

Purchasing Solutions Alliance

a purchasing cooperative for public agencies



PSA Contract No. 14-102 Automotive Parts, Related Products, Services and Solutions



- Vendor POC:** **Genuine Parts Company (d.b.a. NAPA Auto Parts)**
Kimberly Eason, Major Accounts Manager
Phone: (770) 818-4609
E-mail: kimberly_eason@genpt.com
- Contract:** Automotive Parts, Accessories, Shop and Service Equipment, NAPA Training Programs (ASE Test Preparation Courses, Technician and Shop Management Training, Service Writer Training, and Parts Department Training), NAPA Integrated Business Solutions (on-site vendor managed inventory), and NAPA AutoCare Centers Program.
- Contract Term:** 03.19.2015 through 03.18.2017. Three – 1 year Extensions Available.
- Orders:** PSA member entities (End Users) may place orders directed through their local NAPA store via walk-in visit, telephone, facsimile, e-mail, NAPA Pro-Link online ordering system (www.napaprolink.com) and/or electronic procurement integration (EDI or XML). PSA member entities are granted access to Pro-Link by contacting the NAPA representative listed above or their NAPA store/location.
- Pricing:** Discounts from NAPA's Nationally Published Electronic Internet Price List. Reference PSA Contract 14-102 to the NAPA store your entity orders through; NAPA Major Account No. 342 and NAPA Pricing Profile should be set at 9075.
- Delivery:** F.O.B. to customer's destination, full freight allowed/prepaid for most orders, unless product is a special order item or out of stock merchandise that may have an additional freight charge if the End User decides to expedite the order.
- “Just In Time” or “Hot Shot” deliveries within 5 miles of a local NAPA store are made within 1 hour of the time order is received and during normal business hours for in-stock merchandise.
- For a special order item that is available at the store's facing NAPA Distribution Center, delivery is generally available within 24 hours. If the product is not available at the local NAPA store nor the store's facing Distribution Center, the store or Distribution Center has the ability to check other surrounding NAPA stores, all 62 NAPA Distribution Centers and/or at NAPA's manufacturers for availability of the product. At that point, delivery time will vary depending on where the item is being sourced.

Returns: NAPA will accept back any undamaged, unused normally stocked product whose packaging is in good “sellable” condition allowing that product to be re-stocked and re-inventoried. Credits will be issued to the End User immediately upon returning the product. Some special order items could be subject to restocking fees. End Users should thoroughly review any special orders with their servicing NAPA store.

For any damaged or defective products, a new item will be supplied in its place immediately upon return of the product. Should a problem arise from an incorrect product order or damaged goods, whether it be human error or a cataloging issue the problem will be identified and a solution provided to the PSA End User. Problem resolution will start at the NAPA Store and include the PSA End User in that process from the beginning. All problem resolution, regardless of issue will be attempted to be resolved through the NAPA store. If however that is not possible, normal protocols have been established to escalate issues to the store’s facing NAPA Distribution Center, then to Divisional or NAPA Corporate personnel, or the NAPA Manufacturer, depending on the issue itself.

Customer Support: The first line of customer service is at the local NAPA store. Company owned stores are generally open Monday-Friday from 7 a.m. to 7 p.m., on Saturdays from 8 a.m. to 6 p.m. and Sundays from 9 a.m. to 5 p.m. Independently owned NAPA stores determine their own hours based upon local market conditions.

In addition to support from your local NAPA store, customer service and technical support is also available online (Hours: 8 a.m. to 8 p.m. Eastern Time, Monday - Friday; 8 a.m. to 5:30 p.m., Saturday.), by phone at 1-800-538-6272 (Hours: 8 a.m. to 5 p.m. Eastern Time, Monday - Friday) and by email at customersupport@napaonline.com (24 hours a day).

Products/Services: NAPA distributes approximately 500,000 replacement parts for substantially all motor vehicle makes and models in service in the United States, including imported vehicles, trucks, SUVs, buses, motorcycles, recreational vehicles and farm vehicles. In addition, NAPA distributes replacement parts for small engines, farm equipment and heavy duty equipment.

