

# Contract User Guide for VEH114

## VEH114: Automotive Parts, Paint, Refined Motor Oil, Lubricants, and other fluids

UPDATED: December 8, 2022

<b>Contract #:</b>	VEH114
<b>MMARS MA #:</b>	VEH114*
<b>Initial Contract Term:</b>	July 1, 2022 – June 30, 2027
<b>Maximum End Date:</b>	Zero (0) extensions to 2027
<b>Current Contract Term:</b>	July 1, 2022 – June 30, 2027
<b>Contract Manager:</b>	Kelly Thompson Clark, 617-720-3184, <a href="mailto:kelly.thompsonclark@mass.gov">kelly.thompsonclark@mass.gov</a>
<b>This Contract Contains:</b>	Environmentally Preferable Products (EPP)
<b>UNSPSC Codes:</b>	25-17-00 Transportation components and systems 27-14-00 Automotive specialty tools 15-12-00 Lubricants and oils and greases and anti-corrosives 26-11-00 Batteries and generators and kinetic power transmission

\*The asterisk is required when referencing the contract in the Massachusetts Management Accounting Reporting System (MMARS).

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### Contract Summary

This is a Statewide Contract for Automotive Parts, Paint, Refined Motor Oil, Lubricants, and other fluids. This contract replaces VEH96 and provides the purchase and delivery of OEM and Non-OEM motorized vehicle parts, re-refined motor



oil, hydraulic oils, transmission fluids, specialty oils, greases, lubes, brake fluids, remanufactured antifreeze, and windshield washer solvent. Additionally, this contract now offers categories specifically dedicated for automotive batteries as well as for auto body parts and supplies. Reference the [VENDOR LIST AND INFORMATION](#) to view which vendors provide the category you are looking for and what counties within the Commonwealth they offer delivery to. In-store pickup is also an option for most vendors.

## COVID-19 Updates

### Supplying Disinfectant and Sanitizer Products

If you are purchasing disinfectants and hand sanitizers for use against COVID-19, make sure that all products meet the guidelines established by the EPA and the CDC:

- Disinfectants: should be on the EPA's [List N: Disinfectants for Use Against SARS-CoV-2](#) AND registered by the [Massachusetts Pesticide Board Subcommittee](#)
- Hand Sanitizers: The CDC [Hand Hygiene Recommendations](#) cite at least 60% alcohol-based hand sanitizer *if soap and water are not available*. For healthcare, refer to the CDC's [Hand Hygiene in Healthcare Settings](#) for more information.

### Safety:

It is against state and federal law to use disinfectants in a manner that is not intended by the instructions on the label (for example, wide area spraying of a chemical that is not specified for use in this way). The use of disinfectants does not require a license in Massachusetts, but purchasers should review [OSHA guidance and standards](#), and ensure the individuals using disinfectants are aware of the guidance.

## Contract Categories

This contract includes four (4) categories of products as listed below:

Category 1: OEM and Non-OEM Parts

Category 2: Auto Body Parts and Supplies

Category 3: Refined Motor Oil, Lubricants, and other fluids

Category 4: Automotive Batteries

## Benefits and Cost Savings

Statewide contracts are an easy way to obtain benefits for your organization by leveraging the Commonwealth's buying power, solicitation process, contracting expertise, vendor management and oversight, and the availability of environmentally preferable products.

- Significant discounts off list price
- Vast network of vendors with millions of parts in stock
- Fast delivery, in some cases same day
- No delivery charges
- All vendors offer Prompt Pay Discount (PPD)

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## Find Bid/Contract Documents

- To find all contract-specific documents, including the Contract User Guide, RFR, specifications, and other attachments, visit [COMMBUYS.com](http://COMMBUYS.com) and search for VEH114 to find related Master Blanket Purchase Order (MBPOs) information. All common contract documents are located in the “Master Contract Record” Master Blanket Purchase Order (MBPO) for VEH114 and can be accessed directly by visiting [Master Blanket Purchase Order PO-22-1080-OSD03-SRC3-25806](#).
- To find vendor-specific documents, including price sheets, see links to individual vendor MBPOs on the [Vendor Information](#) page.

## Who Can Use This Contract

### Applicable Procurement Law

Executive Branch Goods and Services: MGL c. 7, § 22; c. 30, § 51, § 52; 801 CMR 21.00;

### Eligible Entities

Please see the standard list of Eligible Entities on our [Eligible Entities Which May Use Statewide Contracts](#) webpage.

