

RFP-RH-19-039

Automotive Parts

Firm Name	Dealer Auto Parts Sales, Inc.	Kirk's Automotive Inc.	Autowares Group of Companies, DBA Maxi Auto Supply	Michigan Filter and Fleet Supply
Firm Address	12355 Wormer Redford, MI 48239	9330 Roselawn Detroit, MI 48204	50679 Design Lane-Suite/Unit B Shelby Twp., MI 48315	3330 Dixie Hwy Waterford, MI 48328
Firm established	1988	1946	1976	1990
Years in business	29	73	43	29
List of three client references	Provided.	Provided	Provided	Provided
Explain ordering/delivery service provided including contact personnel	Has delivery vehicles that leave their warehouse at specific times during each day. They are in the area 3-4 times a day.	Has many ways to order including phone, fax, or online. Regular on-demand orders: Monday through Friday. Orders will be delivered the same day or the next day after an order is placed.	Orders can be done online, by phone or email. Counter staff can also assist in ordering.	Normal route service on Thursday daily delivery. If needed contact Greg 248-461-2701.
Describe customer service strategy	Strive to deliver the best service needs or all of their customers. Accurate delivery schedules and competitive pricing.	Utilizes highly trained internal customer service representatives along with customer specific account managers. Provides customers with on-line cataloging and order processing. Part of Kirk's customer service strategy is to provide NAPA and OEM manufacturing training for its customers.	Full service and full line supplier to the automotive aftermarket. They have a never say no policy. That means, if they do not have it they will get you, even if they have to go out side of their distribution network.	Are a filter specially house supplying filtration products to a wide range of customers across Michigan and the Midwest.
Detailed overview of ordering process.	Stock many items needed for Fleet maintenance. Have weekly stock orders to replenish their inventory, they can order overnight to supply on-demand items. They have online cataloging and ordering available for their customers. Orders can be placed online and sent on next delivery.	Stock Orders-Will deliver orders on agreed upon days of the week. Regular on demand orders-Orders to be handled as required by Kirk's warehouse staff. Online Ordering system includes NAPA prolink which is industry standard for cross referencing, checking product availability and pricing.	Orders can be done online, by phone or email. Counter staff can also assist in ordering. Stock orders are filled in 24 hours and usually shipping within 24 hours to location. On demand orders are handled immediately using their on-line ordering system "My Place 4 Parts" which includes application look-up by Yr/Make/Model, VIN lookup, license plate search or fleet list function.	Orders placed by phone, fax, or email will be processed as predetermined. They would either deliver on their route on Thursday, or deliver as needed. After hour orders would go directly to Greg.
Information on stocking capabilities for parts required by cities	They will stock any items that the City may need. Any item purchased can also be returned with no penalty.	Capabilities include inventory located at its 55,000 square foot Detroit Facility as well as the millions of dollars of inventory from centers in Romulus, Grand Rapids and Columbus, OH.	Stocking capabilities are endless, as their entire distribution system is designed around being able to get a vehicle back on the road or back into service as soon as possible, usually the same day. Their Parts Smart Express delivery system moves products from their warehouses to the stores 3-4 times a day from 4 distribution points that compromise of 500,000 square feet of inventory.	Stock a full line of both Baldwin Filters and Wix Filters. Their filter inventory exceeds \$100k.
Transition plan	They can come to location and assess a process of transition to become vendor.	Kirk's along with their OEM partners will schedule time to visit the City locations to review current inventory levels, conduct fleet surveys and set up a change over plan which will include potential re-boxing and relabeling of inventory and or inventory clean up.	They will buy back any competitive major line product as long as it is in saleable condition at the City's current acquisition price provided an offset order in comparable product is placed. City to provide with current acquisition price for credit to be issued against offset order. Unsaleable condition items will be negotiated. Batteries should be sold out and replaced with their Deka branded batteries.	They would be able to lift or exchange good salvageable filter inventory and apply credit to usable inventory. They also can come in to label or relabel shelves.
Names and Quals of representatives assigned to City	Provided.	Provided.	Provided.	Provided.