NAPA’s inventories also include accessory items for such vehicles and equipment, and supply items used by a wide variety of End Users in the automotive aftermarket, such as repair shops, service stations, fleet operators, automobile and truck dealers, leasing companies, bus and truck lines, mass merchandisers, farms, industrial concerns and individuals who perform their own maintenance and parts installation. NAPA will distribute any part to a PSA End User that is a current customer in NAPA’s system, or any part that an End User requests NAPA to obtain that NAPA would source locally at a competitive price and resell to a PSA End User with applicable contract discount or cost plus %.

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DISCOUNT SCHEDULE

Vendor: Genuine Parts Company d.b.a. NAPA

AUTO PARTS

ELECTRICAL & ELECTRONICS

Ignitions: Distributor caps, coils, relays, resistors, switches, sending units, ignition components, etc.

Manufacturer(s):	Discount % off List Price
<u>Echlin</u>	<u>52.5%</u>
<u>Standard</u>	<u>50.0%</u>
<u>Altrom</u>	<u>50.0%</u>

Ignition Wires: Battery cables, cable ends, spark plug wires, etc.

Manufacturer(s):	Discount % off List Price
<u>Belden</u>	<u>50.0%</u>
<u>NGK</u>	<u>50.0%</u>
<u>Standard</u>	<u>49.0%</u>

Spark Plugs: Regular, resistor, small engine, etc.

Manufacturer(s):	Discount % off List Price
<u>AC Delco</u>	<u>50.0%</u>
<u>Autolite</u>	<u>50.0%</u>
<u>Champion</u>	<u>50.0%</u>
<u>Motorcraft</u>	<u>50.0%</u>
<u>NGK</u>	<u>50.0%</u>

Electric Components: Starters, alternators, etc. - New

Manufacturer(s):	Discount % off List Price
<u>Bosch</u>	<u>50.0%</u>
<u>Rayloc</u>	<u>47.5%</u>
<u>Wilson</u>	<u>49.0%</u>

Electric Components: Starters, alternators, etc. - Rebuilt or Remanufactured

Manufacturer(s):	Discount % off List Price
<u>BBB Industries</u>	<u>50.0%</u>
<u>Motor Car Parts</u>	<u>41.2%</u>
<u>Wilson</u>	<u>48.7%</u>

COOLING SYSTEMS

Fan belts, radiator hoses, heater hoses, vacuum hoses, fuel hoses, etc.

Manufacturer(s):	Discount % off List Price
<u>Gates</u>	<u>50.2%</u>

Caps: Gas, oil, radiator, etc.

Manufacturer(s):	Discount % off List Price
<u>Balkamp</u>	<u>47.5%</u>
<u>Stant</u>	<u>48.7%</u>

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Clamps: Hose type, radiator, fuel, etc.

Manufacturer(s):	Discount % off List Price
<u>Balkamp</u>	<u>53.2%</u>

Water Pumps, radiators, etc.

Manufacturer(s):	Discount % off List Price
<u>A-1 Cardone</u>	<u>50.0%</u>
<u>Cardone</u>	<u>50.0%</u>
<u>National Products</u>	<u>50.0%</u>

AIR CONDITIONING

A/C Compressors, condensers, driers, controls, cores, thermostats, fan clutches, refrigerant, etc. - New

Manufacturer(s):	Discount % off List Price
<u>Delphi</u>	<u>39.4%</u>
<u>Four Seasons</u>	<u>61.2%</u>
<u>Altrom</u>	<u>50.0%</u>
<u>Denso</u>	<u>50.7%</u>

A/C Compressors, etc. - Rebuilt or Remanufactured

Manufacturer(s):	Discount % off List Price
<u>Delphi</u>	<u>39.4%</u>
<u>Four Seasons</u>	<u>53.5%</u>

FUEL SYSTEMS

Fuel pumps, regulators, injectors, sensors, etc.

Manufacturer(s):	Discount % off List Price
<u>Delphi</u>	<u>50.0%</u>
<u>Bosch</u>	<u>50.0%</u>
<u>Carter</u>	<u>50.0%</u>

REPLACEMENT MOTORS & TRANSMISSIONS

Engines, heads and transmissions - Rebuilt or Remanufactured

Manufacturer(s):	Discount % off List Price
<u>ATK</u>	<u>50.0%</u>

EMISSION CONTROL SYSTEMS

PCV valves, EGR valves, Choke thermostats, etc.

Manufacturer(s):	Discount % off List Price
<u>Delphi</u>	<u>50.0%</u>
<u>Standard</u>	<u>50.0%</u>

EXHAUST SYSTEMS

Mufflers, exhaust pipes, catalytic converters, clamps, hangers, etc.

