

STATE OF NEW HAMPSHIRE
BUREAU OF PURCHASE AND PROPERTY
STATE HOUSE ANNEX - ROOM 102
25 CAPITOL ST
CONCORD NH 03301-6398

DATE: 03/16/2020

CONTRACT FOR: VEHICLE REPLACEMENT PARTS AND SUPPLIES NIGP CODE: 055-0000

CONTRACT #:
8002678
8002679
8002680
8002681
8002682

CONTRACTOR:
CARPARTS DISTRIBUTION
GENUINE PARTS COMPANY
KELLEY-MACKENZIE AUTO PARTS
SANEL NAPA
FISHER AUTO PARTS

VENDOR CODE #:
177254
201979
174143
154071
175782

RECOMMENDED FOR ACCEPTANCE BY:


ALAN HOFMANN, PURCHASING MANAGER
BUREAU OF PURCHASE AND PROPERTY

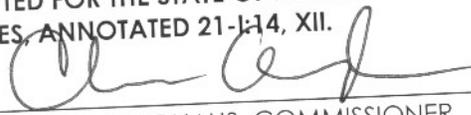
DATE 3/16/2020

APPROVED FOR ACCEPTANCE BY:


GARY S. LUNETTA, DIRECTOR
DIVISION OF PROCUREMENT & SUPPORT SERVICES

DATE 3/16/2020

ACCEPTED FOR THE STATE OF NEW HAMPSHIRE UNDER THE AUTHORITY GRANTED TO ME BY NEW HAMPSHIRE REVISED
STATUTES, ANNOTATED 21-1:14, XII.


CHARLES M. ARLINGHAUS, COMMISSIONER
DEPARTMENT OF ADMINISTRATIVE SERVICES

DATE 3-16-2020

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Division of Procurement and Support Services
Bureau of Purchase and Property
25 Capitol Street, Room 102, State House Annex
Concord, NH 03301-6398

Date: 02/21/20
Bid No.: 2301 -20
Date of Bid Closing: 03/06/20
Time of Bid Closing: 11:00 AM (EST)

PLEASE DIRECT ANY QUESTIONS REGARDING THIS BID TO ALAN HOFMANN: E-mail alan.hofmann@das.nh.gov
EMAIL YOUR BID TO: NH.Purchasing@DAS.NH.Gov

BID INVITATION FOR CONTRACT: VEHICLE REPLACEMENT PARTS AND SUPPLIES

[Insert name of signor] Jett Kuntz, on behalf of Genuine Parts Co. dba NAPA, [insert name of entity submitting bid (collectively referred to as "Vendor")] hereby submits an offer as contained in the written bid submitted herewith ("Bid") to the State of New Hampshire in response to BID 2301-20 at the price(s) quoted herein in complete accordance with the bid.

Vendor attests to the fact that:

1. The Vendor has reviewed and agreed to be bound by the Bid.
2. The Vendor has not altered any of the language or other provisions contained in the Bid document.
3. The Bid is effective for a period of 180 days from the Bid Closing date as indicated above.
4. The prices Vendor has quoted in the Bid were established without collusion with other vendors.
5. The Vendor has read and fully understands this Bid.
6. Further, in accordance with RSA 21-I:11-c, the undersigned Vendor certifies that neither the Vendor nor any of its subsidiaries, affiliates or principal officers (principal officers refers to individuals with management responsibility for the entity or association):
 - a. Has, within the past 2 years, been convicted of, or pleaded guilty to, a violation of RSA 356:2, RSA 356:4, or any state or federal law or county or municipal ordinance prohibiting specified bidding practices, or involving antitrust violations, which has not been annulled;
 - b. Has been prohibited, either permanently or temporarily, from participating in any public works project pursuant to RSA 638:20;
 - c. Has previously provided false, deceptive, or fraudulent information on a vendor code number application form, or any other document submitted to the state of New Hampshire, which information was not corrected as of the time of the filing a bid, proposal, or quotation;
 - d. Is currently debarred from performing work on any project of the federal government or the government of any state;
 - e. Has, within the past 2 years, failed to cure a default on any contract with the federal government or the government of any state;
 - f. Is presently subject to any order of the department of labor, the department of employment security, or any other state department, agency, board, or commission, finding that the applicant is not in compliance with the requirements of the laws or rules that the department, agency, board, or commission is charged with implementing;
 - g. Is presently subject to any sanction or penalty finally issued by the department of labor, the department of employment security, or any other state department, agency, board, or commission, which sanction or penalty has not been fully discharged or fulfilled;
 - h. Is currently serving a sentence or is subject to a continuing or unfulfilled penalty for any crime or violation noted in this section;
 - i. Has failed or neglected to advise the division of any conviction, plea of guilty, or finding relative to any crime or violation noted in this section, or of any debarment, within 30 days of such conviction, plea, finding, or debarment; or
 - j. Has been placed on the debarred parties list described in RSA 21-I:11-c within the past year.

This document shall be signed by a person who is authorized to legally obligate the responding vendor. A signature on this document indicates that all State of New Hampshire terms and conditions are accepted by the responding vendor and that any and all other terms and conditions submitted by the responding vendor are null and void, even if such terms and conditions have terminology to the contrary. The responding vendor shall also be subject to State of New Hampshire terms and conditions as stated on the reverse of the purchase order.

Authorized Signor's Signature [Signature] Authorized Signor's Title Vice President Fleet Gov./IBS

NOTARY PUBLIC/JUSTICE OF THE PEACE

COUNTY: Woods Cherokee STATE: GA

ZIP: 30188

On the 5th day of March, 2020, personally appeared before me, the above named Jett Kuntz, in his/her capacity as authorized representative of Genuine Parts Co., known to me or satisfactorily proven, and took oath that the foregoing is true and accurate to the best of his/her knowledge and belief.

In witness thereof, I hereunto set my hand and official seal.

[Signature]
(Notary Public/Justice of the Peace)

My commission expires: 9/13/22 (Date)

Unless specifically amended or deleted by the Division of Procurement and Support Services, the following apply to this Bid and any resulting Purchase Order or Contract.



Form P31-B

GENERAL CONDITIONS AND INSTRUCTIONS:

NATURE OF AND ELIGIBILITY TO RESPOND. This bid invitation is submitted in accordance with Chapter 21-1, and rules promulgated thereunder, and constitute a firm and binding offer. A bid may not be withdrawn unless permission is obtained from the Bureau of Purchase and Property.