## Supplier Diversity Requirements

When selecting contractors and placing orders, Executive departments shall utilize diverse and small businesses to the extent possible based on contract terms, SDO and departmental policies, laws, and regulations. Additionally, departments shall make a preference for contractors with higher SDP commitments and/or performance whenever such information is available (or is requested from contractors by the department) and the preference is feasible.

OSD provides up-to-date information on the availability of diverse and small businesses on statewide contracts through the [Statewide Contract Index](#) available on the COMMBUYS home page. See the “Programs (SDO and SBPP)” tab for current certification and small business status of contractors on this contract.

## Pricing, Quote and Purchase Options

### Purchase Options

The purchase options identified below are the only acceptable options that may be used on this contract:

Purchases made through this contract will be direct, outright purchases

### Pricing Options

- **Ceiling/Not-to-Exceed:** Contract discounts and other pricing published under the contract represents “ceiling” or “not-to-exceed” pricing, and may be further negotiated.
- **Discount off of Manufacturers Suggested Retail Price (MSRP):** Contract pricing is a specified discount off of the MSRP catalog price.

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## Product/Service Pricing and Finding Vendor Price Files

Product pricing may be found by visiting the [VENDOR LIST AND INFORMATION](#) page, where links to all the vendors MBPOs should be provided. Each vendor's MBPO contains a cost table that reflects contract pricing.

Note that new vehicle parts are produced on a continuous basis so the vendor should be contacted if the particular part you are seeking is not reflected in the cost table.

## Setting Up a COMMBUYS Account

COMMBUYS is the Commonwealth's electronic Market Center supporting online commerce between government purchasers and businesses. If you do not have one already, contact the COMMBUYS Help Desk to set up a COMMBUYS buyer account for your organization: (888)-627-8283 or [OSDhelpdesk@mass.gov](mailto:OSDhelpdesk@mass.gov)

*Per **801 CMR 21.00**, Executive Branch Departments must use established statewide contracts for the purchase of commodities and services. Specifically, Executive Departments are required to use OSD's statewide contracts, including designated statewide contracts, if available, for their specific commodity and service needs. Exceptions will only be permitted with prior written approval from the Assistant Secretary for Operational Services, or designee.*


When contacting a vendor on statewide contract, always reference VEH114 to receive contract pricing.

## Quick Search in COMMBUYS

Log into COMMBUYS, and use the Search box on the COMMBUYS header bar to locate items described on the MBPO or within the vendor catalog line items. Select Contract/Blanket or Catalog from the drop-down menu.

## How To Purchase From The Contract

- **Select items from a PunchOut catalog and purchase through COMMBUYS**

PunchOut catalogs offer the convenience of selecting Statewide Contract products from a vendor's e-commerce website. The PunchOut or Government to Business (G2B) catalogs are available via COMMBUYS only (login to COMMBUYS and select the settings option in the upper right-hand corner [  ] and choose the G2B PunchOut option). Once a vendor is selected in COMMBUYS, you are taken to the vendor's e-commerce site. After shopping is complete on the vendor's e-commerce site, selected items are pulled back into COMMBUYS, summarized on a COMMBUYS release Requisition, and are ready to submit for approval. Once approved, it is released to the vendor for processing and fulfillment.

For a description of how to complete this purchase in COMMBUYS, visit the [Job Aids for Buyers](#) webpage and select either:

- The *Quick Reference Guide (QRG)* section and choose the *QRG – Creating a Punch Out Order* job aid
- The *COMMBUYS Purchase Orders* section and choose the *How to Purchase from a COMMBUYS PunchOut* job aid.

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- **Directly purchase a non-fixed price item (\$0 line item) through COMMBUYS**

Some vendor MBPO pages have a \$0.00 line item for the product categories they are awarded. When placing an order in COMMBUYS a contract user needs to type in the total cost of the order and may add invoice/quote information as reference either by typing in the information or attaching as a PDF file. Specific product pricing may be found via the Vendor MBPOs.

- **Document items in COMMBUYS that have already been purchased**

This type of contract allows buyers to document a contract purchase in COMMBUYS that already has taken place through a Request for Payment Authorization (RPA) Release Requisition. It also allows MMARS users to easily keep track of spend. NOTE: MMARS and COMMBUYS do not interface –payment request and invoice should be reported in both MMARS and COMMBUYS separately.

For a description of how to complete this purchase in COMMBUYS, visit the [Job Aids for Buyers](https://www.mass.gov/lists/job-aids-for-buyers-using-commbuys) <https://www.mass.gov/lists/job-aids-for-buyers-using-commbuys> webpage, and select:

- The COMMBUYS Requisitions section, and choose the *How to Create an RPA Requisition job aid*.