Firm Name	Dealer Auto Parts Sales, Inc.	Kirk's Automotive Inc.	Autowares Group of Companies, DBA Maxi Auto Supply	Michigan Filter and Fleet Supply
Discount offered off additional product lines not listed:	Cost	Cost plus 25%	Set their pricing strategies competitive to the wholesale marketplace to allow an operating margin and to be able to pay their employees a competitive to the wholesale marketplace to allow an operating margin and to be able to pay their employees a competitive wage, cover delivery costs, and to continue as a viable supplier.	
State how core charges are handled:	Core will be refunded when received back from City.	Core deposit are already set by manufactures and will be charged and when cores are returned will be credited back.	Cores are billed at time of invoice for parts associated. Credit for cores is issued to account once undamaged cores are returned to servicing store. In most cases credit is issued same day.	Not applicable.
Minimum order for delivery	No	No	No	No
Miles from RH DPS	29	20	8.6	8
Accept MasterCard?	Yes	Yes	Yes	Yes
Desired Payment Method	All are fine.	ACH	Credit Card	Credit Card
Extend to MITN?	Yes	Yes	Yes	Yes

Automotive Parts - Pricing Tab

Description	Qty	Dealer Auto Parts Sales, Inc.			Kirk's Automotive Inc.			Autowares Group of Companies, DBA Maxi Auto Supply			Michigan Filter and Fleet Supply		
		Unit Cost	Extended Cost	Brand/ Part Number	Unit Cost	Extended Cost	Brand/ Part Number	Unit Cost	Extended Cost	Brand/ Part Number	Unit Cost	Extended Cost	Brand/ Part Number
EXIDE BATTERY 31-XHD	16	\$ 110.00	\$ 1,760.00	BH31XT	\$ 73.00	\$ 1,168.00	NAPA 317237	\$ 106.69	\$ 1,707.04	Deka 1131 MF	\$ -		
EXIDE BATTERY 31-XHE	9	\$ 115.00	\$ 1,035.00	BH31PXT	\$ 73.00	\$ 657.00	NAPA 317236	\$ 106.69	\$ 960.21	Deka 1131PMF	\$ -		
EXIDE BATTERY 48C	8	\$ 95.00	\$ 760.00	BXT48H6610	\$ 102.00	\$ 816.00	NAPA 8448	\$ 103.33	\$ 826.64	Deka 648MF	\$ -		
EXIDE BATTERY 78X	3	\$ 95.00	\$ 285.00	BXL78B	\$ 89.00	\$ 267.00	NAPA 8478	\$ 90.73	\$ 272.19	Deka 778MF	\$ -		
WIX OIL FILTER 51748-XD	24	\$ 39.51	\$ 948.24	FD1460 Hastings	\$ 24.22	\$ 581.28	NAPA-WIX 1748	\$ 25.43	\$ 610.32		\$ 27.39	\$ 657.36	Wix
WIX OIL FILTER 57060	77	\$ 5.35	\$ 411.95	X222 Ecogard	\$ 2.86	\$ 220.22	NAPA-WIX 7060	\$ 3.78	\$ 291.06		\$ 3.00	\$ 231.00	Wix
WIX OIL FILTER 57182	20	\$ 13.24	\$ 264.80	LF551 Hastings	\$ 6.96	\$ 139.20	NAPA-WIX 7182	\$ 7.31	\$ 146.20		\$ 6.64	\$ 132.80	Wix
WIX AIR FILTER 42488	18	\$ 9.61	\$ 172.98	XA5315 EcoGard	\$ 9.14	\$ 164.52	NAPA-WIX 2488	\$ 11.91	\$ 214.38		\$ 10.40	\$ 187.20	Wix
WIX AIR FILTER 46981	9	\$ 21.50	\$ 193.50		\$ 10.82	\$ 97.38	NAPA-WIX 6981	\$ 11.47	\$ 103.23		\$ 11.47	\$ 103.23	Wix
WIX CABIN AIR FILTER 49082	19	\$ 12.14	\$ 230.66	XC10237 EcoGard	\$ 10.12	\$ 192.28	NAPA-WIX 9082	\$ 10.63	\$ 201.97		\$ 10.63	\$ 201.97	Wix
WIX FUEL FILTER 33788	14	\$ 38.60	\$ 540.40	FF1280SP Hastings	\$ 21.41	\$ 299.74	NAPA-WIX 3788	\$ 22.48	\$ 314.72		\$ 22.48	\$ 314.72	Wix
WIX FUEL FILTER 33936	13	\$ 24.12	\$ 313.56	FF1173 Hastings	\$ 11.97	\$ 155.61	NAPA-WIX 3936	\$ 12.56	\$ 163.28		\$ 12.56	\$ 163.28	Wix
WIX HYDRAULIC FILTER 57624	6	\$ 28.40	\$ 170.40		\$ 40.82	\$ 244.92	NAPA-WIX 7624	\$ 42.86	\$ 257.16		\$ 42.86	\$ 257.16	Wix
