

**EDUCATION SERVICE CENTER REGION 19
RFP AWARD SUMMARY**

RFP TITLE: Automotive, Bus Parts, Tires, Supplies & Related- ESC Region 19 Allied States Cooperative
RFP NUMBER: 14-7063
RFP OPENING DATE: August 13, 2014
CONTRACT TERM: Date of award until August 31, 2015 with an option to extend 12 month increments not to extend beyond 48 months in the aggregate
(Extended by Region 19 until August 31, 2016)
(Extended by Region 19 until August 31, 2017)
(Extended by Region 19 until August 31, 2018)

FUNDING SOURCE: Various
RFP's ISSUED: 47
RESPONSES: 1
ADVERTISEMENT DATES: El Paso Times – July 18, 2014 & July 25, 2014
BOARD MEETING DATE: October 16, 2014

RECOMMENDED FOR AWARD **Alamo Industries, Inc.**
Bill Williams Tire Centers
~~GVMI, Inc. dba Napa Center El Paso, Sun Auto Parts~~ *updated 1/13/2017
Genuine Parts Company dba NAPA *as of November 17, 2017
H&J Alamo Auto Glass
Heavy Duty Bus Parts, Inc.
Longhorn Bus Sales
RJ Border International, L.P dba Border International
RushTruck Centers of Texas
San Loma, Inc. dba WestFleet
School Bus Parts Co.
TexStar Professional Services
Truck Enterprises, Inc.
Uni-Select USA, Inc.

TOTAL (estimated) \$2,500,000.00/ year

EXPLANATIONS:

Award of this contract will enable ESC Region 19 Purchasing Cooperative members and ESC Region 19 to purchase various goods and services for transportation requirements as needed during the contract term. A proposal from O'Reilly Auto Enterprises, LLC would not comply to the RFP, Statement of Cooperative Purchasing Agreement, EPA statements, Clean Air and Water Act, Compliance with the American Recovery and Reinvestment Act of 2009, Favored Nations clause and Special Conditions #2, therefore their proposal was not considered.

SPECIFICATIONS PROVIDED BY: Royce Cleveland
ESC Region 19 Allied States Cooperative

EVALUATION COMMITTEE: Royce Cleveland
ESC Region 19 Allied States Cooperative

Martin Camacho
ESC Region 19 Allied States Cooperative

Mary Jane Lopez
ESC Region 19 Allied States Cooperative

Contact Information

Alamo Industries, Inc. dba Alamo Auto Supply

Dick Kranse / Art Smith (915-525-5000)

5923 Gateway Blvd. West

El Paso, TX 79925

915-781-1234

Fax: 915-781-0600

www.alamoauto.com / dkranse@alamoauto.com

Bill Williams Tire Centers

~~Melvin Rodriguez (915-407-1796)~~ Victor Esparza/ Ernie Delgado ***as of 5/23/2018**

1160 Horizon Blvd.

El Paso, TX 79927

915-590-8473

Fax: 915-590-8474

www.billwilliamtire.com / melvinrodriguez37@gmail.com voesparza@gmail.com ernied@elp.rr.com

~~**GVM, Inc. dba Napa Center El Paso, Sun Auto Parts**~~ *updated 1/13/2017

Genuine Parts Company dba NAPA *as of November 17, 2017

Gerhard Mueller / JoAnn Smith (915-621-6404)

7750 Gateway Blvd. East

El Paso, TX 79915

915-591-1900

Fax: 915-621-6405 / 915-591-1931

www.napacenter-elpaso.com

Heavy Duty Bus Parts, Inc.

Molly Jannett

17850 I-45

Huntsville, TX 77318

800-505-2300 / 936-344-9957

Fax: 936-344-9963

www.directbus.com / molly@directbus.com

H&J Alamo Auto Glass

John Munoz

11555 Pellicano Dr.

El Paso, TX 79936

915590-9933 / 1-800-452-7735

Fax: 915-590-6373

www.alamoglasspros.com

Contact Information

Longhorn Bus Sales

Brittany Runyan (713-631-9306)

6921 Homestead Rd.

Houston, TX 77028

800-392-5356

Fax: 713-631-9306 / 713-631-4634

www.dmjsoftware.com/longhornbus/ brunyan@lhb-tx.com

Rush Truck Centers of Texas L.P. dba Rush Truck Center El Paso

Robb Nixon / Dot Carmona (915-775-6330)

12253 Gateway Blvd. West

El Paso, TX 79936

915-778-6435 / 1-800-874-8785

Fax: 915-775-6346

www.rushtruckcenters.com / carmonad@rushenterprises.com

Labor rates updated 1/12/18 (pg. 32)

RJ Border International, L.P., dba Border International

Royal Jones

12283 Rojas Dr.

El Paso, TX 79936

915-858-4644 / 800678-7007

Fax: 915-298-9040

www.borderintl.com / jay.johnson@borderint.com

San Loma dba WestFleet

Louie Tinoco / Jesus Alvidrez (915-472-4018)

11444 Rojas Dr. Ste. C-10

El Paso, TX 79936

915-593-9911

Fax: 915-593-9933

www.westfleet.com / elpaso@westfleet.com

School Bus Parts, Co.

Amanda Lucera / Janet (888-769-7769)

PO BOX 10

Plumsteadville, PA 18949

800-523-6000 / 888-769-7769

Fax: 215-766-2097

www.schoolbuspartscos.com / amanda@schoolbuspartscos.com

Contact Information

TexStar Professional Services

Frank Morales (915-539-1654)

170 A Edwards Dr.

Kyle, TX 78640

325-641-2787 / 1-877-389-7827

Fax: 325-202-2911

wynns@txstarpro.com / morales0161@sbcglobal.net

Truck Enterprises, Inc.

Lanny Golucke

13675 Gateway Blvd. West

El Paso, TX 79928

915-858-4464 / 1-888-399-6913

Fax: 915-858-0323

lanny@truck-enterprises.com / scott@truck-enterprises.com

Uni-Select USA, Inc.

Eric H. Levy

901 N. Lenola Rd.

Moorestown, NJ 08057

856-778-1400 / 800-257-7972

Fax: 856-439-5903

www.uniselectusa.com / mycustomersupport@uniselect.com

RESPONSE FORM

Please indicate if Discount % is from List Price or Catalog Price

1. Brakes, drums, and rotor parts

~~GVMI, Inc. dba Napa Center El Paso, Sun Auto Parts~~ *updated 1/13/2017
Genuine Parts Company dba NAPA *as of November 17, 2017

Autos, ½ ton and 1 ton vehicles

| <u>Manufacturer(s)</u> | <u>Discount %</u> | <u>List Price or Catalog Price</u> |
|--|-------------------|------------------------------------|
| Napa ADO Adaptive One | 55% | List Price |
| Napa NB Napa Brakes Premium brake rotors | 45% | List Price |
| Napa ND Premium brake drums | 45% | List Price |
| Napa SS Premium pads / shoes | 45% | List Price |
| Napa TS Performer pads/shoes/loaded calipers | 55% | List Price |
| Napa UP Ultra-Premium shoes/rotors/pads/etc. | 55% | List Price |

1 ½ ton and up

| <u>Manufacturer(s)</u> | <u>Discount %</u> | <u>List Price or Catalog Price</u> |
|--|-------------------|------------------------------------|
| Napa NB Napa Brakes Premium brake rotors | 45% | List Price |
| Napa ND Premium brake drums | 45% | List Price |
| Napa TWD Various HD parts | 45% | List Price |
| Napa UP Ultra-Premium shoes/rotors/pads/etc. | 55% | List Price |

Class C vehicles including school buses

| <u>Manufacturer(s)</u> | <u>Discount %</u> | <u>List Price or Catalog Price</u> |
|--|-------------------|------------------------------------|
| Napa ND Premium brake drums | 45% | List Price |
| Napa TWD Various HD parts | 45% | List Price |
| Napa UP Ultra-Premium shoes/rotors/pads/etc. | 55% | List Price |

Longhorn Bus Sales

Class C vehicles including school buses

| <u>Manufacturer(s)</u> | <u>Discount %</u> | <u>List Price or Catalog Price</u> |
|------------------------------|-------------------|------------------------------------|
| International National Fleet | CD's | |

RJ Border International, L.P dba Border International

Autos, ½ ton and 1 ton vehicles

| <u>Manufacturer(s)</u> | <u>Discount %</u> | <u>List Price or Catalog Price</u> |
|------------------------|-------------------|------------------------------------|
| Bendix | N/A | National Fleet CD's |
| Performance Friction | N/A | National Fleet CD's |
| Silverback HD | N/A | National Fleet CD's |