## Instructions for MMARS Users

MMARS users must reference the MA number in the proper field in MMARS when placing orders with any contractor.

## Environmentally Preferable Products (EPP)

**Antifreeze (Remanufactured):** This contract provides recycled antifreeze made from 100%-recycled ethylene glycol in both ready-to-use and concentrated forms in one gallon, 55-gallon drums, and bulk quantities.

**Bio-based Lubricants, Equipment and Automotive:** Vegetable oils (bio-based products) are included in several oil/fluid products on this contract. These products, made from corn, canola, soy, and other vegetable oils, are used to produce a wide range of lubricants. The majority of companies manufacturing plant-based lubricants have focused primarily on industrial oils. Within this category, certain applications are best suited for plant-based lubricants, including hydraulic oils, total loss lubricants, metalworking oils, and other general oils.

The bio-based lubricants on this contract meet Original Equipment Manufacturer (OEM) product requirements and use the same American Society for Testing Materials (ASTM) standards as petroleum-based fluids.

*Users are finding that vegetable oils may offer better performance than petroleum oils in some applications, with the added benefits of being less toxic, renewable, and biodegradable, posing a greatly reduced threat to human health and the environment.*

**Motor Oil, Re-Refined and Other Bio-based Lubricants:** This contract includes re-refined motor oil, bio-based marine/specialty oils, hydraulic oil, gear oil, and brake fluids in addition to remanufactured antifreeze. Choose bio-based, remanufactured, and considered biodegradable and derived from non-petroleum sources.

### Specifications

- Re-refined motor oils are certified by the American Petroleum Institute (API) and Society of Automotive Engineers (SAE) and meet International Lubricant Standardization and Approval Committee (ILSAC)

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requirements.

- Warranties must provide for the full-cost replacement of all equipment that is damaged as direct result of oil that does not meet the required performance specifications when used appropriately.
- Other oils and lubricants, including bio-based items, are certified to meet the appropriate American Society for Testing and Materials (ASTM) standards and manufacturers' specifications and are available in various quantities.
- Vendors are required to take back empty drums at no additional charge.
- Vendors offer a variety of sizes, including 300-gallon storage tank for motor oil products.

According to the [US Environmental Protection Agency](#), re-refined oils are recycled, and, therefore, helps reduce the depletion of natural resources by using less crude oil; it only takes one gallon of used oil to make 2.5 quarts of re-refined oil; whereas it takes 42 gallons of crude oil to make 2.5 quarts of virgin oil.

**Vehicle Parts, Remanufactured Motorized Parts:** This contract establishes a list of vendors to provide motorized vehicle parts, accessories, and supplies. Many of these supplies are remanufactured. Ask the vendor about remanufactured parts when ordering.

The following is a list of motorized vehicle parts that are most likely to be remanufactured or have a remanufactured option:

Air brake compressor	Clutches	Fuel pumps	Starters
Air conditioning compressors	Constant velocity drive axles	Generators	Transfer case motors
Air dryers	Crankshafts	Headlamp motors	Transmissions
Alternators	Cruise control products	Intake manifolds	Truck brake shoes
Antifreeze (recycled)	Cylinder heads	Mass air flow sensors (MAF)	Turbo chargers
Anti-lock brake systems (abs)	Distributors	Master cylinders	Vacuum pumps
Batteries	Engine control computers (ECCs)	Motor oil (re-refined)	Water pumps
Blower motors	Engine control modules (ECMs)	Power steering gear boxes	Window lift motors
Brake boosters	Engines	Power steering pumps	Wiper motors
Brake calipers	Flywheels	Rack and pinion units	
Brake valves	Fuel injector pumps	Rear axle	
Carburetors	Fuel injectors	Smog pumps	

Review the [EPP Products and Services Guide](#) for additional information.

**EPP Requirements:**

State buyers are reminded that [Environmentally Preferable Products \(EPP\) Procurement Program](#) requirements for the use of environmentally preferable disinfectants, and some cleaning supplies, has been waived due to the availability of the products impacted by the demand caused by COVID-19. As the EPP supply replenishes, buyers are reminded that these disinfectants and other third-party certified products remain recommended for use and are selected for public health and environmental standards. For additional guidance, visit the Toxics Use Reduction Institute's [COVID-19: Safely Clean & Disinfect](#) webpage.

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## Emergency Services

Many statewide contracts are required to provide products or services in cases of statewide emergencies. [ML - 801 CMR 21](#) defines emergency for procurement purposes. Visit the [Emergency Response Supplies, Services and Equipment Contact Information for Statewide Contracts](#) list for emergency services related to this contract.