ANCO WIPER BLADES 30-22	30	\$ 4.35	\$ 130.50		\$ 8.49	\$ 254.70	NAPA-OWI NPW22	\$ 5.29	\$ 158.70		\$ -		
ANCO WIPER BLADES A-22-M	30	\$ 8.60	\$ 258.00		\$ 9.83	\$ 294.90	NAPA-OWI NPB22	\$ 7.29	\$ 218.70		\$ -		
ANCO WIPER BLADES C-22-OE	15	\$ 13.42	\$ 201.30		\$ 3.80	\$ 57.00	NAPA-OWI NPB22	\$ 10.89	\$ 163.35		\$ -		
ANCO WIPER BLADES C-22-UB	20	\$ 13.42	\$ 268.40		\$ 3.80	\$ 76.00	NAPA-ANCO S C-22	\$ 9.79	\$ 195.80		\$ -		
MONROE QUICK STRUT ASSEMBLY 171138	2	\$ 157.75	\$ 315.50		\$ 165.10	\$ 330.20	NAPA-NS 171138	\$ 131.99	\$ 263.98		\$ -		
MONROE GAS MAGNUM SHOCKS 34763	2	\$ 38.80	\$ 77.60		\$ 34.07	\$ 68.14	NAPA-KYB 344262	\$ 35.52	\$ 71.04		\$ -		
MONROE SHOCKS 72952	2	\$ 67.79	\$ 135.58		\$ 66.57	\$ 133.14	NAPA NS 72952	\$ 63.07	\$ 126.14		\$ -		
DORMAN STEERING SHAFT 425-156	1	\$ 151.96	\$ 151.96		\$ 181.59	\$ 181.59	NAPA NPS 70156	\$ 144.89	\$ 144.89		\$ -		
DORMAN FRONT IMPACT SENSOR 590-203	3	\$ 68.21	\$ 204.63		\$ 76.96	\$ 230.88	NAPA-NOE 6001003	\$ 90.49	\$ 271.47		\$ -		
DORMAN WHEEL NUTS 611-122	20	\$ 2.35	\$ 47.00		\$ 3.77	\$ 75.40	NAPA-NOE 6412055	\$ 3.33	\$ 66.60		\$ -		
DORMAN WINDOW REGULATOR 748-575	1	\$ 135.94	\$ 135.94		\$ 114.62	\$ 114.62	NAPA NOE 6656142	\$ 104.29	\$ 104.29		\$ -		
DORMAN TRANS OIL COOLER 918-213	1	\$ 135.39	\$ 135.39		\$ 158.74	\$ 158.74	NAPA NOE 8275493	\$ 116.99	\$ 116.99		\$ -		
DORMAN SWAY BAR 927-104	1	\$ 214.86	\$ 214.86		\$ 239.33	\$ 239.33	NAPA NOE 6002759	\$ 214.89	\$ 214.89		\$ -		
DORMAN DOOR HINGE ROLLER 38300	3	\$ 41.69	\$ 125.07		\$ 43.66	\$ 130.98	NAPA NOE 67550001	\$ 35.49	\$ 106.47		\$ -		
GATES MICRO-V AT BELT K040378	2	\$ 20.34	\$ 40.68		\$ 19.03	\$ 38.06	NAPA NBH 25040378	\$ 18.69	\$ 37.38		\$ -		
GATES DRIVE ALIGN BELT TENSIONER 38159	2	\$ 33.74	\$ 67.48		\$ 26.72	\$ 53.44	NAPA NBH 36169	\$ 28.99	\$ 57.98		\$ -		
MOOG HUB ASSEMBLY 515096	4	\$ 179.13	\$ 716.52		\$ 145.46	\$ 581.84	NAPA PBR 930661	\$ 168.30	\$ 673.20	Timken SP500301	\$ -		
MOOG STEERING TIE ROD END ES800086	1	\$ 33.18	\$ 33.18		\$ 27.74	\$ 27.74	NAPA PCC ES800086	\$ 27.49	\$ 27.49		\$ -		
MOOG CONTROL ARM & BALL JOINT ASSY RK621267	1	\$ 38.92	\$ 38.92		\$ 141.87	\$ 141.87	NAPA NCP 2606609	\$ 136.79	\$ 136.79		\$ -		
MOOG SUSPENSION STABILIZER BAR LINK K80252	1	\$ 38.84	\$ 38.84		\$ 24.87	\$ 24.87	NAPA PCC 1880252	\$ 31.59	\$ 31.59		\$ -		
CARDONE REMAN. WIPER MOTOR 40-1089	1	\$ 57.54	\$ 57.54		\$ 63.43	\$ 63.43	NAPA RAY 491640	\$ 57.09	\$ 57.09	MOOG K80252	\$ -		
ADEBONO CERAMIC BRAKE PADS ACT-1363	2	\$ 87.25	\$ 174.50		\$ 39.77	\$ 79.54	NAPA SS8472X	\$ 43.81	\$ 87.62	Bendix CFC1363	\$ -		
WAGNER BRAKE DRUMS BD180466E	4	\$ 43.09	\$ 172.36		\$ 56.76	\$ 227.04	NAPA 4406718	\$ 51.79	\$ 207.16	DuraGo BD920150	\$ -		
WAGNER CERAMIC BRAKE PADS OEX 1363	2	\$ 43.46	\$ 86.92		\$ 39.77	\$ 79.54	NAPA SS8472X	\$ 42.29	\$ 84.58		\$ -		
WAGNER BRAKE ROTORS BD125675	4	\$ 35.86	\$ 143.44		\$ 21.06	\$ 84.24	NAPA 4886790	\$ 19.39	\$ 77.56	DuraGo BD31255	\$ -		
WAGNER BRAKE ROTORS BD126110	4	\$ 42.76	\$ 171.04		\$ 50.44	\$ 201.76	NAPA 880182CR	\$ 37.39	\$ 149.56	Durago BR54111	\$ -		
FEDERATED DISC BRAKE PADS D785C	2	\$ 33.67	\$ 67.34		\$ 39.77	\$ 79.54	NAPA SS7651X	\$ 29.99	\$ 59.98	Stop by Bendix SBC785	\$ -		
SPECTRA PREMIUM RADIATOR CU2791	3	\$ 159.85	\$ 479.55		\$ 233.50	\$ 700.50	NAPA NR CU2791	\$ 200.29	\$ 600.87		\$ -		