1 ½ ton and up, Class C vehicles including school buses

| <u>Manufacturer(s)</u> | <u>Discount %</u> | <u>List Price or Catalog Price</u> |
|------------------------|-------------------|------------------------------------|
| Bendix | N/A | National Fleet CD's |
| Performance Friction | N/A | National Fleet CD's |
| Silverback HD | N/A | National Fleet CD's |
| Meritor | N/A | National Fleet CD's |

RushTruck Centers of Texas

1 ½ ton and up

| <u>Manufacturer(s)</u> | <u>Discount %</u> | <u>List Price or Catalog Price</u> |
|------------------------|-------------------|------------------------------------|
| Roadleveler | 20% | List Price |
| Stemco | 20% | List Price |
| Gunite | 20% | List Price |
| Webb | 20% | List Price |

Class C vehicles including school buses

| <u>Manufacturer(s)</u> | <u>Discount %</u> | <u>List Price or Catalog Price</u> |
|------------------------|-------------------|------------------------------------|
| Roadleveler | 20% | List Price |
| Stemco | 20% | List Price |
| Gunite | 20% | List Price |
| Webb | 20% | List Price |

San Loma, Inc. dba WestFleet

1 ½ ton and up, Class C vehicles including school buses

| <u>Manufacturer(s)</u> | <u>Discount %</u> | <u>List Price or Catalog Price</u> |
|------------------------|-------------------|------------------------------------|
| Centric Brakes | 25% | List Price |

Truck Enterprises, Inc.

Class C vehicles including school buses

| <u>Manufacturer(s)</u> | <u>Discount %</u> | <u>List Price or Catalog Price</u> |
|------------------------|-------------------|------------------------------------|
| Dayton | 25% | List Price |
| Webb | 25% | List Price |

Uni-Select USA, Inc.

Autos, ½ ton and 1 ton vehicles, 1 ½ ton and up, Class C vehicles including school buses

| <u>Manufacturer(s)</u> | <u>Discount %</u> | <u>List Price or Catalog Price</u> |
|------------------------|-------------------|------------------------------------|
| Wagner | 43% | Jobber |
| Auto Extra Brakes | 15% | Jobber |
| Monroe | 15% | Jobber |
| Beck Arnley | 10% | Jobber |
| Auto Extra D&R | 30% | Jobber |

RESPONSE FORM

Please indicate if Discount % is from List Price or Catalog Price

2. Belts & Hoses

~~**GVM, Inc. dba Napa Center El Paso, Sun Auto Parts**~~ *updated 1/13/2017
Genuine Parts Company dba NAPA *as of November 17, 2017

Autos, ½ ton and 1 ton vehicles, 1 ½ ton and up

| <u>Manufacturer(s)</u> | <u>Discount %</u> | <u>List Price or Catalog Price</u> |
|------------------------------------|-------------------|------------------------------------|
| Napa GAT – Gates Hydraulics | 55% | Price List |
| Napa NBH – Napa belts & hoses | 55% | Price List |
| Napa PBH – Power Fit belts & hoses | 55% | Price List |

Class C vehicles including school buses

| <u>Manufacturer(s)</u> | <u>Discount %</u> | <u>List Price or Catalog Price</u> |
|-------------------------------|-------------------|------------------------------------|
| Napa GAT – Gates Hydraulics | 55% | Price List |
| Napa NBH – Napa belts & hoses | 55% | Price List |

Longhorn Bus Sales

Class C vehicles including school buses

| <u>Manufacturer(s)</u> | <u>Discount %</u> | <u>List Price or Catalog Price</u> |
|------------------------------|-------------------|------------------------------------|
| International National Fleet | CD's | |

RJ Border International, L.P dba Border International

Autos, ½ ton and 1 ton vehicles

| <u>Manufacturer(s)</u> | <u>Discount %</u> | <u>List Price or Catalog Price</u> |
|------------------------|-------------------|------------------------------------|
| Goodyear | N/A | National Fleet CD's |

1 ½ ton and up, Class C vehicles including school buses

| <u>Manufacturer(s)</u> | <u>Discount %</u> | <u>List Price or Catalog Price</u> |
|------------------------|-------------------|------------------------------------|
| Goodyear | N/A | National Fleet CD's |
| Fleetrite | N/A | National Fleet CD's |

RushTruck Centers of Texas

1 ½ ton and up, Class C vehicles including school buses

| <u>Manufacturer(s)</u> | <u>Discount %</u> | <u>List Price or Catalog Price</u> |
|------------------------|-------------------|------------------------------------|
| Rigtough | 25% | List Price |
| Dynacraft | 30% | List Price |

San Loma, Inc. dba WestFleet

Autos, ½ ton and 1 ton vehicles, 1 ½ ton and up, Class C vehicles including school buses

| <u>Manufacturer(s)</u> | <u>Discount %</u> | <u>List Price or Catalog Price</u> |
|------------------------|-------------------|------------------------------------|
| Gates | 70% | List Price |

Truck Enterprises, Inc.

Class C vehicles including school buses

| <u>Manufacturer(s)</u> | <u>Discount %</u> | <u>List Price or Catalog Price</u> |
|------------------------|-------------------|------------------------------------|
| Dayco | 25% | List Price |
| Gates | 25% | List Price |

Uni-Select USA, Inc.

Autos, ½ ton and 1 ton vehicles, 1 ½ ton and up, Class C vehicles including school buses

| <u>Manufacturer(s)</u> | <u>Discount %</u> | <u>List Price or Catalog Price</u> |
|------------------------|-------------------|------------------------------------|
| Gates | 25% | Jobber |

RESPONSE FORM

Please indicate if Discount % is from List Price or Catalog Price

3. Exhaust, Muffler, and Related

~~GVMI, Inc. dba Napa Center El Paso, Sun Auto Parts~~ *updated 1/13/2017
Genuine Parts Company dba NAPA *as of November 17, 2017

Autos, ½ ton and 1 ton vehicles, 1 ½ ton and up

| <u>Manufacturer(s)</u> | <u>Discount %</u> | <u>List Price or Catalog Price</u> |
|------------------------------------|-------------------|------------------------------------|
| Napa BK muffler clamps/accessories | 45% | List Price |
| Napa EXH mufflers & exhaust | 55% | List Price |
| Napa FPG Fel-Pro gaskets | 55% | List Price |
| Napa NOE Napa Solutions | 55% | List Price |
| Napa SMY SoundMaster mufflers | 55% | List Price |

Class C vehicles including school buses

| <u>Manufacturer(s)</u> | <u>Discount %</u> | <u>List Price or Catalog Price</u> |
|-----------------------------|-------------------|------------------------------------|
| Napa EXH mufflers & exhaust | 55% | List Price |

Longhorn Bus Sales

Class C vehicles including school buses

| <u>Manufacturer(s)</u> | <u>Discount %</u> | <u>List Price or Catalog Price</u> |
|------------------------------|-------------------|------------------------------------|
| International National Fleet | CD's | |

RJ Border International, L.P dba Border International

Class C vehicles including school buses

| <u>Manufacturer(s)</u> | <u>Discount %</u> | <u>List Price or Catalog Price</u> |
|------------------------|-------------------|------------------------------------|
| Goodyear | N/A | National Fleet |
| Fleetrite | N/A | National Fleet |
| Cummins | N/A | Cost + 10 |

RushTruck Centers of Texas

1 ½ ton and up, Class C vehicles including school buses

| <u>Manufacturer(s)</u> | <u>Discount %</u> | <u>List Price or Catalog Price</u> |
|------------------------|-------------------|------------------------------------|
| BlueBird | 25% | List Price |
| GM | 25% | List Price |

School Bus Parts Co.

Class C vehicles including school buses

| <u>Manufacturer(s)</u> | <u>Discount %</u> | <u>List Price or Catalog Price</u> |
|------------------------|-------------------|------------------------------------|
| SBP | 22% | SBP List Price |

Truck Enterprises, Inc.

Class C vehicles including school buses

| <u>Manufacturer(s)</u> | <u>Discount %</u> | <u>List Price or Catalog Price</u> |
|------------------------|-------------------|------------------------------------|
| Donainson | 25% | List Price |

Uni-Select USA, Inc.