## Shipping/Delivery/Returns

Delivery charges are not authorized. Same-day delivery is available for parts in cases where they are stocked. The Contractors are required to deliver non-stocked goods as soon as available and at a mutually agreed upon time. All parts which are not in good condition upon delivery shall be promptly replaced by the vendor.

## Additional Information/FAQs

### Geographical Service Area

Contractors provide service based on region. Awarded regions are identified for each vendor in the vendor information section of this document. [Appendix A](#) contains a breakdown of the cities/towns that fall in each Region.

### Other Discounts

- **Prompt Pay Discounts:** A discount given to the buyer if paid within a certain time period. These discounts may be found in the [Vendor List and Information](#) section below. All discounts offered will be taken in cases where the payment issue date is within the specified number of days listed by vendor and in accordance with the Commonwealth's Bill Paying Policy. Payment days will be measured from the date goods are received and accepted / performance was completed OR the date an invoice is received by the Commonwealth, whichever is later to the date the payment is issued as an EFT (preferred method) or mailed by the State Treasurer. The date of payment "issue" is the date a payment is considered "paid" not the date a payment is "received" by a Contractor.

### If the Needed Product Can Not be Found

If a product cannot be found in the vendor's catalog, price sheet or PunchOut, it is recommended to contact the vendor directly to inquire if it is available for purchase on this contract. Vendor needs prior approval from the contract manager, if the product meets the scope of the product category, the vendor may be able to add it to their product offerings.

If the product is not listed in the scope of the product category, a buyer may contact the Strategic Sourcing Manager to inquire whether the product may be purchased.

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## Strategic Sourcing Team Members

- Doris Kupis, Department of Correction
- LT Frank Robles, State Police
- Sharon Rogers, Barnstable County Sherriff's Office
- Joseph Suppa, Department of Transportation
- Ken Urato, Department of Transportation
- Sam Chan, Operational Services Division (Inactive)
- David Sargeant, Operational Services Division (Inactive)
- Sara Siddall, Operational Services Division (Inactive)
- Kelly Thompson Clark, Operational Services Division



# Contract User Guide for VEH114

## Vendor List and Information\*

Vendor	Master Blanket Purchase Order #	Contact Person	Phone #	Email	Categories	Counties	PPD	SDP Commitment Percentage
**Master MBPO	<a href="#">PO-22-1080-OSD03-SRC3-25806</a>	Kelly Thompson Clark	617-720-3184	<a href="mailto:kelly.thompsonclark@mass.gov">kelly.thompsonclark@mass.gov</a>	N/A	N/A	N/A	N/A
Atlantic Battery Company, Inc.	<a href="#">PO-23-1080-OSD03-SRC01-27517</a>	Keith Migell	617-924-2868	<a href="mailto:Battery34@aol.com">Battery34@aol.com</a>	4	Essex, Middlesex, Plymouth	2% < 10 Days	10%
D.O.T. FLEETPARTS	<a href="#">PO-22-1080-OSD03-OSD03-25793</a>	Jack Bellan	781-956-8723	<a href="mailto:jackbellan@hotmail.com">jackbellan@hotmail.com</a>	1, 2, 3, 4	All Counties	1% < 30 Days	5%
Dennison Lubricants	<a href="#">PO-22-1080-OSD03-OSD03-25946</a>	Brian Dennison	508-946-0500	<a href="mailto:briand@denlube.com">briand@denlube.com</a>	3	All Counties	1% < 10 Days	20%
East Coast Truck and Trailer, Inc.	<a href="#">PO-23-1080-OSD03-SRC02-27460</a>	Nikki Thiffault	508-586-1666 x24	<a href="mailto:nik.thiff@gmail.com">nik.thiff@gmail.com</a>	1.2	Barnstable, Bristol, Middlesex, Norfolk, Plymouth, Suffolk, Worcester	2% < 10 Days; and 1% < 30 Days	5%
Elliott Auto Supply Co., Inc.	<a href="#">PO-23-1080-OSD03-SRC02-27461</a>	Steve Sheehan	617-816-4256	<a href="mailto:s.sheehan@fmpco.com">s.sheehan@fmpco.com</a>	1,3,4	All Counties	1% < 10 Days	1%
Fisher Auto Parts Inc. (dba Allied Auto Parts)	<a href="#">PO-22-1080-OSD03-OSD03-25795</a>	Michael Borr	617-721-7980	<a href="mailto:Michael.borr@fisherautoparts.com">Michael.borr@fisherautoparts.com</a>	1, 2, 3, 4	Bristol, Essex, Franklin, Middlesex, Norfolk, Plymouth, Suffolk, Worcester	2% < 20 Days	3%