Bids may be issued only by the Bureau of Purchase and Property and are not transferable.

SAMPLES AND DEMONSTRATIONS. When samples are required they must be submitted free of costs and will not be returned. Items left for demonstration or evaluation purposes shall be delivered and installed free of charge and shall be removed at no cost to the State. Demonstration units shall not be offered to the State as new equipment.

BIDS. Bids must be received at the Bureau of Purchase and Property before the date and time specified for the closing. Bids must be submitted on this bid form or exact copies and must be typed or clearly printed in ink. Corrections must be initialed. Bids are to be made less Federal Excise Tax and no charge for handling unless required by law.

SPECIFICATIONS. Vendors must submit on items as specified. Proposed changes must be submitted in writing and received at the Bureau of Purchase and Property at least five (5) business days prior to the bid closing. Vendors shall be notified in writing if any changes to the specifications are made.

AWARD. The award will be made to the responsible Vendor submitting a conforming bid meeting specifications at the lowest cost unless other criteria are noted in the bid. Unless otherwise noted, the award may be made by individual items.

If there is a discrepancy between the unit price and the extension, the unit price will prevail.

When identical low bids are received, the award will be made in accordance with the Administrative Rules.

Discounts will not be considered in making award but may be offered on the Invoice for earlier payment and will be applicable on the date of completion of delivery or receipt of Invoice, whichever is later. On orders specifying split deliveries, discounts will apply on the basis of each delivery or receipt of Invoice, whichever is later.

PATENT INFRINGEMENT. Any responding vendor who has reason to believe that any other responding vendor will violate a patent should such responding vendor be awarded the contract shall set forth in writing, prior to the date and time of closing, the grounds for his belief and a detailed description of the patent.

ASSIGNMENT PROVISION. The responding vendor hereby agrees to assign all causes of action that it may acquire under the antitrust laws of New Hampshire and the United States as the result of conspiracies, combinations, or contracts in restraint of trade which materially affect the price of goods or services obtained by the state under this contract if so requested by the State of New Hampshire.

FEDERAL FUNDS. This Division of Plant and Property Management, under RSA 21-1:14, VIII shall assure the continuation or granting of federal funds or other assistance not otherwise provided for by law by following the Federal Procurement Standards.

STATE'S OPTIONS: The Bureau of Purchase and Property reserves the right to reject or accept all or any part of any bid, to determine what constitutes a conforming bid, to award the bid solely as it deems to be in the best interest of the State, and to waive irregularities that it considers not material to the bid.

PUBLIC INFORMATION: The responding vendor hereby acknowledges that all information relating to this bid and any resulting order (including but not limited to fees, contracts, agreements and prices) are subject to these laws of the State of New Hampshire regarding public information.

PERSONAL LIABILITY: The responding vendor agrees that in the preparation of this bid or the execution of any resulting contract or order, representatives of the State of New Hampshire shall incur no liability of any kind.

PROOF OF COMPLIANCE. The responding vendor may be required to supply proof of compliance with proposal specifications. When requested, the responding vendor must immediately supply the Bureau of Purchase and Property with certified test results or certificates of compliance. Where none are available, the State may require independent laboratory testing. All costs for such testing certified test results or certificate of compliance shall be the responsibility of the responding vendor.

FORM OF CONTRACT. The terms and conditions set forth in any additional Terms and Conditions by the Bureau of Purchase and Property are part of the bid and will apply to any contract awarded the responding vendor unless specific exceptions are taken and accepted and will prevail over any contrary provisions in Terms and Conditions submitted by the responding vendor.

CONTRACT TERMS AND CONDITIONS

1. The State of New Hampshire, acting through the Division of Procurement and Support Services, engages the firm or individual ("the Vendor") to perform the services and/or sale of goods, described in the attached State documents, if any, and the Vendor's bid or quotation, both of which are incorporated herein by reference.
2. **COMPLIANCE BY VENDOR WITH LAWS AND REGULATIONS.** In connection with the performance of this agreement, the Vendor shall comply with all statutes, laws, regulations, and orders of federal, state, county or municipal authorities, which shall impose any obligation or duty upon the Vendor, including, but not limited to civil rights and equal opportunity laws.
3. **TERM.** The contract, and all obligations of the parties thereunder, shall become effective on a specified date and shall be completed in their entirety prior to a specified date. Any work undertaken by the Vendor prior to the effective date shall be at his sole risk and, in the event that the contract shall not become effective, the State shall be under no obligation to reimburse the Vendor for any such work.
4. **CONTRACT PRICE.** The contract price, a payment schedule and a maximum limitation of price shall be as specified by the bid invitation and the Vendor's bid. All payments shall be conditioned upon receipt, and approval by the State, of appropriate vouchers and upon satisfactory performance by the Vendor, as determined by the State. The payment by the State of the Contract Price shall constitute complete reimbursement to the Vendor for all expenses of any nature incurred by the Vendor in the performance by the Vendor and complete payment for the Services. The State shall have no other liability to the Vendor.
5. **DELIVERY.** If the vendor fails to furnish items and/or services in accordance with all requirements, including delivery, the state may re-purchase similar items from any other source without competitive bidding, and the original vendor may be liable to the state for any excess costs. If a vendor is unable to complete delivery by the date specified, he must contact the using agency. However, the agency is not required to accept a delay to the original delivery date. All deliveries are subject to inspection and receiving procedure rules as established by the State of New Hampshire. Deliveries are not considered accepted until compliance with these rules has been established. State personnel signatures on shipping documents shall signify only the receipt of shipments. All deliveries shall be FOB Destination.
6. **INVOICING.** All invoices must list Order Number, Unit and Extension Prices and discounts allowed. A separate invoice shall be submitted for each order. Unless otherwise noted on the invitation to bid or purchase order, payment will not be due until thirty (30) days after all services have been completed, or all items have been delivered, inspected and accepted or the invoice has been received at the agency business office, whichever is later.
7. **PERSONNEL.**
 - 7.1. The Vendor shall disclose in writing the names of all owners (5% or more), directors, officers, employees, agents or subcontractors who are also officials or employees of the State of New Hampshire. Any change in this information shall be reported in writing within fifteen (15) days of their occurrence.
 - 7.2. The person signing this agreement on behalf of the State, or his or her delegee ("Contracting Officer") shall be the State's representative for purposes of this agreement. In the event of any dispute concerning the interpretation of this agreement, the Contracting Officer's decision shall be final.
8. **EVENT OF DEFAULT; REMEDIES.**
 - 8.1. Any one or more of the following acts or omissions of the Vendor shall constitute an event of default hereunder ("Events of Default"):
 - 8.1.1. failure to deliver the goods or services satisfactorily or on schedule; or
 - 8.1.2. failure to submit any report required hereunder; or
 - 8.1.3. failure to perform any of the other covenants and conditions of this agreement.
 - 8.2. Upon the occurrence of any Event of Default, the State may take any one, or more, or all, of the following actions:
 - 8.2.1. give the Vendor a written notice specifying the Event of Default and requiring it to be remedied within, in the absence of a greater or lesser specification of time, thirty (30) days from the date of the notice; and if the Event of Default is not timely remedied, terminate this agreement, effective two (2) days after giving the Vendor notice of termination; and
 - 8.2.2. give the Vendor a written notice specifying the Event of Default and suspending all payments to be made under this agreement and ordering that the portion of the Contract Price, which would otherwise accrue to the Vendor during the period from the date of such notice until such time as the State determines that the Vendor has cured the Event of Default, shall never be paid to the Vendor; and
 - 8.2.3. set off against any other obligation the State may owe to the Vendor any damages the State suffers by reason of any Event of Default; and
 - 8.2.4. treat the agreement as breached and pursue any of its remedies at law or in equity, or both.