Autos, ½ ton and 1 ton vehicles, 1 ½ ton and up, Class C vehicles including school buses

| <u>Manufacturer(s)</u> | <u>Discount %</u> | <u>List Price or Catalog Price</u> |
|------------------------|-------------------|------------------------------------|
| Walker | 10% | Jobber |

RESPONSE FORM

Please indicate if Discount % is from List Price or Catalog Price

4. Filters (Oil, Fuel, and Air Flow)

~~GVMI, Inc. dba Napa Center El Paso, Sun Auto Parts~~ *updated 1/13/2017
Genuine Parts Company dba NAPA *as of November 17, 2017

Autos, ½ ton and 1 ton vehicles

| <u>Manufacturer(s)</u> | <u>Discount %</u> | <u>List Price or Catalog Price</u> |
|------------------------|-------------------|------------------------------------|
| Napa SFI, FIL, PFI | 55% | List Price |

1 ½ ton and up

| <u>Manufacturer(s)</u> | <u>Discount %</u> | <u>List Price or Catalog Price</u> |
|------------------------|-------------------|------------------------------------|
| Napa SFI, FIL, | 55% | List Price |

Class C vehicles including school buses

| <u>Manufacturer(s)</u> | <u>Discount %</u> | <u>List Price or Catalog Price</u> |
|------------------------|-------------------|------------------------------------|
| Napa FIL | 55% | List Price |

Note: Filters can have additional discounts. Each entity must be approved for level II or level III depending on purchases. They would need to call us so we can handle.

Longhorn Bus Sales

Class C vehicles including school buses

| <u>Manufacturer(s)</u> | <u>Discount %</u> | <u>List Price or Catalog Price</u> |
|------------------------------|-------------------|------------------------------------|
| International National Fleet | CD's | |

RJ Border International, L.P dba Border International

1 ½ ton and up, Class C vehicles including school buses

| <u>Manufacturer(s)</u> | <u>Discount %</u> | <u>List Price or Catalog Price</u> |
|------------------------|-------------------|------------------------------------|
| Fleetguard | 60% | List |

RushTruck Centers of Texas

Autos, ½ ton and 1 ton vehicles, 1 ½ ton and up, Class C vehicles including school buses

| <u>Manufacturer(s)</u> | <u>Discount %</u> | <u>List Price or Catalog Price</u> |
|------------------------|-------------------|------------------------------------|
| Baldwin | 60% | List Price |

San Loma, Inc. dba WestFleet

Autos, ½ ton and 1 ton vehicles, 1 ½ ton and up, Class C vehicles including school buses

| <u>Manufacturer(s)</u> | <u>Discount %</u> | <u>List Price or Catalog Price</u> |
|------------------------|-------------------|------------------------------------|
| Baldwin | 84% | List Price |

Truck Enterprises, Inc.

Class C vehicles including school buses

| <u>Manufacturer(s)</u> | <u>Discount %</u> | <u>List Price or Catalog Price</u> |
|------------------------|-------------------|------------------------------------|
| Fleetguard | 25% | List Price |

Uni-Select USA, Inc.

Autos, ½ ton and 1 ton vehicles, 1 ½ ton and up, Class C vehicles including school buses

| <u>Manufacturer(s)</u> | <u>Discount %</u> | <u>List Price or Catalog Price</u> |
|------------------------|-------------------|------------------------------------|
| Auto Extra by GKI | 55% | Jobber |
| Auto Extra by Affinia | 27% | Jobber |
| Fram | 60% | Jobber |
| WIX | 60% | Jobber |

RESPONSE FORM

Please indicate if Discount % is from List Price or Catalog Price

5. Seats and Seating

~~GVM, Inc. dba Napa Center El Paso, Sun Auto Parts~~ *updated 1/13/2017
Genuine Parts Company dba NAPA *as of November 17, 2017

Autos, 1/2 ton and 1 ton vehicles, 1 1/2 ton and up

| <u>Manufacturer(s)</u> | <u>Discount %</u> | <u>List Price or Catalog Price</u> |
|-----------------------------|-------------------|------------------------------------|
| Napa BK seat covers & belts | 45% | List Price |

Class C vehicles including school buses

| <u>Manufacturer(s)</u> | <u>Discount %</u> | <u>List Price or Catalog Price</u> |
|-----------------------------------|-------------------|------------------------------------|
| Napa BK seat covers & belts | 45% | List Price |
| Napa TWD various heavy duty parts | 45% | List Price |

Heavy Duty Bus Parts, Inc.

Class C vehicles including school buses

| <u>Manufacturer(s)</u> | <u>Discount %</u> | <u>List Price or Catalog Price</u> |
|------------------------|-------------------|------------------------------------|
| Heavy Duty Bus Parts | 40% | Catalog Price Heavy Duty Bus Parts |

Longhorn Bus Sales

Class C vehicles including school buses

| <u>Manufacturer(s)</u> | <u>Discount %</u> | <u>List Price or Catalog Price</u> |
|------------------------------|-------------------|------------------------------------|
| International National Fleet | CD's | |

RJ Border International, L.P dba Border International

1 1/2 ton and up, Class C vehicles including school buses

| <u>Manufacturer(s)</u> | <u>Discount %</u> | <u>List Price or Catalog Price</u> |
|------------------------|-------------------|------------------------------------|
| Seats, Inc. | N/A | National Fleet |
| National Seats | N/A | National Fleet |

RushTruck Centers of Texas

1 1/2 ton and up, Class C vehicles including school buses

| <u>Manufacturer(s)</u> | <u>Discount %</u> | <u>List Price or Catalog Price</u> |
|------------------------|-------------------|------------------------------------|
| BlueBird | 25% | List Price |
| GM | 25% | List Price |

RESPONSE FORM

Please indicate if Discount % is from List Price or Catalog Price

6. Transmission & Related

~~GVM, Inc. dba Napa Center El Paso, Sun Auto Parts~~ *updated 1/13/2017
Genuine Parts Company dba NAPA *as of November 17, 2017

Autos, ½ ton and 1 ton vehicles, 1 ½ ton and up, Class C vehicles including school buses

| <u>Manufacturer(s)</u> | <u>Discount %</u> | <u>List Price or Catalog Price</u> |
|----------------------------|-------------------|------------------------------------|
| Napa various product lines | various | List Price |

Longhorn Bus Sales

Class C vehicles including school buses

| <u>Manufacturer(s)</u> | <u>Discount %</u> | <u>List Price or Catalog Price</u> |
|------------------------------|-------------------|------------------------------------|
| International National Fleet | CD's | |

RJ Border International, L.P dba Border International

Autos, ½ ton and 1 ton vehicles

| <u>Manufacturer(s)</u> | <u>Discount %</u> | <u>List Price or Catalog Price</u> |
|------------------------|-------------------|------------------------------------|
| Up Time | N/A | National Fleet |
| Allison | N/A | National Fleet |

1 ½ ton and up, Class C vehicles including school buses

| <u>Manufacturer(s)</u> | <u>Discount %</u> | <u>List Price or Catalog Price</u> |
|------------------------|-------------------|------------------------------------|
| Mascot Reman | N/A | National Fleet |
| Allison | N/A | National Fleet |
| Weller Reman | N/A | National Fleet |
| Eaton/Spicer | N/A | National Fleet |

RushTruck Centers of Texas

Autos, ½ ton and 1 ton vehicles, 1 ½ ton and up, Class C vehicles including school buses

| <u>Manufacturer(s)</u> | <u>Discount %</u> | <u>List Price or Catalog Price</u> |
|------------------------|-------------------|------------------------------------|
| Weller | 20% | List Price |
| GM | 25% | List Price |

Truck Enterprises, Inc.

Class C vehicles including school buses

| <u>Manufacturer(s)</u> | <u>Discount %</u> | <u>List Price or Catalog Price</u> |
|------------------------|-------------------|------------------------------------|
| Allison | 20% | List Price |
| Fuller | 20% | List Price |
| Rockwell | 20% | List Price |

Uni-Select USA, Inc.

Autos, ½ ton and 1 ton vehicles, 1 ½ ton and up, Class C vehicles including school buses

| <u>Manufacturer(s)</u> | <u>Discount %</u> | <u>List Price or Catalog Price</u> |
|------------------------|-------------------|------------------------------------|
| Auto Extra by GKI | 55% | Jobber |
| WIX | 60% | Jobber |
| Fram | 60% | Jobber |
| ATP | 50% | Jobber |
| National | 30% | Jobber |

RESPONSE FORM

Please indicate if Discount % is from List Price or Catalog Price

7. Windshield wipers and Related

~~GVMI, Inc. dba Napa Center El Paso, Sun Auto Parts~~ *updated 1/13/2017
Genuine Parts Company dba NAPA *as of November 17, 2017

Autos, ½ ton and 1 ton vehicles, 1 ½ ton and up

| <u>Manufacturer(s)</u> | <u>Discount %</u> | <u>List Price or Catalog Price</u> |
|---|-------------------|------------------------------------|
| Napa BK windshield washer pumps, wipers, etc. | 45% | List Price |
| Napa ECH-Echlin | 55% | List Price |
| Napa NOE OEM parts | 55% | List Price |
| Napa OWI – Old World Wipers | 55% | List Price |
| Napa RAY wiper & window lift motors | 55% | List Price |
| Napa WIP windshield products | 55% | List Price |
| Napa WWS windshield wash | 45% | List Price |

Class C vehicles including school buses

| <u>Manufacturer(s)</u> | <u>Discount %</u> | <u>List Price or Catalog Price</u> |
|---|-------------------|------------------------------------|
| Napa BK windshield washer pumps, wipers, etc. | 45% | List Price |
| Napa RAY wiper & window lift motors | 55% | List Price |
| Napa WIP windshield products | 55% | List Price |
| Napa WWS windshield wash | 45% | List Price |

H&J Alamo Auto Glass

Autos, ½ ton and 1 ton vehicles, 1 ½ ton and up, Class C vehicles including school buses

| <u>Manufacturer(s)</u> | <u>Discount %</u> | <u>List Price or Catalog Price</u> |
|------------------------|-------------------|------------------------------------|
| NGA | 50% | List Price |

Heavy Duty Bus Parts, Inc.