**OPERATIONAL SERVICES DIVISION**

Vendor	Master Blanket Purchase Order #	Contact Person	Phone #	Email	Categories	Counties	PPD	SDP Commitment Percentage
Genuine Parts Company (dba NAPA Auto Parts)	<a href="#">PO-23-1080-OSD03-SRC02-26023</a> This Vendor has PunchOut available	Don Lachance	404-386-4157	<a href="mailto:don_lachance@genpt.com">don_lachance@genpt.com</a>	1,3, 4	All Counties	2% < 10 Days	1%
IEH Auto Parts LLC (dba Auto Plus Auto Parts)	<a href="#">PO-23-1080-OSD03-SRC02-26050</a> This Vendor has PunchOut available	Brian Evanoka	855-214-9055	<a href="mailto:bevanoka@autoplusap.com">bevanoka@autoplusap.com</a>	1, 3, 4	Berkshire, Bristol, Essex, Franklin, Hampden, Hampshire, Middlesex, Norfolk, Worcester	2% < 15 Days	3%
Imperial Parts Ford GM Dodge	<a href="#">PO-23-1080-OSD03-SRC01-27557</a>	Jason Maille	508-844-3871	<a href="mailto:jasonm@imperialcars.com">jasonm@imperialcars.com</a>	1.2.3.4	All Counties	3% < 10 Days; 2% < 15 Days; and 1% < 20 Days	1%
Jack Madden Ford Wholesale Parts (Jack Madden Ford Sales, Inc.)	<a href="#">PO-23-1080-OSD03-SRC02-27466</a>	Karl Potter	781-762-7906	<a href="mailto:partsmgr@jackmaddenford.com">partsmgr@jackmaddenford.com</a>	1,2,3,4	Bristol, Essex, Middlesex, Norfolk, Plymouth, Suffolk	2% < 10 Days; and 1% < 15 Days	1%
J's Automotive Warehouse	<a href="#">PO-23-1080-OSD03-SRC02-27459</a>	Joe McGinnis	978-745-7900	<a href="mailto:jsautowhse@yahoo.com">jsautowhse@yahoo.com</a>	1,3,4	Essex, Middlesex, Suffolk	2% < 10 Days	1%

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**OPERATIONAL SERVICES DIVISION**

Vendor	Master Blanket Purchase Order #	Contact Person	Phone #	Email	Categories	Counties	PPD	SDP Commitment Percentage
Marcotte Ford	<a href="#">PO-22-1080-OSD03-OSD03-25794</a>	Jeff Denis	413-420-2699	<a href="mailto:jdenis@marcottetford.com">jdenis@marcottetford.com</a>	1, 4	Berkshire, Franklin, Hampden, Hampshire, Worcester	2% < 10 Days 1% < 15 Days	5%
McGovern Auto Group (MAG Retail Holdings FFG)	<a href="#">PO-23-1080-OSD03-SRC02-27463</a>	Steve Rumsey	774-285-2082	<a href="mailto:srumsey@mcgovernauto.com">srumsey@mcgovernauto.com</a>	1,2,3,4	Essex, Middlesex, Norfolk, Plymouth, Suffolk, Worcester	0.5% < 10 Days	1%
MHQ, Inc.	<a href="#">PO-23-1080-OSD03-SRC02-27464</a>	Cathy Parker	508-573-2639	<a href="mailto:cparker@mhq.com">cparker@mhq.com</a>	1.2.3.4	All Counties	1% < 10 Days	1%
Parts Authority, LLC	<a href="#">PO-23-1080-OSD03-SRC02-27462</a>	Dave LaBarre	410-789-6571	<a href="mailto:dlabarre@partsauthority.com">dlabarre@partsauthority.com</a> <a href="mailto:FleetMA@oartsauthority.com">FleetMA@oartsauthority.com</a>	1,2,3,4	All Counties	1% < 10 Days	2%
Tri State Truck Center LLC (Advantage Truck Group)	<a href="#">PO-23-1080-OSD03-SRC02-27465</a>	Mike Ramian	508-753-1200 x2220	<a href="mailto:mramian@advantagetruckne.com">mramian@advantagetruckne.com</a>	1,2,3,4	All Counties	1.5% < 10 Days; and 1% < 15 Days	1%

\*Note that COMMBUYS is the official system of record for vendor contact information.

