Various Sizes	%	40%		

# GENUINE PARTS COMPANY

PROPOSAL DOCUMENT REPORT Bid No. TBD

Line Item	Description	Unit of Measure	% Discount from Mfr.'s Suggested Retail Price List-NOT LESS THAN	No Bid	Comments
1	Additive and Auto Care Products: Ex: Polishes, Degreasers, Radiator Flush, Sealing Compounds, Tire Repair Kits, etc.	%	45%		
2	Body Parts: Ex: Seat Belts, Body Trim, Lift Gates, etc.	%	40%		
3	Brake Parts: Ex: Shoes, Drums, Pads, Rotors, Springs, Calipers, Wheel Cylinders, Bearings, Seals, etc.	%	60%		
4	Chassis, Steering and Suspension Parts: Ex: Shocks, Ball Joints, Springs, Tie Rods, Axle Bearings, Seals, etc.	%	60%		
5	Cooling System: Ex: Radiators, Thermostats, Belts/Hoses, Water Pumps, Heaters, Air Conditioners, Air Conditioning Components, Freon, etc.	%	60%		
6	OEM - Diagnostic Tools and Software, Including Updates to Existing Software and the Purchase of New	%		Х	
7	NON-OEM - Diagnostic Tools and Software, Including Updates to Existing Software and the Purchase of New	%		Х	
8	Drive Line Components: Ex: Drive Shafts, U-Joints, Axle Parts, Differential Parts, etc.	%	65%	· · · · · · · · · · · · · · · · · · ·	
9	Electrical System Accessories: Ex: Alternators, Sensors, Regulators, Starters, Radios, Fuses, Cable, Terminals, Flashers, Switches, Relays, etc.	%	60%		
10	Engines: Ex: Diesel and Gasoline (New and Rebuilt)	%	45%		
11	Engine Components: Ex: Engine Parts (Internal), Oil Pan Gasket, Bolts, Rebuilding Components, etc.	%	60%		
12	Exhaust System: Ex: Exhaust Pipes, Mufflers, Tailpipes, Catalytic Converters, Clamps, etc.	%	60%		

PARTS AND ACCESSORIES FOR VEHICLES UNDER 15,000 GVWR

	Line Item	Description	Unit of Measure	% Discount from Mfr.'s Suggested Retail Price List-NOT LESS THAN	No Bid	Comments
$\sqrt{}$	13	Fuel Systems and Emission: Ex: Carburetors, Fuel Pumps, Fuel Injection Parts, etc.	%	65%		
	14	Ignition Systems: Ex: Rotors, Spark Plugs and Ignition Wire Sets, Coils and Coil Packs, etc.	%	60%		
	15	Light Bulbs: Ex: Turn Signal, Headlight, Tail Light, Strobes, LED (Light Emitting Diode) Assemblies, etc.	%	65%		
	16	Specialized Automotive Accessories: Ex: Mirrors, Gauges, Alarms, Horns, Reflectors, etc.	%	65%		
	17	Transmissions: Ex: Full Standard, Automatic	%	50%		
$\sqrt{}$	18	Transmission Parts: Ex: Clutches, Valve Bodies, Solenoids, etc.	%	65%		
	19	Windshield Wiper Arms and Blades: Ex: Various Sizes	%	65%		

	Line Item	Description	Unit of Measure	% Markup Over Dealer's Cost	No Bid	Comments
$\checkmark$	20	Body Parts: Ex: Seat Belts, Body Trim, Lift Gates, etc.	%	25%		
1	21	Brake Parts: Ex: Shoes, Drums, Pads, Rotors, Springs, Calipers, Wheel Cylinders, Bearings, Seals, etc.	%	25%		
	22	Chassis, Steering and Suspension Parts: Ex: Shocks, Ball Joints, Springs, Tie Rods, Axle Bearings, Seals, etc.	<b>%</b>	25%		

	Line Item	Description	Unit of Measure	% Markup Over Dealer's Cost	No Bid	Comments
	23	Cooling System: Ex: Radiators, Thermostats, Belts/Hoses, Water Pumps, Heaters, Air Conditioners, Air Conditioning Components, etc.	%	25%		
$\checkmark$	24	Drive Line Components: Ex: Drive Shafts, U-Joints, Axle Parts, Differential Parts, etc.	%	25%		
<b>/</b>	25	Electrical System Accessories: Ex: Alternators, Distributors, Generators, Regulators, Starters, Radios, Fuses, Cable, Terminals, Flashers, Switches, Relays, etc.	%	25%		
	26	Engines: Ex: Diesel, Gasoline	%	25%		
<b>/</b>	27	Engine Components: Ex: Engine Parts (Internal), Oil Pan Gasket, Bolts, Rebuilding Components, etc.	%	25%		
	28	Exhaust System: Ex: Exhaust Pipes, Mufflers, Tailpipes, Catalytic Converters, Clamps, etc.	%	25%		
✓.	29	Fuel Systems and Emission: Ex: Carburetors, Fuel Pumps, Fuel Injection Parts, etc.	%	25%		
<b>\</b>	30	Ignition Systems: Ex: Rotors, Spark Plugs and Ignition Wire Sets, Coils and Coil Packs, etc.	%	25%		
$\checkmark$	31	Specialized Automotive Accessories: Ex: Mirrors, Gauges, Alarms, Horns, Reflectors, etc.	%	25%		
	32	Transmissions: Ex: Full Standard, Automatic	%	25%		
	33	Transmission Parts: Ex: Clutches, Valve Bodies, Solenoids, etc.	%	25%		
$\mathcal{J}$	34	Windshield Wiper Arms: Ex: Various Sizes	%	25%		