Class C vehicles including school buses

| <u>Manufacturer(s)</u> | <u>Discount %</u> | <u>List Price or Catalog Price</u> |
|------------------------|-------------------|------------------------------------|
| Anco & Dyna | 40% | Catalog Price Heavy Duty Bus Parts |

Longhorn Bus Sales

Class C vehicles including school buses

| <u>Manufacturer(s)</u> | <u>Discount %</u> | <u>List Price or Catalog Price</u> |
|------------------------------|-------------------|------------------------------------|
| International National Fleet | CD's | |

RJ Border International, L.P dba Border International

Autos, ½ ton and 1 ton vehicles, 1 ½ ton and up, Class C vehicles including school buses

| <u>Manufacturer(s)</u> | <u>Discount %</u> | <u>List Price or Catalog Price</u> |
|------------------------|-------------------|------------------------------------|
| Anco | N/A | National Fleet |
| Fleetrite | N/A | National Fleet |

RushTruck Centers of Texas

Autos, ½ ton and 1 ton vehicles, 1 ½ ton and up, Class C vehicles including school buses

| <u>Manufacturer(s)</u> | <u>Discount %</u> | <u>List Price or Catalog Price</u> |
|------------------------|-------------------|------------------------------------|
| Rigtough | 25% | List Price |
| GM | 25% | List Price |

San Loma, Inc. dba WestFleet

Autos, ½ ton and 1 ton vehicles, 1 ½ ton and up, Class C vehicles including school buses

| <u>Manufacturer(s)</u> | <u>Discount %</u> | <u>List Price or Catalog Price</u> |
|------------------------|-------------------|------------------------------------|
| Anco | 60% | List Price |

School Bus Parts Co.

1 ½ ton and up, Class C vehicles including school buses

| <u>Manufacturer(s)</u> | <u>Discount %</u> | <u>List Price or Catalog Price</u> |
|------------------------|-------------------|------------------------------------|
| Anco | 18% | SBP Price List |
| Dyna | 18% | SBP Price List |

Uni-Select USA, Inc.

Autos, ½ ton and 1 ton vehicles, 1 ½ ton and up, Class C vehicles including school buses

| <u>Manufacturer(s)</u> | <u>Discount %</u> | <u>List Price or Catalog Price</u> |
|------------------------|-------------------|------------------------------------|
| Anco | 20% | Jobber |
| Pylon | 0% | Jobber |
| A-1 Wiper Motors | 10% | Jobber |

RESPONSE FORM

Please indicate if Discount % is from List Price or Catalog Price

8. Thomas & Freightliner Parts

~~GVMI, Inc. dba Napa Center El Paso, Sun Auto Parts~~ *updated 1/13/2017
 Genuine Parts Company dba NAPA *as of November 17, 2017

Autos, ½ ton and 1 ton vehicles, 1 ½ ton and up, Class C vehicles including school buses

| <u>Manufacturer(s)</u> | <u>Discount %</u> | <u>List Price or Catalog Price</u> |
|------------------------|-------------------|------------------------------------|
|------------------------|-------------------|------------------------------------|

| | | |
|--------------|---------|------------|
| Napa various | various | List Price |
|--------------|---------|------------|

List price less discounts of 25%, 35%, 45% & 55%

Heavy Duty Bus Parts, Inc.

Class C vehicles including school buses

| <u>Manufacturer(s)</u> | <u>Discount %</u> | <u>List Price or Catalog Price</u> |
|------------------------|-------------------|------------------------------------|
|------------------------|-------------------|------------------------------------|

| | | |
|--|-----|------------------------------------|
| Ultra Led Lights, Switches, Stop Arms Seat Covers, Foam | 40% | Catalog Price Heavy Duty Bus Parts |
|--|-----|------------------------------------|

RJ Border International, L.P dba Border International

1 ½ ton and up, Class C vehicles including school buses

| <u>Manufacturer(s)</u> | <u>Discount %</u> | <u>List Price or Catalog Price</u> |
|------------------------|-------------------|------------------------------------|
|------------------------|-------------------|------------------------------------|

| | | |
|--------------|-----|----------------|
| OEM | N/A | Cost + 25 |
| After Market | N/A | National Fleet |

School Bus Parts Co.

1 ½ ton and up, Class C vehicles including school buses

| <u>Manufacturer(s)</u> | <u>Discount %</u> | <u>List Price or Catalog Price</u> |
|------------------------|-------------------|------------------------------------|
|------------------------|-------------------|------------------------------------|

| | | |
|-----|-----|----------------|
| SBP | 18% | SBP Price List |
|-----|-----|----------------|

Truck Enterprises, Inc.

Class C vehicles including school buses

| <u>Manufacturer(s)</u> | <u>Discount %</u> | <u>List Price or Catalog Price</u> |
|------------------------|-------------------|------------------------------------|
|------------------------|-------------------|------------------------------------|

| | | |
|--------------|-----|------------|
| Thomas | 10% | List Price |
| Freightliner | 20% | List Price |

9. **Ward/ Am Tran & International Parts**

~~**GVM, Inc. dba Napa Center El Paso, Sun Auto Parts**~~ *updated 1/13/2017
Genuine Parts Company dba NAPA *as of November 17, 2017

Autos, ½ ton and 1 ton vehicles, 1 ½ ton and up, Class C vehicles including school buses

| <u>Manufacturer(s)</u> | <u>Discount %</u> | <u>List Price or Catalog Price</u> |
|--|-------------------|------------------------------------|
| Napa various | various | List Price |
| List price less discounts of 25%, 35%, 45% & 55% | | |

Heavy Duty Bus Parts, Inc.

Class C vehicles including school buses

| <u>Manufacturer(s)</u> | <u>Discount %</u> | <u>List Price or Catalog Price</u> |
|--|-------------------|------------------------------------|
| Ultra Led Lights, Switches, Stop Arms Seat Covers, Foam | 40% | Catalog Price Heavy Duty Bus Parts |

Longhorn Bus Sales

Class C vehicles including school buses

| <u>Manufacturer(s)</u> | <u>Discount %</u> | <u>List Price or Catalog Price</u> |
|------------------------------|-------------------|------------------------------------|
| International National Fleet | CD's | |

School Bus Parts Co.

1 ½ ton and up, Class C vehicles including school buses

| <u>Manufacturer(s)</u> | <u>Discount %</u> | <u>List Price or Catalog Price</u> |
|------------------------|-------------------|------------------------------------|
| SBP | 18% | SBP Price List |

Truck Enterprises, Inc.

Class C vehicles including school buses

| <u>Manufacturer(s)</u> | <u>Discount %</u> | <u>List Price or Catalog Price</u> |
|------------------------|-------------------|------------------------------------|
| Warn | 10% | List Price |

RESPONSE FORM

Please indicate if Discount % is from List Price or Catalog Price

10. Blue Bird Parts

~~GVM, Inc. dba Napa Center El Paso, Sun Auto Parts~~ *updated 1/13/2017
Genuine Parts Company dba NAPA *as of November 17, 2017

| <u>Manufacturer(s)</u> | <u>Discount %</u> | <u>List Price or Catalog Price</u> |
|------------------------|-------------------|------------------------------------|
| Napa various | various | List Price |

List price less discounts of 25%, 35%, 45% & 55%

Heavy Duty Bus Parts, Inc.

| <u>Manufacturer(s)</u> | <u>Discount %</u> | <u>List Price or Catalog Price</u> |
|------------------------|-------------------|------------------------------------|
| N/R | 40% | Catalog Price Heavy Duty Bus Parts |

Longhorn Bus Sales

| <u>Manufacturer(s)</u> | <u>Discount %</u> | <u>List Price or Catalog Price</u> |
|------------------------|-------------------|------------------------------------|
| International | N/F | CD's |
| Braun Lift Parts | N/F | |
| Ricon Lift Parts | N/F | |

RJ Border International, L.P dba Border International

| <u>Manufacturer(s)</u> | <u>Discount %</u> | <u>List Price or Catalog Price</u> |
|------------------------|-------------------|------------------------------------|
| OEM | | Cost + 25 |

RushTruck Centers of Texas

| <u>Manufacturer(s)</u> | <u>Discount %</u> | <u>List Price or Catalog Price</u> |
|------------------------|-------------------|------------------------------------|
| BlueBird | 25% | List Price |

School Bus Parts Co.

| <u>Manufacturer(s)</u> | <u>Discount %</u> | <u>List Price or Catalog Price</u> |
|------------------------|-------------------|------------------------------------|
| SBP | 18% | SBP Price List |

Truck Enterprises, Inc.