\*\*The Master MBPO is the central repository for all common contract files.

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## APPENDIX A: Vendor Discounts

VENDORS		Atlantic Battery Co.	BWE Brenntag	DOT Fleet Parts Inc.	Dennison Lubricants	East Coast Truck/Trailer	Elliott Auto Supply	Fisher Auto Parts	Genuine Parts dba NAPA	IEH dba Auto Plus Auto Parts	Imperial Parts Ford GM Dodge	Jack Madden Ford Wholesale Parts	J's Automotive Warehouse	Marcotte Ford	McGovern Auto Group dba MAG Retail	MHQ, Inc.	Parts Authority	Tri State Truck dba Advantage Truck
CATEGORY 1 OEM AND NON-OEM AUTO PARTS	Air Conditioning	N/A	TBA	10% - 25 %	N/A	N/A	40%-62% specific brands. See COMMBUYS file.	53%	52%	50%-60%. Varies; see COMMBUYS file.	20%	35%	N/A	45%	20%-30%	10%	60%	Genuine OE - List minus 10%
	Alternators and Starters	N/A	N/A	10% - 25 %	N/A	N/A	40%-62% spec brands	59%	53%	50%-63%	20%	35%	N/A	45%	20%-30%	10%	60%	Genuine OE - List minus 10%
	Bearings, Ball and Roller	N/A	N/A	10% - 25 %	N/A	N/A	40%-67% spec brands	54%	55%	50%-73%	20%	35%	N/A	45%	20%-30%	10%	60%	Genuine OE - List minus 10%
	Belts and Hoses	N/A	N/A	10% - 25 %	N/A	N/A	40%-70% spec brands	65%	48%	50%-67%	20%	35%	N/A	45%	20%-30%	10%	60%	Genuine OE - List minus 10%

Brakes	N/A	N/A	10% - 25 %	N/A	N/A	40%-68% spec brands	57%	56%	45%-71%	20%	35%	50%	40%	20%-30%	10%	60%	Genuine OE - List minus 10%
Electrical and Ignition	N/A	N/A	10% - 25 %	N/A	5%	40%-62% spec brands	57%	52%	45%-66%	20%	35%	N/A	45%	20%-30%	10%	60%	Genuine OE - List minus 10%
Emission and Exhaust	N/A	N/A	10% - 25 %	N/A	20%	40%-62% spec brands	52%	54%	50%-65%	20%	25%	N/A	25%	20%-30%	10%	60%	Genuine OE - List minus 10%
Engine and Drive Train	N/A	N/A	10% - 25 %	N/A	N/A	10% off FVP	56%	52%	45%-73%	20%	15%	N/A	15%	20%-30%	10%	60%	Genuine OE - List minus 10%
Filter, Oil, Gas, Air and Transmission	N/A	N/A	10% - 25 %	N/A	N/A	40%-71% spec brands	60%	72%	50%-79%	20%	35%	50%	45%	15%-20%	10%	60%	Genuine OE - List minus 10%
Gaskets and Seals	N/A	N/A	10% - 25 %	N/A	N/A	40%-65% spec brands	53%	50%	50%-60%	20%	35%	N/A	30%	20%-30%	10%	60%	Genuine OE - List minus 10%
Heating and Cooling (Engine)	N/A	N/A	10% - 25 %	N/A	20%	20%-62% spec brands	57%	53%	50%-67%	20%	35%	N/A	30%	20%-30%	10%	60%	Genuine OE - List minus 10%
Lamps, Lighting and Mirrors	N/A	N/A	10% - 25 %	N/A	5%-60%	50%-52% spec brands	66%	53%	45%-65%	20%	25%	50%	30%	20%-30%	10%	60%	Genuine OE - List minus 10%
Pumps, Fuel and Water	N/A	N/A	10% - 25 %	N/A	15%	40%-62% spec brands	56%	52%	45%-67%	20%	35%	N/A	45%	20%-30%	10%	60%	Genuine OE - List minus 10%
Suspension, Shocks,	N/A	N/A	10% - 25 %	N/A	N/A	40%-65% spec brands	56%	52%	45%-67%	20%	35%	N/A	45%	20%-30%	10%	60%	Genuine OE - List minus 10%

