

DETAILING SUPPLIES

Confidential - For Program Use Only

This is a sample of the products and services that are provided by this Supplier



DESCRIPTION	AVERAGE DISCOUNT AND PRICING	NOTES
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PROGRAM DISCOUNT	43.0%	At least 41% or better off list price plus 1% or 2% (approved shop management system) for eligible electronic purchases of \$500 a month or more.
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Line	Item #	Description	Price	Notes
AIK	4319PS	40ozDegreasr	\$4.99	
BLM	680	15ozTireShin	\$7.49	
STN	91164	19ozInvsGlas	\$5.79	
VCC	991100	DRYING TOWEL	\$10.99	
ARM	78175	PROTECTANT	\$7.99	
MTH	16719	SPEED BUG &	\$6.99	
MEG	G9524	24ozWheelCln	\$6.99	
MEG	G10464	64ozCarWash	\$6.49	
TUR	T565	Spray Detail	\$6.99	
MTH	06524	24ozPROTCTNT	\$8.49	

BUSINESS REQUIREMENTS	
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Payment Terms: 2%-10; Net 30	2% 10th Prox, Net 20th - statement
Delivered Pricing	Yes
Next Day Delivery-Free	Yes - Store hours and delivery trucks match market demand, with a 30-40 minute delivery goal on items stocked at the store level.
Product Warranty and Return Policy	Warranty for each product is stated on O'Reilly invoice. See attachment "Exhibit A - O'Reilly Limited Warranty" for warranty details. Labor Claims - O'Reilly will support in filing labor claims. Labor claims are filed by our store managers and claims are presented to the appropriate product manufacturer for testing/inspection.
Internet Ordering Available	Yes
Credit Card Payment: Visa-MC-Discover-AMEX	Yes - O'Reilly accepts Visa, Master Card, American Express and Discover.
Monthly Invoices Itemized	Yes - monthly statements are provided. O'Reilly will work to provide summary reporting where it is a requirement of business agreement.
Usage Reports Available on Request	If purchases are made using a credit/procurement card, O'Reilly Auto Parts provides level 3 data on those transactions. This data can be requested and provided by your credit card company. O'Reilly Auto Parts is capable of providing usage reporting for professional installers. Upon business agreement O'Reilly will provide reporting where it is a requirement.
Single Sales Contact	O'Reilly locations are staffed with dedicated/trained Installer Service Specialists and Store Managers that will work with auto locations on a day to day basis. In addition, O'Reilly has local Territory Managers and Regional Field Sales Managers that will be assigned to locations to provide the best service in the industry. District and Regional Managers will serve as the direct local area contacts to support locations and direct corporate support will be provided as required.
Your Online Discount % and program details.	O'Reilly offers a one percent (1%) rebate on eligible purchases (calculated net of returns average, and any prompt payment discounts) for product(s) that are ordered by each individual location electronically through our First Call web browser during the month, providing the location has ordered at least five hundred (\$500.00) electronically in eligible purchases during such month.
How close are your stores to the Dealerships address(es)?	See Attached Store Match-up
What is your order fill rate?	Fill rates to O'Reilly stores from distribution centers average 96.7 percent. Stores receive overnight inventory replenishment from distribution centers.
What is your inventory and billing accuracy?	Inventory - O'Reilly stores average over 23,000 SKUs with overnight access to over 600,000 SKUs. Store stocking inventory levels are based off of each individual market demand. Billing Accuracy - O'Reilly has a dedicated team that will work to ensure billing accuracy.

<p>Explain your industry standard of quality parts?</p>	<p>O'Reilly Auto Parts partners with aftermarket manufacturers who adhere to the highest industry standards for quality. O'Reilly focuses on offering good, better, best alternatives for professionals to assist with price conscious consumers and opportunities to up sell. All product lines are reviewed annually.</p>
<p>Do you have an inventory obsolescence buy back programs?</p>	<p>O'Reilly will engage with manufacturers on inventory lines that qualify and support product lift/changeovers based on business agreements.</p>