Class C vehicles including school buses

| <u>Manufacturer(s)</u> | <u>Discount %</u> | <u>List Price or Catalog Price</u> |
|------------------------|-------------------|------------------------------------|
| Blue Bird | 15% | List Price |

RESPONSE FORM

Please indicate if Discount % is from List Price or Catalog Price

11. Long Horn Bus Parts

~~GVMI, Inc. dba Napa Center El Paso, Sun Auto Parts~~ *updated 1/13/2017
Genuine Parts Company dba NAPA *as of November 17, 2017

| <u>Manufacturer(s)</u> | <u>Discount %</u> | <u>List Price or Catalog Price</u> |
|--|-------------------|------------------------------------|
| Napa various | various | List Price |
| List price less discounts of 25%, 35%, 45% & 55% | | |

Heavy Duty Bus Parts, Inc.

| <u>Manufacturer(s)</u> | <u>Discount %</u> | <u>List Price or Catalog Price</u> |
|------------------------|-------------------|------------------------------------|
| N/R | 40% | Catalog Price Heavy Duty Bus Parts |

RJ Border International, L.P dba Border International

| <u>Manufacturer(s)</u> | <u>Discount %</u> | <u>List Price or Catalog Price</u> |
|------------------------|-------------------|------------------------------------|
| International | N/A | International Fleet |

12. Wayne Parts

~~GVMI, Inc. dba Napa Center El Paso, Sun Auto Parts~~ *updated 1/13/2017
Genuine Parts Company dba NAPA *as of November 17, 2017

Autos, ½ ton and 1 ton vehicles, 1 ½ ton and up, Class C vehicles including school buses

| <u>Manufacturer(s)</u> | <u>Discount %</u> | <u>List Price or Catalog Price</u> |
|--|-------------------|------------------------------------|
| Napa various | various | List Price |
| List price less discounts of 25%, 35%, 45% & 55% | | |

Heavy Duty Bus Parts, Inc.

Class C vehicles including school buses

| <u>Manufacturer(s)</u> | <u>Discount %</u> | <u>List Price or Catalog Price</u> |
|------------------------|-------------------|------------------------------------|
| N/R | 40% | Catalog Price Heavy Duty Bus Parts |

School Bus Parts Co.

1 ½ ton and up, Class C vehicles including school buses

| <u>Manufacturer(s)</u> | <u>Discount %</u> | <u>List Price or Catalog Price</u> |
|------------------------|-------------------|------------------------------------|
| SBP | 18% | SBP Price List |

Truck Enterprises, Inc.

Class C vehicles including school buses

| <u>Manufacturer(s)</u> | <u>Discount %</u> | <u>List Price or Catalog Price</u> |
|------------------------|-------------------|------------------------------------|
| Wayne | 10% | List Price |

13. Carpenter Parts

~~**GVM, Inc. dba Napa Center El Paso, Sun Auto Parts**~~ *updated 1/13/2017
Genuine Parts Company dba NAPA *as of November 17, 2017

Autos, ½ ton and 1 ton vehicles, 1 ½ ton and up, Class C vehicles including school buses

| <u>Manufacturer(s)</u> | <u>Discount %</u> | <u>List Price or Catalog Price</u> |
|------------------------|-------------------|------------------------------------|
| Napa various | various | List Price |

List price less discounts of 25%, 35%, 45% & 55%

Heavy Duty Bus Parts, Inc.

Class C vehicles including school buses

| <u>Manufacturer(s)</u> | <u>Discount %</u> | <u>List Price or Catalog Price</u> |
|------------------------|-------------------|------------------------------------|
| N/R | 40% | Catalog Price Heavy Duty Bus Parts |

School Bus Parts Co.

1 ½ ton and up, Class C vehicles including school buses

| <u>Manufacturer(s)</u> | <u>Discount %</u> | <u>List Price or Catalog Price</u> |
|------------------------|-------------------|------------------------------------|
| SBP | 18% | SBP Price List |

Truck Enterprises, Inc.

Class C vehicles including school buses

| <u>Manufacturer(s)</u> | <u>Discount %</u> | <u>List Price or Catalog Price</u> |
|------------------------|-------------------|------------------------------------|
| Carpenter | 10% | List Price |

RESPONSE FORM

Please indicate if Discount % is from List Price or Catalog Price

14. Cummings Parts

~~GVMI, Inc. dba Napa Center El Paso, Sun Auto Parts~~ *updated 1/13/2017
Genuine Parts Company dba NAPA *as of November 17, 2017

Autos, ½ ton and 1 ton vehicles, 1 ½ ton and up, Class C vehicles including school buses

| <u>Manufacturer(s)</u> | <u>Discount %</u> | <u>List Price or Catalog Price</u> |
|--|-------------------|------------------------------------|
| Napa various | various | List Price |
| List price less discounts of 25%, 35%, 45% & 55% | | |

RushTruck Centers of Texas

| <u>Manufacturer(s)</u> | <u>Discount %</u> | <u>List Price or Catalog Price</u> |
|------------------------|-------------------|------------------------------------|
| Cummins | 22% | List Price |

School Bus Parts Co.

| <u>Manufacturer(s)</u> | <u>Discount %</u> | <u>List Price or Catalog Price</u> |
|------------------------|-------------------|------------------------------------|
| SBP | 18% | SBP Price List |

Truck Enterprises, Inc.

| <u>Manufacturer(s)</u> | <u>Discount %</u> | <u>List Price or Catalog Price</u> |
|------------------------|-------------------|------------------------------------|
| Cummins | 25% | List Price |

15. Collins Parts

~~GVMI, Inc. dba Napa Center El Paso, Sun Auto Parts~~ *updated 1/13/2017
Genuine Parts Company dba NAPA *as of November 17, 2017

Autos, ½ ton and 1 ton vehicles, 1 ½ ton and up, Class C vehicles including school buses

| <u>Manufacturer(s)</u> | <u>Discount %</u> | <u>List Price or Catalog Price</u> |
|--|-------------------|------------------------------------|
| Napa various | various | List Price |
| List price less discounts of 25%, 35%, 45% & 55% | | |

RESPONSE FORM

Please indicate if Discount % is from List Price or Catalog Price

16. US Bus Parts

~~GVMI, Inc. dba Napa Center El Paso, Sun Auto Parts~~ *updated 1/13/2017
Genuine Parts Company dba NAPA *as of November 17, 2017

Autos, ½ ton and 1 ton vehicles, 1 ½ ton and up, Class C vehicles including school buses

| <u>Manufacturer(s)</u> | <u>Discount %</u> | <u>List Price or Catalog Price</u> |
|--|-------------------|------------------------------------|
| Napa various | various | List Price |
| List price less discounts of 25%, 35%, 45% & 55% | | |

School Bus Parts Co.

1 ½ ton and up, Class C vehicles including school buses

| <u>Manufacturer(s)</u> | <u>Discount %</u> | <u>List Price or Catalog Price</u> |
|------------------------|-------------------|------------------------------------|
| SBP | 18% | SBP Price List |

17. OEM Body Parts

~~GVMI, Inc. dba Napa Center El Paso, Sun Auto Parts~~ *updated 1/13/2017
Genuine Parts Company dba NAPA *as of November 17, 2017

Autos, ½ ton and 1 ton vehicles, 1 ½ ton and up

| <u>Manufacturer(s)</u> | <u>Discount %</u> | <u>List Price or Catalog Price</u> |
|------------------------|-------------------|------------------------------------|
| Napa BK Balkamp | 45% | List Price |
| Napa NOE OEM parts | 55% | List Price |

Class C vehicles including school buses

| <u>Manufacturer(s)</u> | <u>Discount %</u> | <u>List Price or Catalog Price</u> |
|------------------------|-------------------|------------------------------------|
| Napa BK Balkamp | 45% | List Price |
| Napa GO HD Lighting | 55% | List Price |
| Napa LIT HD Lighting | 45% | List Price |
| Napa NOE OEM parts | 55% | List Price |

Heavy Duty Bus Parts, Inc.