- 9. WAIVER OF BREACH.** No failure by the State to enforce any provisions hereof after any Event of Default shall be deemed a waiver of its rights with regard to that Event, or any subsequent Event. No express failure of any Event of Default shall be deemed a waiver of any provision hereof. No such failure or waiver shall be deemed a waiver of the right of the State to enforce each and all of the provisions hereof upon any further or other default on the part of the Vendor.
- 10. VENDOR'S RELATION TO THE STATE.** In the performance of this agreement the Vendor is in all respects an independent contractor, and is neither an agent nor an employee of the State. Neither the Vendor nor any of its officers, employees, agents or members shall have authority to bind the State nor are they entitled to any of the benefits, workmen's compensation or emoluments provided by the State to its employees.
- 11. ASSIGNMENT AND SUBCONTRACTS.** The Vendor shall not assign, or otherwise transfer any interest in this agreement without the prior written consent of the State. No work required by this contract shall be subcontracted without the prior written consent of the State.
- 12. INDEMNIFICATION.** The contractor shall defend, indemnify and hold harmless the State, its officers and employees, from and against any and all losses suffered by the State, its officers and employees, and any and all claims, liabilities or penalties asserted against the State, its officers and employees, by or on behalf of any person, on account of, based on, resulting from, arising out of (or which may be claimed to arise out of) the acts or omissions of the Vendor. Notwithstanding the foregoing, nothing herein contained shall be deemed to constitute a waiver of the sovereign immunity of the State, which immunity is hereby reserved to the State. This covenant shall survive the termination of this agreement.
- 12.1 PATENT PROTECTION.** The seller agrees to indemnify and defend the State of New Hampshire from all claims and losses resulting from alleged and actual patent infringements and further agrees to hold the State of New Hampshire harmless from any liability arising under RSA 382-A:2-312(3). (Uniform Commercial Code).
- 13. TOXIC SUBSTANCES.** In compliance with RSA 277-A Toxic Substances in the Workplace known as the Workers Right to Know Act, the vendor shall provide Safety Data Sheets (277-A:4 Safety Data Sheets) for all products covered by said law.
- 14. NOTICE.** Any notice by a party hereto to the other party shall be deemed to have been duly delivered or given at the time of mailing by certified mail, postage prepaid, in a United States Post Office addressed to the parties at the addresses given below.
- 15. AMENDMENT.** This agreement may be amended, waived or discharged only by an instrument in writing signed by the parties hereto.
- 16. CONSTRUCTION OF AGREEMENT AND TERMS.** This agreement shall be construed in accordance with the laws of the State of New Hampshire, and is binding upon and inures to the benefit of the parties and their respective successors and assigns.
- 17. ADDITIONAL PROVISIONS.** The additional provisions (if any) have been set forth as Exhibit "A" hereto.
- 18. ENTIRE AGREEMENT.** This agreement, which may be executed in a number of counterparts, each of which shall be deemed an original, constitutes the entire agreement and understanding between the parties, and supersedes all prior agreements and understandings relating hereto.

BID INVITATION FOR: VEHICLE REPLACEMENT PARTS AND SUPPLIES

PURPOSE:

The purpose of this bid invitation is to establish a contract for supplying the State of New Hampshire agencies with the items indicated in the "Offer" section of this bid invitation to be ordered as needed during the term of the contract, in accordance with the requirements of this bid invitation and any resulting contract. Items ordered under any resulting contract shall be delivered FOB destination to the locations indicated in the "Delivery Locations" section of this bid invitation.

INSTRUCTIONS TO VENDOR:

Read the entire bid invitation prior to filling it out. Complete the pricing information in the "Offer" section (detailed information on how to fill out the pricing information can be found in the "Offer" section); complete the "Vendor Contact Information" section; and finally, fill out, sign, and notarize page 1 of the bid invitation.

BID SUBMITTAL:

All bids shall be submitted on this form or an exact copy, shall be typed or clearly printed in ink and shall be received on or before the date and time specified on page 1 of this bid under "Bid closing". Interested parties may submit a bid to the State of New Hampshire Bureau of Purchase and Property by **email to NH.Purchasing@DAS.NH.Gov**. All bids shall be clearly marked with bid number, date due and purchasing agent's name.

IF YOU ARE EXPERIENCING DIFFICULTIES EMAILING YOUR BID OR YOU WISH TO VERIFY THAT YOUR BID RESPONSE HAS BEEN RECEIVED, PLEASE CALL (603) 271-2201.

REQUEST FOR CHANGES AND/OR CLARIFICATION:

Any Questions shall be submitted by an individual authorized to commit their organization to the Terms and Conditions of this bid. Submissions shall clearly identify the bid Number, the Vendor's name and address and the name of the person submitting the question. Any questions, clarifications, and/or requested changes shall be received in writing at the Bureau of Purchase and Property no later than 4:00 PM as listed in the timeline below. Questions shall not be submitted to anyone other than the Purchasing Agent or his/her representative. Vendors that submit questions verbally or in writing to any other State entity or State personnel shall be found in violation of this part and may be found non-compliant.