Manufacturer(s):	Discount % off List Price
<u>Dekoven</u>	<u>50.1%</u>
<u>Bosal</u>	<u>48.9%</u>

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LIGHTING SYSTEMS & EMERGENCY LIGHTING

Sealed beams, bulbs, lamps, etc.

Manufacturer(s):	Discount % off List Price
<u>EIKO</u>	<u>43.7%</u>
<u>Advantage</u>	<u>52.0%</u>

Reflectors, side markers, head lights, tall lights, turn lights, etc.

Manufacturer(s):	Discount % off List Price
<u>Grote</u>	<u>43.5%</u>
<u>Truck-lite</u>	<u>43.0%</u>

Flashers, etc.

Manufacturer(s):	Discount % off List Price
<u>Signal Stat</u>	<u>44.1%</u>
<u>Truck-lite (Emergency)</u>	<u>43.1%</u>

Light bars, strobes, beacons, sirens, backup alarm, etc.

Manufacturer(s):	Discount % off List Price
<u>Balkamp</u>	<u>50.0%</u>
<u>Truck-Lite</u>	<u>43.0%</u>

CHASSIS AND FRONT END PARTS

Tie rods, idler arms, pitman arm, drag link, etc.

Manufacturer(s):	Discount % off List Price
<u>Altrom</u>	<u>50.0%</u>

U-JOINT AND PTO COMPONENTS

U-joints and PTO U-Joints, etc.

Manufacturer(s):	Discount % off List Price
<u>Precision</u>	<u>50.0%</u>

STEERING AND SUSPENSION

Alignment parts, steering parts, shocks, struts, springs, bushings, bearings, etc.

Manufacturer(s):	Discount % off List Price
<u>Monroe</u>	<u>50.0%</u>

BRAKE SYSTEMS

Brake shoes, brake linings, drums, disc pads, rotors, brass fittings, hydraulic parts, etc. – New

Manufacturer(s):	Discount % off List Price
<u>Brake Parts Inc.</u>	<u>47.5%</u>
<u>Standard</u>	<u>52.5%</u>
<u>Ultra Premium Brake Shoes</u>	<u>50.0%</u>

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Brake shoes, etc. – Rebuilt or Remanufactured

Manufacturer(s):	Discount % off List Price
Cardone	<u>50.0%</u>
Rayloc	<u>50.0%</u>

GASKETS AND SEALS

Engine, transmission, oil, etc.

Manufacturer(s):	Discount % off List Price
Chicago Rawhide	<u>50.0%</u>
Fel-Pro	<u>50.0%</u>

FLUIDS & CHEMICALS

Oils, lubricants, antifreeze/coolant, brake fluid, hydraulic fluid/oil, additives, etc.

Manufacturer(s):	Discount % off List Price
Castrol	<u>50.0%</u>
Valvoline	<u>50.0%</u>

FILTERS

Oil, air, transmission, hydraulic, fuel, water, cabin filters, etc.

Manufacturer(s):	Discount % off List Price
ATP	<u>47.9%</u>
Wix	<u>67.0%</u>

BATTERIES

All types: heavy/light duty vehicles, public safety, equipment, etc.

Manufacturer(s):	Discount % off List Price
Eastpenn	<u>39.8%</u>
Power Sport Batteries	<u>53.0%</u>
Sealed Led Acid Batteries	<u>45.6%</u>

TIRES AND HARDWARE

Tires, valves, stems, lug nuts, etc.

Manufacturer(s):	Discount % off List Price
Balkamp	<u>50.6%</u>

WIPER COMPONENTS

Wiper blades, refills, arms, etc.

Manufacturer(s):	Discount % off List Price
Anco	<u>46.9%</u>
Bosch	<u>30.5%</u>
Old World Industries	<u>50.3%</u>

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GENERAL SHOP EQUIPMENT

A/C SERVICE MACHINES

Manufacturer(s):	Discount % off List Price
<u>Robinair</u>	<u>14.9%</u>

FLUID SYSTEM SERVICE MACHINES

Antifreeze/coolant flushers and recyclers, fuel system cleaners/flushers, power steering exchangers, transmission fluid

Manufacturer(s):	Discount % off List Price
<u>Robinair</u>	<u>47.2%</u>
<u>Balkamp (Peak Antifreeze)</u>	<u>49.5%</u>
<u>Oldworld Auto (NAPA AF)</u>	<u>50.0%</u>

AIR COMPRESSORS

Manufacturer(s):	Discount % off List Price
<u>Atlas Copco Compressors</u>	<u>45.6%</u>
<u>MAT Industries</u>	<u>48.1%</u>

AIR TOOLS

All types: Impact wrenches, ratchets, drivers, hammers, cutting tools, grinders, spay guns, etc.