Class C vehicles including school buses

| <u>Manufacturer(s)</u> | <u>Discount %</u> | <u>List Price or Catalog Price</u> |
|------------------------|-------------------|------------------------------------|
| N/R | 40% | Catalog Price Heavy Duty Bus Parts |

Longhorn Bus Sales

Class C vehicles including school buses

| <u>Manufacturer(s)</u> | <u>Discount %</u> | <u>List Price or Catalog Price</u> |
|------------------------|-------------------|------------------------------------|
| International | National Fleet | CD's |

RJ Border International, L.P dba Border International

1 ½ ton and up

| <u>Manufacturer(s)</u> | <u>Discount %</u> | <u>List Price or Catalog Price</u> |
|------------------------|-------------------|------------------------------------|
| International | N/A | National Fleet |
| IC Bus | N/A | National Fleet |

Class C vehicles including school buses

| <u>Manufacturer(s)</u> | <u>Discount %</u> | <u>List Price or Catalog Price</u> |
|------------------------|-------------------|------------------------------------|
| International | N/A | National Fleet |
| IC Bus | N/A | National Fleet |

RushTruck Centers of Texas

1 ½ ton and up, Class C vehicles including school buses

| <u>Manufacturer(s)</u> | <u>Discount %</u> | <u>List Price or Catalog Price</u> |
|------------------------|-------------------|------------------------------------|
| GM | 25% | List Price |

Truck Enterprises, Inc.

Class C vehicles including school buses

| <u>Manufacturer(s)</u> | <u>Discount %</u> | <u>List Price or Catalog Price</u> |
|------------------------|-------------------|------------------------------------|
| Freightliner | 20% | List Price |
| Peterbuilt | 20% | List Price |
| Ford | 20% | List Price |
| Volvo | 20% | List Price |
| Autocar | 20% | List Price |
| Kenworth | 20% | List Price |

RESPONSE FORM

Please indicate if Discount % is from List Price or Catalog Price

18. School Bus Glass

Longhorn Bus Sales

Class C vehicles including school buses

| <u>Manufacturer(s)</u> | <u>Discount %</u> | <u>List Price or Catalog Price</u> |
|------------------------|-------------------|------------------------------------|
| International | National Fleet | CD's |

RJ Border International, L.P dba Border International

1 ½ ton and up, Class C vehicles including school buses

| <u>Manufacturer(s)</u> | <u>Discount %</u> | <u>List Price or Catalog Price</u> |
|------------------------|-------------------|------------------------------------|
| International | N/A | National Fleet |
| All Makes | N/A | Cost + 25 |

19. OEM GMC Parts

~~GVMI, Inc. dba Napa Center El Paso, Sun Auto Parts~~ *updated 1/13/2017
Genuine Parts Company dba NAPA *as of November 17, 2017

Autos, ½ ton and 1 ton vehicles, 1 ½ ton and up, Class C vehicles including school buses

| <u>Manufacturer(s)</u> | <u>Discount %</u> | <u>List Price or Catalog Price</u> |
|------------------------|-------------------|------------------------------------|
| Napa various | various | List Price |

List price less discounts of 25%, 35%, 45% & 55%

RJ Border International, L.P dba Border International

Autos, ½ ton and 1 ton vehicles, 1 ½ ton and up, Class C vehicles including school buses

| <u>Manufacturer(s)</u> | <u>Discount %</u> | <u>List Price or Catalog Price</u> |
|------------------------|-------------------|------------------------------------|
| OEM | N/A | Cost + 25 |

RushTruck Centers of Texas

1 ½ ton and up, Class C vehicles including school buses

| <u>Manufacturer(s)</u> | <u>Discount %</u> | <u>List Price or Catalog Price</u> |
|------------------------|-------------------|------------------------------------|
| GM | 25% | List Price |

Truck Enterprises, Inc.

Class C vehicles including school buses

| <u>Manufacturer(s)</u> | <u>Discount %</u> | <u>List Price or Catalog Price</u> |
|------------------------|-------------------|------------------------------------|
| GMC | 10% | List Price |

Uni-Select USA, Inc.

Autos, ½ ton and 1 ton vehicles, 1 ½ ton and up, Class C vehicles including school buses

| <u>Manufacturer(s)</u> | <u>Discount %</u> | <u>List Price or Catalog Price</u> |
|------------------------|-------------------|------------------------------------|
| Ac Delco | 15% | Jobber |

20. OEM International Parts

~~**GVMI, Inc. dba Napa Center El Paso, Sun Auto Parts**~~ *updated 1/13/2017
Genuine Parts Company dba NAPA *as of November 17, 2017

Autos, ½ ton and 1 ton vehicles, 1 ½ ton and up, Class C vehicles including school buses

| <u>Manufacturer(s)</u> | <u>Discount %</u> | <u>List Price or Catalog Price</u> |
|------------------------|-------------------|------------------------------------|
| Napa various | various | List Price |

List price less discounts of 25%, 35%, 45% & 55%

Longhorn Bus Sales

Class C vehicles including school buses

| <u>Manufacturer(s)</u> | <u>Discount %</u> | <u>List Price or Catalog Price</u> |
|------------------------|-------------------|------------------------------------|
| International | National Fleet | CD's |

RJ Border International, L.P dba Border International

1 ½ ton and up, Class C vehicles including school buses

| <u>Manufacturer(s)</u> | <u>Discount %</u> | <u>List Price or Catalog Price</u> |
|------------------------|-------------------|------------------------------------|
| International | N/A | National Fleet |

Truck Enterprises, Inc.

Class C vehicles including school buses

| <u>Manufacturer(s)</u> | <u>Discount %</u> | <u>List Price or Catalog Price</u> |
|------------------------|-------------------|------------------------------------|
| International | 20% | List Price |

RESPONSE FORM

Please indicate if Discount % is from List Price or Catalog Price

21. OEM Ford Parts

~~GVMI, Inc. dba Napa Center El Paso, Sun Auto Parts~~ *updated 1/13/2017
Genuine Parts Company dba NAPA *as of November 17, 2017

Autos, ½ ton and 1 ton vehicles, 1 ½ ton and up, Class C vehicles including school buses

| <u>Manufacturer(s)</u> | <u>Discount %</u> | <u>List Price or Catalog Price</u> |
|------------------------|-------------------|------------------------------------|
| Napa various | various | List Price |

List price less discounts of 25%, 35%, 45% & 55%

RJ Border International, L.P dba Border International

Autos, ½ ton and 1 ton vehicles, 1 ½ ton and up, Class C vehicles including school buses

| <u>Manufacturer(s)</u> | <u>Discount %</u> | <u>List Price or Catalog Price</u> |
|------------------------|-------------------|------------------------------------|
| Ford | N/A | Cost + 25 |

Truck Enterprises, Inc.

Class C vehicles including school buses

| <u>Manufacturer(s)</u> | <u>Discount %</u> | <u>List Price or Catalog Price</u> |
|------------------------|-------------------|------------------------------------|
| Ford | 20% | List Price |

Uni-Select USA, Inc.

Autos, ½ ton and 1 ton vehicles, 1 ½ ton and up, Class C vehicles including school buses

| <u>Manufacturer(s)</u> | <u>Discount %</u> | <u>List Price or Catalog Price</u> |
|------------------------|-------------------|------------------------------------|
| Motorcraft | 20% | Jobber |

RESPONSE FORM

Please indicate if Discount % is from List Price or Catalog Price

22. OEM Chrysler Parts

~~GVMI, Inc. dba Napa Center El Paso, Sun Auto Parts~~ *updated 1/13/2017
Genuine Parts Company dba NAPA *as of November 17, 2017

Autos, ½ ton and 1 ton vehicles, 1 ½ ton and up, Class C vehicles including school buses

| <u>Manufacturer(s)</u> | <u>Discount %</u> | <u>List Price or Catalog Price</u> |
|--|-------------------|------------------------------------|
| Napa various | various | List Price |
| List price less discounts of 25%, 35%, 45% & 55% | | |

RJ Border International, L.P dba Border International

Autos, ½ ton and 1 ton vehicles, 1 ½ ton and up, Class C vehicles including school buses

| <u>Manufacturer(s)</u> | <u>Discount %</u> | <u>List Price or Catalog Price</u> |
|------------------------|-------------------|------------------------------------|
| OEM | N/A | Cost + 25 |

23. AV Locate GPS Tracking Devices

Alamo Industries, Inc.