Questions shall be submitted by E-mail to Alan Hofmann at the following address: alan.hofmann@das.nh.gov

ADDENDA:

In the event it becomes necessary to add to or revise any part of this bid prior to the scheduled submittal date, the NH Bureau of Purchase and Property shall post on our web site any Addenda. Before your submission and periodically prior to the RFB closing, **check the site for any addenda** or other materials that may have been issued affecting the bid. The web site address is <https://das.nh.gov/purchasing/purchasing.aspx>

TIMELINE:

The timeline below is provided as a general guideline and is subject to change. Unless stated otherwise, considered the dates below a "no later than" date.

02/21/2020	Bid Solicitation distributed on or by
02/27/2020	Last day for questions, clarifications, and/or requested changes to bid
03/06/2020	11:00 APM (EST) Bid Closing
04/01/2020	Implementation / Posting of Contract

GOVERNING TERMS AND CONDITIONS:

A responding bid that has been completed and signed by your representative shall constitute your company's acceptance of all State of New Hampshire terms and conditions and shall legally obligate your company to these terms and conditions.

A signed response further signifies that from the time the bid is published (bid solicitation date and time) until a contract is awarded, no Vendor shall offer or give, directly or indirectly, any gift, expense reimbursement, or honorarium, as defined by RSA 15-B, to any elected official, public official, public employee, constitutional official, or family member of any such official or employee who shall select, evaluate, or award the RFB.

Furthermore, a signed response signifies that any terms and/or conditions that may be or have been submitted by the Vendor are specifically null and void and are not a part of this bid invitation or any awarded purchase order, even if said terms and/or conditions contain language to the contrary.

CHAPTER ADM 600 PROCUREMENT AND PROPERTY RULES APPLY TO AND ARE MADE A PART HEREOF

PUBLIC DISCLOSURE OF BID OR PROPOSAL SUBMISSIONS:

Generally, the full contents of any bid or proposal (including all materials submitted in connection with it, such as attachments, exhibits, addenda, and Vendor presentations) become public information upon completion of final contract or purchase order negotiations with the selected Vendor. Certain information concerning bids or proposals, including but not limited to pricing or scoring, is generally available to the public even before this time, in accordance with the provisions of NH RSA 21-G: 37.

To the extent consistent with applicable state and federal laws and regulations, as determined by the State, including, but not limited to, NH RSA Chapter 91-A (the "Right-to-Know" Law), the State shall, after final negotiations with the selected Vendor are complete, attempt to maintain the confidentiality of portions of a bid or proposal that are clearly and properly marked by a Vendor as confidential. Any and all information contained in or connected to a bid or proposal that a Vendor considers confidential shall be clearly designated in the following manner:

If the Vendor considers any portion of a submission confidential, they shall provide a separate copy of the full and complete document, fully redacting those portions by blacking them out and shall note on the applicable page or pages of the document that the redacted portion or portions are "confidential." Use of any other term or method, such as stating that a document or portion thereof is "proprietary", "not for public use", or "for client's use only", is not acceptable. In addition to providing an additional fully redacted copy of the bid submission to the person listed as the point of contact on Page one (1) of this document, the identified information considered to be confidential **must be accompanied by a separate letter stating the rationale for each item designated as confidential. In other words, the letter must specifically state why and under what legal authority each redaction has been made. Submissions which do not conform to these instructions by failing to include a redacted copy (if required), by failing to include a letter specifying the rationale for each redaction, by failing to designate redactions in the manner required by these instructions, or by including redactions which are contrary to these instructions or operative law may be rejected by the State as not conforming to the requirements of the bid or proposal. The State will generally assume that a bid or proposal submitted without an additional redacted copy contains no information that the Vendor deems confidential. Bids and proposals that contain no redactions, as well as redacted versions of submissions that have been accepted by the State, may be released to the public, including by means of posting on State web sites.**

The State shall have no obligation to maintain the confidentiality of any portion of a bid, proposal or related material, which is not marked in accordance with the foregoing provisions. It is specifically understood and agreed that the Vendor waives any claim of confidentiality as to any portion of a response to this RFB or RFP that is not marked as indicated above, and that unmarked (or improperly marked) submissions may be disseminated to any person, without limitation. Marking an entire bid, proposal, attachment or full sections thereof confidential without taking into consideration the public's right to know shall neither be accepted nor honored by the State.

Notwithstanding any provision of this request for submission to the contrary, proposed pricing shall be subject to public disclosure REGARDLESS of whether or not marked as confidential.

If a request is made to the State by any person or entity to view or receive copies of any portion of a proposal and if disclosure is not prohibited under NH RSA 21-G:37 or any other applicable law or regulation, Vendors acknowledge and agree that the State may disclose any and all portions of the proposal or related materials which is not marked as confidential. In the case of bids, proposals or related materials that contain portions marked confidential, the State shall assess what information it believes is subject to release; notify the Vendor that the request has been made; indicate what, if any, portions of the proposal or related material shall not be released; and notify the Vendor of the date it plans to release the materials. The State is not obligated to comply with a Vendor's designation regarding confidentiality. The State shall have no obligation to advise a Vendor that an individual or entity is attempting to electronically access, or has been referred to, materials which have been made publicly available on the State's web sites.

By submitting a bid or proposal, the Vendor agrees that unless it obtains and provides to the State, prior to the date specified in the notice described in the paragraph above, a court order valid and enforceable in the State of New Hampshire, at its sole expense, enjoining the release of the requested information, the State may release the information on the date specified in the notice without any liability to the Vendor.

Notwithstanding NH RSA 91-A:4, no information shall be available to the public, or to the members of the general court or its staff concerning specific responses to this bid invitation from the time this bid is published until the closing date for responses.

ELIGIBLE PARTICIPANTS:

Political sub-divisions (counties, cities, towns, school districts, special district or precinct, or any other governmental organization), or any nonprofit agency under the provisions of section 501c of the federal internal revenue code, are eligible to participate under this contract whenever said sub-division or nonprofit agency so desires. These entities are autonomous and may participate at their sole discretion. In doing so, they are entitled to the prices established under the contract. However, such entities shall be solely responsible for their association with the successful Vendor. The State of New Hampshire shall assume no liability as may arise from such an association between the successful Vendor and any such eligible participants.

CONTRACT TERM:

The term of the contract shall be from April 1, 2020 through March 31, 2023, a period of 3 years to a maximum of 5 years. The contract may be extended for additional periods of time thereafter under the same terms, conditions and pricing structure upon the mutual agreement between the successful Vendor and the Bureau of Purchase and Property, with the approval of the Commissioner of the Department of Administrative Services.