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	Struts & Steering																	
	Wipers/Washers	N/A	N/A	10% - 25 %	N/A	N/A	30%-77% spec brands	59%	59%	45%-70%	20%	35%	50%	35%	20%-30%	10%	60%	Genuine OE - List minus 10%
	Shop Supplies	N/A	N/A	10% - 25 %	N/A	20%	20%	55%	46%	40%-65%	20%	N/A	50%	10%	N/A	10%	30%	Genuine OE - List minus 10%
	Winter Accessories	N/A	N/A	10% - 25 %	N/A	5%-20%	20%	58%	54%	47%-70%	20%	N/A	50%	15%	20%-30%	10%	50%	Genuine OE - List minus 10%
<b>CATEGORY 2 AUTO BODY PARTS AND SUPPLIES</b>	<b>Automotive Body Pieces</b>																	
	Bumpers & Components	N/A	N/A	10% - 25 %	N/A	40%	N/A	N/A	N/A	N/A	20%	25%	N/A	N/A	10%-25%	10%	N/A	Genuine OE - List minus 10%
	Fenders & Components	N/A	N/A	10% - 25 %	N/A	40%	N/A	N/A	N/A	N/A	20%	25%	N/A	N/A	10%-25%	10%	N/A	Genuine OE - List minus 10%
	Mirrors & Components	N/A	N/A	10% - 25 %	N/A	50%	N/A	50%	N/A	N/A	20%	25%	N/A	N/A	10%-25%	10%	N/A	Genuine OE - List minus 10%
	Hoods & Components	N/A	N/A	10% - 25 %	N/A	N/A	N/A	N/A	N/A	N/A	20%	25%	N/A	N/A	10%-25%	10%	N/A	Genuine OE - List minus 10%
	Grilles & Components	N/A	N/A	10% - 25 %	N/A	N/A	N/A	N/A	N/A	N/A	20%	25%	N/A	N/A	10%-25%	10%	N/A	Genuine OE - List minus 10%

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Door Handles, Locks & Accessories	N/A	N/A	10% - 25 %	N/A	30%	N/A	50%	N/A	N/A	20%	25%	N/A	N/A	10%-25%	10%	N/A	Genuine OE - List minus 10%
Windows & Components	N/A	N/A	10% - 25 %	N/A	N/A	N/A	50%	N/A	N/A	20%	25%	N/A	N/A	10%-25%	10%	N/A	Genuine OE - List minus 10%
Radiator Support & Components	N/A	N/A	10% - 25 %	N/A	N/A	N/A	50%	N/A	N/A	20%	25%	N/A	N/A	10%-25%	10%	N/A	Genuine OE - List minus 10%
Fuel Tanks & Components	N/A	N/A	10% - 25 %	N/A	N/A	N/A	50%	N/A	N/A	20%	25%	N/A	N/A	10%-25%	10%	62%	Genuine OE - List minus 10%
Switches, Relays, Wiring & Components	N/A	N/A	10% - 25 %	N/A	N/A	N/A	50%	N/A	N/A	20%	25%	N/A	N/A	10%-25%	10%	60%	Genuine OE - List minus 10%
Truck Bed & Tailgate Accessories	N/A	N/A	10% - 25 %	N/A	20%	N/A	50%	N/A	N/A	20%	25%	N/A	N/A	10%-25%	10%	N/A	N/A
Tailgates & Components	N/A	N/A	10% - 25 %	N/A	20%	N/A	50%	N/A	N/A	20%	25%	N/A	N/A	10%-25%	10%	N/A	N/A
Vehicle Lights & Components	N/A	N/A	10% - 25 %	N/A	5%-20%	N/A	50%	N/A	N/A	20%	25%	N/A	N/A	10%-25%	10%	60%	Genuine OE - List minus 10%
<b>Automotive Paint &amp; Equipment</b>																	
Exterior Paint	N/A	N/A	10% - 25 %	N/A	5%	N/A	56%	N/A	N/A	20%	N/A	N/A	N/A	N/A	10%	60%	N/A