Autos, ½ ton and 1 ton vehicles, 1 ½ ton and up, Class C vehicles including school buses

| <u>Manufacturer(s)</u> | <u>Discount %</u> | <u>List Price or Catalog Price</u> |
|------------------------|--------------------------------|------------------------------------|
| FleetSat | 50% + Column on any size order | |

Longhorn Bus Sales

Class C vehicles including school buses

| <u>Manufacturer(s)</u> | <u>Discount %</u> | <u>List Price or Catalog Price</u> |
|------------------------|-------------------|------------------------------------|
| Everyday Solutions | N/F | Call for Pricing 800-392-5356 |
| ZONAR | N/F | |
| Synovia | N/F | |

RESPONSE FORM

24. **Fuel Enhancement Parts (for reduction of emissions, increased fuel economy, and performance)**
Provide only independent laboratory test results with specifications for consideration

Please indicate if Discount % is from List Price or Catalog Price

~~GVMI, Inc. dba Napa Center El Paso, Sun Auto Parts~~ *updated 1/13/2017
 Genuine Parts Company dba NAPA *as of November 17, 2017

Autos, ½ ton and 1 ton vehicles, 1 ½ ton and up

| <u>Manufacturer(s)</u> | <u>Discount %</u> | <u>List Price or Catalog Price</u> | <u>Labor per person for installs \$ per/ hour</u> |
|------------------------|-------------------|------------------------------------|---|
| Napa BK – Balkamp | 45% | List Price | N/A |

RushTruck Centers of Texas

1 ½ ton and up, Class C vehicles including school buses

| <u>Manufacturer(s)</u> | <u>Discount %</u> | <u>List Price or Catalog Price</u> | <u>Labor per person for installs \$ per/ hour</u> |
|------------------------|-------------------|------------------------------------|---|
| Hug Filter System | 25% | List Price | \$85.00 per hour |

TexStar Professional Services

Autos, ½ ton and 1 ton vehicles,

| <u>Manufacturer(s)</u> | <u>Discount %</u> | <u>List Price or Catalog Price</u> | <u>Labor per person for installs \$ per/ hour</u> |
|------------------------|-------------------|------------------------------------|---|
| Wynns | 30% | \$34.95 | N/A |

1 ½ ton and up, Class C vehicles including school buses

| <u>Manufacturer(s)</u> | <u>Discount %</u> | <u>List Price or Catalog Price</u> | <u>Labor per person for installs \$ per/ hour</u> |
|------------------------|-------------------|------------------------------------|---|
| Wynns | 30% | \$61.95 | N/A |

RESPONSE FORM

Please indicate if Discount % is from List Price or Catalog Price

24. Angel Trax Surveillance Systems

Alamo Industries, Inc.

Autos, ½ ton and 1 ton vehicles, 1 ½ ton and up, Class C vehicles including school buses

| <u>Manufacturer(s)</u> | <u>Discount %</u> | <u>List Price or Catalog Price</u> | <u>Labor per person for installs \$ per/ hour</u> |
|------------------------|-------------------|------------------------------------|---|
| Angel Trax | 1 to 24 units | 5% off Dealer Price List | \$65.00 / hour plus 7.5% supply fee |
| | 25 to 49 units | 11% off Dealer Price List | |
| | 50 to 74 units | 17% off Dealer Price List | |

All complete systems are \$25.00 each shipping & handling

Longhorn Bus Sales

Class C vehicles including school buses

| <u>Manufacturer(s)</u> | <u>Discount %</u> | <u>List Price or Catalog Price</u> | <u>Labor per person for installs \$per/ hour</u> |
|------------------------|-------------------|------------------------------------|--|
| Angel Track | N/F | Call for Pricing 800-392-5356 | |

25. Tires (All Sizes)

Bill Williams Tire Centers

Autos, ½ ton and 1 ton vehicles

| <u>Manufacturer(s)</u> | <u>Discount %</u> | <u>List Price or Catalog Price</u> | <u>Labor per person for installs \$ per/ hour</u> |
|------------------------|-------------------|------------------------------------|---|
| Firestone | 20% | TX State Contract | \$12.00 |
| Michelin | 45% | TX State Contract | \$12.00 |
| BF Goodrich | 45% | TX State Contract | \$12.00 |

1 ½ ton and up, Class C vehicles including school buses

| <u>Manufacturer(s)</u> | <u>Discount %</u> | <u>List Price or Catalog Price</u> | <u>Labor per person for installs \$ per/ hour</u> |
|------------------------|-------------------|------------------------------------|---|
| Michelin | 45% | TX State Contract | \$25.00 |
| BF Goodrich | 45% | TX State Contract | \$25.00 |

~~**GVMI, Inc. dba Napa Center El Paso, Sun Auto Parts**~~ *updated 1/13/2017
Genuine Parts Company dba NAPA *as of November 17, 2017

Autos, 1/2 ton and 1 ton vehicles, 1 1/2 ton and up

| <u>Manufacturer(s)</u> | <u>Discount %</u> | <u>List Price or Catalog Price</u> | <u>Labor per person for installs \$ per/ hour</u> |
|-----------------------------------|-------------------|------------------------------------|---|
| Wholesale Price + \$6.50 per tire | | see attached | \$8.50 each wheel includes balancing |

CURRENT PRICE LISTS TIED TO NATIONAL PROGRAMS FOR TIRE SALES TO GOVERNMENT AGENCIES IS ENCOURAGED OR A MANUFACTURERS PRICE LIST WITH DISCOUNTS PER CATEGORY IS ACCEPTABLE. ESC REGION 19 UNDERSTANDS THAT PRICE LISTS FROM MANUFACTURERS WILL CHANGE DURING THE CONTRACT PERIOD.

26. LABOR RATES FOR INSTALLATION BY VENDOR (PROVIDE ANY HOURLY RATE TO BE BILLED BY VARIOUS TECHNICIANS AND AREAS OF EXPERTISE WHEN ASKED TO INSTALL PARTS IF APPLICABLE)

Alamo Industries, Inc. - \$65.00 per hour for GPS & Bus Video Installation + 7.5% supply fee

Bill Williams Tire Centers – Tire Technicians \$12.00 – \$13.50
 Mechanics \$15.00

~~**GVMI, Inc. dba Napa Center** – \$55.00 per hour – light duty vehicles *updated 1/13/2017
 \$65.00 per hour – medium duty vehicles~~

H&J Alamo Auto Glass – \$15.00 per hour

Longhorn Bus Sales - \$115.00 per hour

RJ Border International, L.P dba Border International –

| | |
|--|---------------|
| engine / transmission diagnoses and repair | \$115.00 hour |
| electrical / major susp / axle diagnoses and repair | \$96.00 hour |
| maintenance / minor susp / brakes diagnoses and repair | \$86.00 hour |
| body shop work estimate and repair | \$68.00 hour |
| body work sublet | cost + 20 |
| glass repair / install | \$48.00 hour |

RushTruck Centers of Texas - \$85.00 per hour at our shop at Rush Truck Center
 updated 1/12/18 - There will be a 10% shop supplies fee on top of the labor charge.

Truck Enterprises, Inc. –

| | |
|------------------------------|------------------|
| collision repair & body work | \$82.00 per hour |
| alignment & suspension work | \$82.00 per hour |
| engine & transmission work | \$82.00 per hour |

REQUIRED QUESTIONS FOR AWARD CONSIDERATION

**Does vendor offer discounts for large volume purchases over and above discounts submitted?
If so, please provide details including additional parts discounts and
Labor costs, if applicable:**

Alamo Industries, Inc. – For larger deals, we may be able to negotiate discounts that we can pass through to the customer.

Bill Williams Tire Centers – No

GVMI, Inc. dba Napa Center El Paso, Sun Auto Parts *updated 1/13/2017 –
Genuine Parts Company dba NAPA *as of November 17, 2017

Volume purchases in filters need to be set up by each entity. Any items purchased in volume we can call Napa and check into discounts which we can pass on to the buyer. Tools & equipment need to be checked on.

H&J Alamo Auto Glass – N/R

Heavy Duty Bus Parts, Inc. – No

Longhorn Bus Sales - Parts yes / Labor no

RJ Border International, L.P dba Border International – No

RushTruck Centers of Texas – No

San Loma, Inc. dba WestFleet- No

School Bus Parts Co. – Yes, varies case by case

TexStar Professional Services – No Bid

Truck Enterprises, Inc. – N/R

Uni-Select USA, Inc. – N/R

Number of Walk In Store Fronts in El Paso and Surrounding Area (Attach locations, addresses, phone numbers, and contact person for this account?)

Alamo Industries, Inc. – 2 locations 5923 Gateway Blvd. West El Paso, TX 79925 (915)781-1234 Dick Kranse
3650 Buckner El Paso, TX 79925 (915) 242-0300 Art Smith

Bill Williams Tire Centers – 1 location 1160 Horizon Blvd. Socorro, TX 79927 (915) 590-8473 Melvin Rodriguez
cell (915) 407-1796

GVM, Inc. dba Napa Center El Paso, Sun Auto Parts *updated 1/13/2017 – 1 location 7750 Gateway Blvd. East
Genuine Parts Company dba NAPA *as of November 17, 2017 El Paso, TX 79915

H&J Alamo Auto Glass – 1 location 11555 Pellicano El Paso, TX 79936 (915) 590-9933 / Fax: (915) 590-6373

Heavy Duty Bus Parts, Inc. – None

Longhorn Bus Sales N/A

RJ Border International, L.P dba Border International – 2 locations 12283 Rojas Dr. El Paso, TX (915) 858-4644 Jay Johnson
1670 S. Valley Dr. Las Cruces, NM (575) 541-4259 John Melvin

RushTruck Centers of Texas – 1 location 12253 Gateway Blvd. West El Paso, TX

San Loma, Inc. dba WestFleet- 1 location 11444 Rojas Dr. Ste. C-10 El Paso, TX

School Bus Parts Co. – None

TexStar Professional Services – N/R

Truck Enterprises, Inc. – N/R

Uni-Select USA, Inc. – 1 location 5940 E. Paisano Dr. El Paso, TX (Auto Plus)

Number of Delivery Trucks in El Paso and surround area?