CONTRACT AWARD:

The award will be based upon the highest discount per each manufacturer for each county you are responding, to from the listing of the items indicated in the "Offer" section of this bid invitation. If an award is made it will be in the form of a State of New Hampshire Contract.

The State of New Hampshire reserves the right to award to multiple Vendor contracts.

The State's objective is to establish multi Vendor-contracts with Vendors based on their location, distribution area, inventory and delivery capabilities.

Successful Vendor shall not be allowed to require any other type of order, nor shall the successful Vendor be allowed to require the filling out or signing of any other document by State of New Hampshire personnel.

NOTIFICATION AND AWARD OF CONTRACT(S):

Bid results shall not be given by telephone. For Vendors wishing to attend the bid closing, the names of the Vendors submitting responses and pricing shall be made public. Other specific response information shall not be given out. Bid results shall be made public after final approval of the contract(s).

Bid results may also be viewed on our website at <https://apps.das.nh.gov/bidscontracts/bids.aspx>.

For Vendors wishing to attend the bid closing: **Names of the Vendors submitting responses and pricing shall be made public.**

LIABILITY:

The State shall not be held liable for any costs incurred by Vendors in the preparation of bids or for work performed prior to contract issuance.

TERMINATION:

The State of New Hampshire shall have the right to terminate the purchase contract at any time with written notice to the successful Vendor a thirty (30) day written notice.

VENDOR CERTIFICATIONS:

All Vendors shall be duly registered with the NH Bureau of Purchase and Property as State of New Hampshire Vendors. All Vendors that are corporations, limited liability companies, or other limited liability business entities (this excludes sole proprietors and general partnerships) shall be duly registered with the New Hampshire Secretary of State to conduct business in the State of New Hampshire.

- **STATE OF NEW HAMPSHIRE VENDOR APPLICATION:** To be eligible for a contract award, a Vendor must have a completed Vendor Application Package on file with the NH Bureau of Purchase and Property. See the following website for information on obtaining and filing the required forms (no fee): <https://DAS.NH.Gov/Purchasing>

VENDOR RESPONSIBILITY:

The successful Vendor shall be solely responsible for meeting all terms and conditions specified in the bid and any resulting contract.

All State of New Hampshire bid invitations and addenda to such bid invitations are advertised on our website at: <https://apps.das.nh.gov/bidscontracts/bids.aspx>.

It is a prospective Vendor's responsibility to access our website to determine any bid invitation under which the Vendor desires to participate. It is also the Vendor's responsibility to access our website for any posted addenda.

The website is updated several times per day; it is the responsibility of the prospective Vendor to access the website frequently to ensure that no bidding opportunity or addendum is overlooked.

It is the prospective Vendor's responsibility to forward a signed copy of any addendum requiring the Vendor's signature to the Bureau of Purchase and Property with the bid response.

In preparation of a bid response, the prospective Vendor shall:

- Provide pricing information as indicated in the "Offer" section; and
- Provide all other information required for the bid response (if applicable); and
- Complete the "Vendor Contact Information" section; and
- Add applicable prospective Vendor information to the "Transmittal Letter" form, and sign the form in the space provided. The Transmittal Letter form must be signed under oath and acknowledged by a notary public or justice of the peace in order for the bid response to be considered.

BID PRICES:

Discounts bid shall remain firm for the entire contract period and shall include delivery and all other costs required by this bid invitation. Special charges, surcharges (including credit card transaction fees), or fuel charges of any kind (by whatever name) may not be added on at any time. Any and all charges **shall be built into your bid price** at the time of the bid. Unless otherwise specified, prices shall be F.O.B. DESTINATION, (included in the price bid), which means delivered to a state agency's receiving dock or other designated point as specified in this contract or subsequent purchase orders without additional charge. Shipments shall be made in order to arrive at the destination at a satisfactory time for unloading during receiving hours.

The DISCOUNTS bid by the successful Vendor shall remain firm for the entire term of the contract and any extension thereof and shall include delivery and all other charges. PRICE INCREASES ARE ACCEPTABLE AS THE LIST PRICE SCHEDULE CHANGES, BUT THE DISCOUNTS WILL REMAIN FIRM.

Per Administrative Rule 606.01(e) "if there is a discrepancy between the unit price and the extension price in a response to an RFP, RFB or RFQ, the unit price shall be binding upon the Vendor".

Price decreases shall become effective immediately as they become effective to the general trade or the Vendor's best/preferred customer

WARRANTY REQUIREMENTS:

The successful Vendor shall be required to provide warranties on all items provided by the Vendor for a period of not less than one (1) year or the manufacturer's standard warranty period, whichever is greater, commencing on the date that the items are received, inspected, and accepted by the State of New Hampshire. The warranty shall cover 100% of repair or replacement costs, including all parts, shipping, labor, travel, lodging, and expenses.

ABILITY TO PROVIDE:

Successful Vendor shall be capable of providing each State of New Hampshire agencies and eligible participants with their entire requirements of the items required in this bid invitation and any resulting contract without any delay or substitution to the entire State of New Hampshire.

ORDERING PROCEDURE:

State agencies shall place their orders by electronic order entry, by e-mail, by FAX, or they may establish a standard delivery order. Eligible participants shall utilize their own individually established ordering procedures.

AUDITS AND ACCOUNTING:

The successful Vendor shall allow representatives of the State of New Hampshire to have complete access to all

records for the purpose of determining compliance with the terms and conditions of this bid invitation and in determining the award and for monitoring any resulting contract.

At intervals during the contract term, and prior to the termination of the contract, the successful Vendor may be required to provide a complete and accurate accounting of all products and quantities ordered by each agency and institution and by political sub-divisions and authorized non-profit organizations.

ESTIMATED USAGE:

The quantities indicated in the offer section of this bid invitation are an estimate only for the State of New Hampshire's annual requirements. These quantities are indicated for informational purposes only and shall not be considered minimum or guaranteed quantities, nor shall they be considered maximum quantities. These quantities **do not** include any eligible participant usage.