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	Spray Hoses	N/A	N/A	10% - 25 %	N/A	N/A	N/A	56%	N/A	N/A	20%	N/A	N/A	N/A	N/A	10%	60%	N/A
	Spray Nozzles	N/A	N/A	10% - 25 %	N/A	N/A	N/A	56%	N/A	N/A	20%	N/A	N/A	N/A	N/A	10%	60%	N/A
	Primer	N/A	N/A	10% - 25 %	N/A	N/A	N/A	56%	N/A	N/A	20%	N/A	N/A	N/A	N/A	10%	60%	N/A
	Tape	N/A	N/A	10% - 25 %	N/A	N/A	N/A	59%	N/A	N/A	20%	N/A	N/A	N/A	N/A	10%	60%	N/A
	Sander/Sand paper	N/A	N/A	10% - 25 %	N/A	N/A	N/A	66%	N/A	N/A	20%	N/A	N/A	N/A	N/A	10%	60%	N/A
	Spray Gun	N/A	N/A	10% - 25 %	N/A	N/A	N/A	60%	N/A	N/A	20%	N/A	N/A	N/A	N/A	10%	60%	N/A
	Glossy Car Paint	N/A	N/A	10% - 25 %	N/A	N/A	N/A	56%	N/A	N/A	20%	N/A	N/A	N/A	N/A	10%	60%	N/A
<b>CATEGORY 3 REFINED MOTOR OIL AND LUBRICANTS AND OTHER FLUIDS</b>	<b>Motor Oil</b>																	
	a. Virgin Motor Oil	N/A	10% Motor or Craft ; 20% all other oils	10% - 25 %	20%	N/A	62% off FVP	45%	52%	N/A	20%	20%	50%	N/A	15%-20%	5%	30%	Multiple Vendors - List Minus 10%

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b. Refined & Re-refined Motor Oil	N/A	10% Motor or Craft ; 20% all other brands	10% - 25 %	20%	N/A	62% off FVP	N/A	52%	40%-50%	20%	N/A	50%	N/A	15%-20%	5%	30%	N/A
c. Synthetic Motor Oil	N/A	10% Motor or Craft ; 20% all other oils	10% - 25 %	20%	N/A	62% off FVP	42%	52%	40%-50%	20%	20%	50%	N/A	15%-20%	5%	30%	Multiple Vendors - List Minus 10%
<b>Lubricants</b>																	
a. All Lubricants & Greases	N/A	10% Motor or Craft ; 20% all other oils	10%-25%	20%	N/A	62% off FVP	53%	52%	47%-50%	20%	20%	N/A	N/A	15%-20%	5%	30%	Multiple Vendors - List Minus 10%
<b>Other Fluids</b>																	
a. Windshield Washer Fluids	N/A	10% Win Was	10% - 25 %	20%	N/A	60% off FOX	50%	52%	40%-60%	20%	20%	50%	N/A	15%-20%	5%	30%	Multiple Vendors -

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		h; 25% on Anti Free ze															List Minus 10%
b. Radiator Fluids	N/A	N/A	10 - 25 %	20%	N/A	50% off FVP	50%	52%	40%-60%	20%	20%	50%	N/A	15%-20%	5%	30%	Multiple Vendors - List Minus 10%
c. DEF Fluid	N/A	15%	10 - 25 %	20%	N/A	62% off FVP	50%	52%	40%-60%	20%	20%	50%	N/A	15%-20%	5%	30%	Multiple Vendors - List Minus 10%
d. Parts Cleaner Solvent	N/A	15% - 20%	10 - 25 %	20%	N/A	N/A	51%	52%	40%-60%	20%	N/A	50%	N/A	15%-20%	5%	30%	Multiple Vendors - List Minus 10%
e. Paint Cleaning & Mixing(thinn ers) Solvents	N/A	N/A	10 - 25 %	20%	N/A	N/A	57%	52%	40%-60%	20%	N/A	N/A	N/A	15%-20%	5%	30%	NA
f. Air Conditioner Refrigerant	N/A	N/A	10 - 25 %	20%	N/A	30%	58%	52%	40%-60%	20%	20%	50%	N/A	15%-20%	5%	30%	NA
g. All Other Automotive Fluids	N/A	10% - 25%	10 - 25 %	20%	N/A	30%	56%	52%	40%-60%	20%	20%	50%	N/A	15%-20%	5%	30%	Multiple Vendors - List Minus 10%

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<b>Volume Discounts</b>	<b>CATEGORY 4 AUTOMOTIVE BATTERIES</b>	<b>Automotive Batteries</b>	2%	N/A	10%-25%	N/A	N/A	15%- Motorcraft; 32%- ACDelco; 64%- FVP	61%	46%	20%-40%	10%	10%	40%	10%	15%-30%	5%	60%	Alliance Truck Parts - List minus 15%
						Purc hase 100 0+ gal. of oil = 5% add ed disc ount off inv.		Any volum e disco unts may be negoti ated betwe en MA Entity and the NAPA store at time of purch ase	Agencies will have real-time access to all volume discounts located in Auto Plus electronic catalog.	Volume discounts available on larger orders.		Volume discounts may change due to produc t availabi lity and sudden cost change s. Please inquire as to current volume discoun ts.		Volume discounts based on items and quantity being purchased.				Automotive batteries purchased in counts of 36 receive an added 5% discount from above quoted price.	

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