Alamo Industries, Inc. – 2

Bill Williams Tire Centers – 7

GVM, Inc. dba Napa Center El Paso, Sun Auto Parts *updated 1/13/2017
Genuine Parts Company dba NAPA *as of November 17, 2017– 10

H&J Alamo Auto Glass – 12

Heavy Duty Bus Parts, Inc. – None

RJ Border International, L.P dba Border International – 8

RushTruck Centers of Texas – 3

San Loma, Inc. dba WestFleet- 3

School Bus Parts Co. – None

TexStar Professional Services – 2

Truck Enterprises, Inc. – 2

Uni-Select USA, Inc. – 10

Number of Personnel living and working in El Paso area?

Alamo Industries, Inc. – 87

Bill Williams Tire Centers – 8

GVMI, Inc. dba Napa Center El Paso, Sun Auto Parts *updated 1/13/2017

Genuine Parts Company dba NAPA *as of November 17, 2017– reside in El Paso 22 / working in El Paso 24

H&J Alamo Auto Glass – 15

Heavy Duty Bus Parts, Inc. – None

Longhorn Bus Sales - N/A

RJ Border International, L.P dba Border International – 130

RushTruck Centers of Texas – 81

San Loma, Inc. dba WestFleet- 3

School Bus Parts Co. – None

TexStar Professional Services – 2

Truck Enterprises, Inc. – 32

Uni-Select USA, Inc. – 15

Number of Years in business in El Paso market?

Alamo Industries, Inc. – 37 years

Bill Williams Tire Centers – 5 years

GVMI, Inc. dba Napa Center El Paso, Sun Auto Parts *updated 1/13/2017 – 20 + years

Genuine Parts Company dba NAPA *as of November 17, 2017– 20 + years

H&J Alamo Auto Glass – 20 years

Heavy Duty Bus Parts, Inc. – None

Longhorn Bus Sales - N/A

RJ Border International, L.P dba Border International – 12 years

RushTruck Centers of Texas – 14 years

San Loma, Inc. dba WestFleet- 13 years

School Bus Parts Co. – 44 years

TexStar Professional Services – 11 years

Truck Enterprises, Inc. – 28 years

Uni-Select USA, Inc. – 18 years

Average Inventory on hand in El Paso market?

Alamo Industries, Inc. - \$2, 3000,000.00

Bill Williams Tire Centers – 1 million

GVMI, Inc. dba Napa Center El Paso, Sun Auto Repair *updated 1/13/2017
Genuine Parts Company dba NAPA *as of November 17, 2017- \$1,400,000.00

H&J Alamo Auto Glass – \$20,000.00

Heavy Duty Bus Parts, Inc. – None

Longhorn Bus Sales - N/A

RJ Border International, L.P dba Border International - \$2, 500,000.00

RushTruck Centers of Texas - \$1.8 million

San Loma, Inc. dba WestFleet- \$185,000.000

School Bus Parts Co. – N/A

TexStar Professional Services – \$40,000.00

Truck Enterprises, Inc. – \$800,000.00

Uni-Select USA, Inc. – \$2 million

Does vendor provide any discount terms such as 1 or 2% 10 days, net 30 days?

Alamo Industries, Inc. – Net 30 days

Bill Williams Tire Centers – No

GVMI, Inc. dba Napa Center El Paso, Sun Auto Parts *updated 1/13/2017 – Net 30
Genuine Parts Company dba NAPA *as of November 17, 2017-Net 30

H&J Alamo Auto Glass – Yes 2% 10 days

Heavy Duty Bus Parts, Inc. – Yes

Longhorn Bus Sales - N/A

RJ Border International, L.P dba Border International – No

RushTruck Centers of Texas – No

San Loma, Inc. dba WestFleet- 1% 10 days

School Bus Parts Co. – 1% 10 Net 30

TexStar Professional Services – No

Truck Enterprises, Inc. – None

Uni-Select USA, Inc. – No

Does vendor have capability to provide manufacturers list pricing on its web site for access by ESC Region 19 Purchasing Cooperative members? If so, please provide details

Alamo Industries, Inc. – No

Bill Williams Tire Centers – Yes

~~GVMI, Inc. dba Napa Center El Paso, Sun Auto Parts~~ *updated 1/13/2017

Genuine Parts Company dba NAPA *as of November 17, 2017– Yes Napa Pro-Link which is an e-catalog. Please see attached for log in and password

H&J Alamo Auto Glass – No

Heavy Duty Bus Parts, Inc. – Yes www.directbus.com

Longhorn Bus Sales - No. National Fleets Sales CD's and Direct Ship CD's are provided

RJ Border International, L.P dba Border International – No

RushTruck Centers of Texas – No, will provide price list

San Loma, Inc. dba WestFleet- No

School Bus Parts Co. – No

TexStar Professional Services – No

Truck Enterprises, Inc. – No

Uni-Select USA, Inc. – Yes

Provide listing and contact information for 3 references vendor has done business with in the last 6 months?

On File

PLEASE USE SPACE BELOW TO ADVISE WHICH CITIES AND/OR STATES VENDOR WISHES TO BE CONSIDERED TO SELL GOODS AND SERVICES IN AND IF LABOR IS PROVIDED DUE TO A VENDOR FACILITY IN THAT LOCATION PLEASE INDICATE AS SUCH;

Alamo Industries, Inc. – El Paso, Las Cruces, Alamogordo and others to be determined by size & scope of opportunity

Bill Williams Tire Centers – N/R

~~GVMI, Inc. dba Napa Center El Paso, Sun Auto Parts~~ *updated 1/13/2017
Genuine Parts Company dba NAPA *as of November 17, 2017– N/R

H&J Alamo Auto Glass – N/R

Heavy Duty Bus Parts, Inc. – No Labor

Longhorn Bus Sales - Houston, TX – service area

RJ Border International, L.P dba Border International – N/R

RushTruck Centers of Texas – N/R

San Loma, Inc. dba WestFleet- N/R

School Bus Parts Co. – N/R

TexStar Professional Services – N/R

Truck Enterprises, Inc. – N/R

Uni-Select USA, Inc. – States previously listed on the required form page 6

Service Area

Provide any Details Regarding Goods/Services Outside of El Paso Market including all Regions and or Other States: (Y/N) Arizona, New Mexico, and Texas

Alamo Industries, Inc. – Arizona - Product install on GPS only
New Mexico – Las Cruces & Alamogordo – Full Service others to be determined
El Paso Region – Everything – Others GPS install - school bus parts only

Bill Williams Tire Centers – New Mexico, Texas

GVM, Inc. dba Napa Center El Paso, Sun Auto Parts *updated 1/13/2017 - New Mexico & Texas border area *updated 1/13/2017
Genuine Parts Company dba NAPA *as of November 17, 2017 Texas - El Paso & surrounding areas
– labor is done at 7750 Gateway Blvd. East El Paso, TX 79915

H&J Alamo Auto Glass – New Mexico, Texas

Heavy Duty Bus Parts, Inc. – Arizona – Bus Parts
New Mexico – Bus Parts
Texas – Bus Parts

Longhorn Bus Sales - Texas – Houston for service, anywhere for parts

RJ Border International, L.P dba Border International – Arizona – Service repair shop in Tucson, Arizona
New Mexico – Service repair shop in Las Cruces, NM
Texas – Service repair shop in McAllen, TX

RushTruck Centers of Texas – Texas – El Paso

San Loma, Inc. dba WestFleet- New Mexico – Albuquerque 3440 Girard NE 87107

School Bus Parts Co. – Arizona, New Mexico and Texas - Goods only

TexStar Professional Services – N/R

Truck Enterprises, Inc. – New Mexico – sales, service & parts (Carlsbad, New Mexico)

Uni-Select USA, Inc. – Texas

Approved by: _____
(Armando Aguirre – Executive Director)
(Armando Aguirre – Executive Director)
(Armando Aguirre – Executive Director)

Date: _____
(September 11, 2014)
(July 1, 2015)
(May 31, 2016)