USAGE REPORTING:

The successful Vendor shall be required to submit a quarterly and annual usage report for analysis for each state agency or eligible participant. Reports are due no later than 30 days after each end of each calendar quarter Bureau of Procurement Services, Alan Hofmann and sent electronic to alan.hofmann@das.nh.gov. At a minimum, the Report shall include:

- Contract Number
- Utilizing Agency and Eligible Participant
- Items Sold and/or All Products Purchased (showing the manufacturer, item, part number, and the final cost.)
- Total Cost of all Products Purchased. Ability to sort by agency/eligible participant.
- Preferred in Excel format

ACCOUNT COMMUNICATION & ESCALATION:

All communication regarding account details including but not limited to, shipping and receiving, invoice reconciliation, product availability, etc. shall be handled direct with the agency contact assigned. If for any reason a resolution cannot be met at an agency level the Vendor agrees to escalate the concern to the Bureau of Purchase and Property prior to imposing any restriction or hold on the account in question.

RETURNED GOODS:

The successful Vendor shall resolve all order and invoice discrepancies within five (5) business days from notification. Products returned due to quality issues, duplicate shipments, over-shipments, etc. shall be picked up by the successful Vendor within ten (10) business days of notification with no restocking or freight charges, and shall be replaced with specified products or the agency shall be refunded/credited for the full purchase price. Unauthorized substitutions for any products are not allowed.

Standard stock products ordered in error by the State of New Hampshire shall be returned for full credit within fifteen (15) business days of receipt. Products shall be in re-saleable condition (original container, unused) and there shall be no restocking fee charged for these products. The using agency shall be responsible for any freight charges to return these items to the successful Vendor.

DELIVERY TIME:

The successful Vendor will be required to accomplish delivery as per the following:

Agencies may pick up at the Vendors location during Vendors normal business hours

VENDORS STANDARD STOCK ITEMS –AT THE STORE LOCATION:

Orders placed for in-stock inventory before 10:00 AM, shall be delivered the same day.
After 10:00 AM shall be the next business day morning.

VENDORS STANDARD STOCK ITEMS – DISTRIBUTION CENTER: 1-2 BUSINESS DAYS

VENDORS STANDARD STOCK ITEMS – FACTORY: 5 BUSINESS DAYS

DELIVERY TIME - SPECIAL ORDERS:

Special order items will have delivery or lead times expressed to contract users at time of order or inquiry. It will be the Vendor's responsibility to maintain communication with the "special order product" manufacturer to insure the special order item meets the stated delivery time. If the contract Vendor is notified by the manufacturer of an extended lead time over the original time quoted, the Vendor will contact the ordering

contract user and advise of extended delays. At this point the contract user may approve the additional lead-time or cancel the special order without penalty or fees. All quoted or stated delivery times will be from the receipt of verbal, telephone, fax or e-mail orders.

OUT OF STOCK / BACKORDERS:

If a **standard inventory item** is out of stock, the contract Vendor is required to make every effort to supply the ordered item within the original delivery time frame. This effort would include checking other distribution branches or the factory for the requested product to expedite availability and delivery. Every effort will be made to have the item delivered or made available for pick-up within 3 days from original order date.

- The contract user may purchase items required from another source (for items offered under contract) if the contract Vendor is stocked out at that branch or location at time of order or visit.
- All contract users are allowed to cancel any standard inventory item on back-order status without penalties or fees by giving notice to the contract Vendor.
- It will be the responsibility of the contract Vendor to contact the ordering contract user as soon as possible when the back-ordered or "special order product" has been received and is available for pick-up or delivery.

PAYMENT:

Payment method (P-Card or ACH). **Payments shall be made via ACH or Procurement Card (P-card = Credit Card) unless otherwise specified by the state of New Hampshire. Use the following link to enroll with the State Treasury for ACH payments: <https://www.nh.gov/treasury/state-vendors/index.htm>** Eligible participants shall negotiate their own payment methods with the successful Vendor.

INVOICING:

Invoicing shall be done to the Agency Remit Account on the basis of each order completed. Invoices shall clearly indicate the quantity, description, packaging, date delivered, and contract price. Invoicing for eligible participants shall be in accordance with their individual requirements.

TERMS OF PAYMENT:

Payment shall be made in full within thirty (30) days after receipt of the invoice and acceptance of the corresponding goods and/or services to the State's satisfaction.

VENDOR'S BALANCE OF PRODUCT LINE ITEMS

The items in each category include the items most commonly purchased by State of New Hampshire agencies, and shall be used for award purposes. During the term of contract, the state may purchase other items in relation to bid description from the successful Vendor's Balance of Product Line. All items ordered shall include all shipping/charges as specified above in "Bid Prices".

VENDOR RESPONSIBILITY:

The successful Vendor shall be solely responsible for meeting all terms and conditions specified in the bid and any resulting contract.

All State of New Hampshire bid invitations and addenda to such bid invitations are advertised on our website at: https://das.nh.gov/purchasing/bids_posteddte.asp?sort=PostedDate DESC

It is a prospective Vendor's responsibility to access our website to determine any bid invitation under which the Vendor desires to participate. It is also the Vendor's responsibility to access our website for any posted addenda.

The website is updated several times per day; it is the responsibility of the prospective Vendor to access the website frequently to ensure that no bidding opportunity or addendum is overlooked.

It is the prospective Vendor's responsibility to forward a signed copy of any addendum requiring the Vendor's signature to the Bureau of Purchase and Property with the bid response.

In preparation of a bid response, the prospective Vendor shall:

- Provide pricing information as indicated in the "Offer" section; and

- Provide all other information required for the bid response (if applicable); and
- Complete the "Vendor Contact Information" section; and
- Add applicable prospective Vendor information to the "Transmittal Letter" form, and sign the form in the space provided. The Transmittal Letter form must be signed under oath and acknowledged by a notary public or justice of the peace in order for the bid response to be considered.

SPECIFICATIONS:

Complete specifications required are detailed in the **SCOPE OF SERVICES** section of this bid invitation. In responding to the bid invitation, the prospective Vendor shall address all requirements for information as outlined herein.

SPECIFICATION COMPLIANCE:

Vendor's offer shall meet or exceed the required specifications as written. The State of New Hampshire shall be the sole determining factor of what meets or exceeds the required specifications.

Unless otherwise specified by the Bureau of Purchase and Property in this bid invitation document, all items offered by the Vendor shall be new or remanufactured to manufacturers specifications

Do you provide emergency preparedness plan to aid the State during an emergency or disaster recovery with specifics as to response time, availability of supplies and goods and services offered? **Yes** or No

If yes, please include hard copy and/or link to website for further information. This information is not considered part of award criteria and is considered informational only.