Manufacturer(s):	Discount % off List Price
<u>CP</u>	<u>47.6%</u>
<u>Ingersol</u>	<u>48.6%</u>
<u>Balkamp (NAPA Air Tools)</u>	<u>33.4%</u>

HAND TOOLS

All types: wrenches, ratchets, drivers, cutting tools, grinders, sanders, hammers, etc.

Manufacturer(s):	Discount % off List Price
<u>CARLYLE HAND TOOLS</u>	<u>50.0%</u>
<u>Newell Rubbermaid Hand Tools</u>	<u>45.6%</u>

TOOL STORAGE

Manufacturer(s):	Discount % off List Price
<u>Homark Manufacturing</u>	<u>36.0%</u>
<u>Newell Rubbermaid Hand Tools</u>	<u>45.6%</u>

BATTERY CHARGERS AND TESTERS

Manufacturer(s):	Discount % off List Price
<u>CLORE AUTOMOTIVE</u>	<u>5.5%</u>
<u>Midtronics</u>	<u>10.7%</u>

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JUMP STARTERS

Manufacturer(s):	Discount % off List Price
Grote	<u>43.5%</u>

TEST EQUIPMENT

Scan tools and diagnostic equipment.

Manufacturer(s):	Discount % off List Price
Bosch	<u>6.8%</u>
OTC	<u>9.3%</u>
Balkamp	<u>17.3%</u>

BRAKE LATHES

Manufacturer(s):	Discount % off List Price
Hofmann	<u>21.6%</u>

BRAKE WASHERS

Manufacturer(s):	Discount % off List Price
Smart Washer	<u>19.6%</u>

PART WASHERS

Manufacturer(s):	Discount % off List Price
Chemfree	<u>19.6%</u>

AUTO LIFTS

Manufacturer(s):	Discount % off List Price
Challenger	<u>9.5%</u>
Rotary (Equipment)	<u>50.0%</u>

JACKS & STANDS

All types of jacks, jack stands, engine stands, etc.

Manufacturer(s):	Discount % off List Price
Jacks and Ramps	<u>50.0%</u>

LEAK DETECTORS

Manufacturer(s):	Discount % off List Price
Leak Detector Pumps	<u>50.0%</u>

OIL FILTER CRUSHERS

Manufacturer(s):	Discount % off List Price
Balkamp	<u>50.0%</u>

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SHOP COOLING FANS

Manufacturer(s):	Discount % off List Price
<u>Energy-logic</u>	<u>50.0%</u>

TUBING BENDERS

Manufacturer(s):	Discount % off List Price
<u>Balkamp</u>	<u>19.5%</u>
<u>Weatherhead</u>	<u>50.0%</u>

WELDING EQUIPMENT

Welders, plasma cutters, helmets, hoses, etc.

Manufacturer(s):	Discount % off List Price
<u>Balkamp</u>	<u>47.4%</u>
<u>Firepower</u>	<u>50.0%</u>

TIRE CHANGERS

Manufacturer(s):	Discount % off List Price
<u>Ammco</u>	<u>49.9%</u>
<u>Corgi</u>	<u>50.0%</u>

WHEEL BALANCERS

Manufacturer(s):	Discount % off List Price
<u>Ammco</u>	<u>49.9%</u>
<u>Corgi</u>	<u>50.0%</u>

WHEEL DOLLIES

Manufacturer(s):	Discount % off List Price
<u>OTC</u>	<u>9.9%</u>
<u>Balkamp</u>	<u>13.5%</u>

WHEEL ALIGNMENT

Manufacturer(s):	Discount % off List Price
<u>Bosch</u>	<u>9.3%</u>

OUTSIDE PURCHASES

Procurement of goods from anywhere in town End User wants purchased and delivered.

Manufacturer(s):	COST PLUS %
<u>Any</u>	<u>20.0%</u>