OFFER:

Vendor hereby offers to furnish to State of New Hampshire agencies and institutions and to any political sub-division and authorized non-profit organization wishing to participate, in accordance with all of the requirements of this bid invitation at the following prices for the entire contract term and any extension.

PLEASE INDICATE THE COUNTIES IN WHICH YOU INTEND TO PARTICIPATE IN ON A SEPARATE SHEET - LIST ALL STORE AND DISTRIBUTION LOCATIONS ALONG WITH CONTACT PERSON AND PHONE NUMBER

COOS _____ ✓	BELKNAP _____ ✓
GRAFTON _____ ✓	STRAFFORD _____ ✓
CARROLL _____ ✓	CHESHIRE _____ ✓
SULLIVAN _____ ✓	HILLSBOROUGH _____ ✓
MERRIMACK _____ ✓	ROCKINGHAM _____ ✓

LIST THE MANUFACTURER, LIST WHAT PRICE SHEET YOU ARE USING, THE DISCOUNT YOU ARE OFFERING AND INDICATE IF IT IS REMANUFACTURED (CORE CHARGES SHALL BE INVOICED AND CREDITED UPON EVALUATION)

AIR CONDITIONING

NATIONAL MANUFACTURER	MANUFACTURERS LIST OR PRIVATE	DISCOUNT %
"PLEASE SEE ATTACHED FILE"	Private	SEE FILE
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____

NATIONAL PRIVATE LABEL

ALTERNATORS AND STARTERS

NATIONAL
MANUFACTURER

Please see Attached File

MANUFACTURERS LIST
OR PRIVATE

Private

DISCOUNT
%

See File

_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____

NATIONAL PRIVATE LABEL

=====

BEARINGS

NATIONAL
MANUFACTURER

Please see Attached File

MANUFACTURERS LIST
OR PRIVATE

Private

DISCOUNT
%

See File

_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____

NATIONAL PRIVATE LABEL

=====

BELTS/HOSES

NATIONAL
MANUFACTURER

Please see Attached File

MANUFACTURERS LIST
OR PRIVATE

Private

DISCOUNT
%

See File

_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____

NATIONAL PRIVATE LABEL

=====

BRAKES -
ROTORS, DRUMS,
CALIPERS AND RELATED

NATIONAL
MANUFACTURER

Please see Attached File

MANUFACTURERS LIST
OR PRIVATE

Private

DISCOUNT
%

See File

_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____

NATIONAL PRIVATE LABEL

BRAKE SHOES AND PADS

NATIONAL
MANUFACTURER

Please See File

MANUFACTURERS LIST
OR PRIVATE

Private

DISCOUNT
%

See File

NATIONAL PRIVATE LABEL

CAPS AND
THERMOSTATS

NATIONAL
MANUFACTURER

Please See File

MANUFACTURERS LIST
OR PRIVATE

Private

DISCOUNT
%

See File

NATIONAL PRIVATE LABEL

ELECTRICAL AND IGNITION

NATIONAL
MANUFACTURER

Please See File

MANUFACTURERS LIST
OR PRIVATE

Private

DISCOUNT
%

See File

NATIONAL PRIVATE LABEL

EMISSIONS AND EXHAUST

NATIONAL
MANUFACTURER

Please See File

MANUFACTURERS LIST
OR PRIVATE

Private

DISCOUNT
%

See File

NATIONAL PRIVATE LABEL

ENGINE AND
DRIVE TRAIN

NATIONAL
MANUFACTURER

Please See File

MANUFACTURERS LIST
OR PRIVATE

Private

DISCOUNT
%

See File

NATIONAL PRIVATE LABEL

GASKETS AND SEALS

NATIONAL
MANUFACTURER

Please See File

MANUFACTURERS LIST
OR PRIVATE

Private

DISCOUNT
%

See File

NATIONAL PRIVATE LABEL

HEATING AND COOLING (Engine)

NATIONAL
MANUFACTURER

Please See File

MANUFACTURERS LIST
OR PRIVATE

Private

DISCOUNT
%

See File

NATIONAL PRIVATE LABEL

LAMPS,
SEALED BEAMS AND BULBS

NATIONAL
MANUFACTURER

Please See File

MANUFACTURERS LIST
OR PRIVATE

Private

DISCOUNT
%

See File

NATIONAL PRIVATE LABEL

OILS AND LUBRICANTS
(NO CASE QUANTITIES)

NATIONAL
MANUFACTURER

PLEASE SEE FILE

MANUFACTURERS LIST
OR PRIVATE

PRIVATE

DISCOUNT
%

SEE FILE

_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____

NATIONAL PRIVATE LABEL

SAFETY AND LIGHTING
MIRRORS, LENSES

NATIONAL
MANUFACTURER

PLEASE SEE FILE

MANUFACTURERS LIST
OR PRIVATE

PRIVATE

DISCOUNT
%

SEE FILE

_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____

NATIONAL PRIVATE LABEL

SUSPENSION
SHOCKS AND STRUTS, etc.

NATIONAL
MANUFACTURER

PLEASE SEE FILE

MANUFACTURERS LIST
OR PRIVATE

PRIVATE

DISCOUNT
%

SEE FILE

_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____

NATIONAL PRIVATE LABEL

STEERING

NATIONAL
MANUFACTURER

PLEASE SEE FILE

MANUFACTURERS LIST
OR PRIVATE

PRIVATE

DISCOUNT
%

SEE FILE

_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____

NATIONAL PRIVATE LABEL

**PUMPS
FUEL AND WATER**

NATIONAL
MANUFACTURER

PLEASE SEE FILE

MANUFACTURERS LIST
OR PRIVATE

PRIVATE

DISCOUNT
%

SEE FILE

NATIONAL PRIVATE LABEL

WIPERS AND WASHERS

NATIONAL
MANUFACTURER

PLEASE SEE FILE

MANUFACTURERS LIST
OR PRIVATE

PRIVATE

DISCOUNT
%

SEE FILE

NATIONAL PRIVATE LABEL

WIRES AND CABLES

NATIONAL
MANUFACTURER

PLEASE SEE FILE

MANUFACTURERS LIST
OR PRIVATE

PRIVATE

DISCOUNT
%

SEE FILE

NATIONAL PRIVATE LABEL

OPTION:

The balance of product line noted below will be considered as an option and will not be considered in the evaluation of the bid.

It will be to allow agencies to pick up a few parts, supplies and accessories at one location so as to complete the repairs in progress.

PLEASE INDICATE DISCOUNTS FOR BALANCE OF PRODUCT LINE FROM THE LIST PRICE FOR VARIOUS MANUFACTURERS

AUTOMOTIVE & TRUCK VARIOUS
ACCESSORIES AND SUPPLIES NOT MENTIONED ABOVE

SEE FILE %

NATIONAL PRIVATE LABEL VARIOUS

SEE FILE %

Genuine Parts Company, dba NAPA
 State of New Hampshire Bid Response 2301-20

Explanation for response on pages 11 – 16 for section of bid pertaining to:

1. National Manufacturer
2. Manufacturers List or Private
3. Discount %

Discount Structure

NAPA's catalog structure dictates the discount structure we provide. Our product offering is orientated by the following categories.

Category Desc	Avg Disc from List	Category Desc	Avg Disc from List
Ag, Industrial & Lawn	50%	Fittings & Hose	57%
Batteries	54%	Fluid Caps	58%
Bearings	57%	Fuel & Emissions Systems	57%
Belts & Hoses	56%	Gaskets, Seals & O-Rings	57%
Body & Accessories	56%	Ignition & Electrical	57%
Brake System Parts	57%	Lighting	56%
Business POS & POG	46%	Marine, RV & Power Sport	52%
Cable & Chain	57%	PB&E	54%
Chemicals & Lubricants	55%	Rotating Electrical	56%
Climate Control	57%	Shop Supplies	57%
Driveline & Wheels	53%	Special Purpose Items	50%
Engine Cooling	56%	Specialty Programs	47%
Engine Parts	57%	Steering & Suspension	58%
Engines	47%	Tools & Equipment	55%
Exhaust Systems	61%	Transmission & Clutch	57%
Fasteners & Hardware	63%	Windshield Products	58%
Filtration	54%	Total	56%

List Price Basis

The Discount structure NAPA will be providing will be off our private list.

Average Discount from List

Average Discount from List is provided due to the number of subcategories and vendors that we have in each of or categories.

As an example, in our Climate Control category, we have four subcategories

Subcategory Description	Avg Disc from List
A/C & Heating Systems	56%
Air Conditioning Systems	58%
Blower Motors	56%
Heating Systems	57%
Climate Control Total	57%

To further break this down, we can move the manufacturer level. This is illustrated in the Air Conditioning Systems Subgroup shown below.

Subcategory Description	Manufacturer	Group Description	Avg Disc from List
Air Conditioning Systems	ALTROM (USA) - ALEXANDRIA, VA	Retrofit Kits	55%
	ALTROM (USA) - ALEXANDRIA, VA Total		55%
	BALKAMP HQ - NOT PLN OR SLC	Hardware & Components	54%
	BALKAMP HQ - NOT PLN OR SLC Total		54%
	DELPHI PRODUCT & SERVICE SOLUTIONS	Compressors & Compressor Kits	57%
	DELPHI PRODUCT & SERVICE SOLUTIONS Total		57%
	DENSO PRODUCTS AND SERICES - PASADENA, CA	Compressors & Compressor Kits	60%
		Condensers	53%
	DENSO PRODUCTS AND SERICES - PASADENA, CA Total		59%
	DORMAN PRODUCTS - PHILADELPHIA, PA	Adapters & Adapter Kits	57%
		Condensers	57%
		Controllers & Control Units	56%
		Hardware & Components	60%
		Pulleys & Pulley Kits	57%
	DORMAN PRODUCTS - PHILADELPHIA, PA Total		57%
	FOUR SEASONS - CHICAGO, IL	Accumulators	60%
		Adapters & Adapter Kits	58%
		Air Conditioning Kits	58%
		Bulk Hose	59%
		Clutches & Clutch Kits	59%
		Compressors & Compressor Kits	57%
		Dryer & Hoses	61%
		Evaporators	60%
		Expansion Valves	60%
		Filters	60%
		Hardware & Components	58%
		Hoses & Lines	59%
		Orifice Tubes	60%
		Pulleys & Pulley Kits	58%
		Retrofit Kits	59%
	FOUR SEASONS - CHICAGO, IL Total		59%
	HALDEX MIDLAND SERVICES	Compressors & Compressor Kits	48%
	HALDEX MIDLAND SERVICES Total		48%
	SPECTRA PREMIUM (SPI) - BOUCHERVILLE, QC	Condensers	53%
	SPECTRA PREMIUM (SPI) - BOUCHERVILLE, QC Total		53%
	SUNAIR PRODUCTS - FORT WORTH, TX	Accumulators	54%
		Compressors & Compressor Kits	54%
		Condensers	54%
		Dryer & Hoses	54%
		Expansion Valves	54%
		Filters	54%
		Hardware & Components	54%
	SUNAIR PRODUCTS - FORT WORTH, TX Total		54%
	TW DIST USA - ATLANTA, GA	Accumulators	48%
		Clutches & Clutch Kits	48%
		Compressors & Compressor Kits	48%
		Condensers	48%
		Dryer & Hoses	48%
	Expansion Valves	48%	
	Hardware & Components	48%	
TW DIST USA - ATLANTA, GA Total		48%	
Air Conditioning Systems Total		58%	

As the tables above reflect the number of manufactures within the subcategory with the relationship of what they provide to us at the group level, we cannot adequately reflect a discount by manufacturer within categories reflected in your bid.

Bid Response Language NAPA employed on pages 11-16

You will find the response of "Please see NAPA Discount Structure by Manufacture file". This file will illustrate our discount by manufacture, broken up by category and group description.

Verification of NAPA's List Price in the Day to Day

NAPA's private list price is published and available through our online access points of 1) www.napaonline.com, or 2) www.napaProlink.com. The former is our general online website, the latter is our Business to Business website that is free but does require a login and password. (Details on how to signup for NAPA Prolink can be found at the website itself.)

VENDOR CONTACT INFORMATION:

Please provide contact information below for a person knowledgeable of and who can answer questions regarding, this bid response.

____ Don Lachance ____
Contact Person

____ 679-934-5057 ____
Local Telephone Number

Toll Free Telephone Number

____ Don_lachance@genpt.com ____
Contact Person E-mail Address

____ www.genpt.com ____
Company Website

____ Genuine Parts Co. dba NAPA ____
Vendor Company Name

____ 2999 Wildwood Parkway Atlanta Ga 30339 ____
Vendor Address