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STANDARD MOTORS BLOWER MOTOR RESISTOR RU440	1	\$ 22.12	\$ 22.12		\$ 22.21	\$ 22.21	NAPA ECH BR343	\$ 21.39	\$ 21.39			\$ -	
DENSO OXYGEN SENSOR 234-4286	1	\$ 70.70	\$ 70.70		\$ 73.83	\$ 73.83	NAPA DEN 2344286	\$ 56.98	\$ 56.98			\$ -	
AC SPARK PLUGS 41-110	16	\$ 7.70	\$ 123.20		\$ 6.46	\$ 103.36	NAPA AC 41110	\$ 7.07	\$ 113.12			\$ -	
GMB WATER PUMP 130-7340	2	\$ 89.47	\$ 178.94		\$ 96.15	\$ 192.30	NAPA TFW 45005	\$ 70.99	\$ 141.98			\$ -	
DELPHI MASS AIR FLOW SENSOR AF10055	1	\$ 131.45	\$ 131.45		\$ 129.25	\$ 129.25	NAPA DEM AF10055	\$ 118.09	\$ 118.09			\$ -	
DELPHI DISTRIBUTOR CAP DC1016	1	\$ 21.25	\$ 21.25		\$ 25.48	\$ 25.48	NAPA DEM DC1016	\$ 20.69	\$ 20.69			\$ -	
#10 HOSE CLAMPS	2	\$ 4.75	\$ 9.50		\$ 11.10	\$ 22.20	NAPA 7051058	\$ 7.10	\$ 14.20	Ideal/Tridon 52010		\$ -	
2-3/4" H.D.MUFFLER CLAMP	3	\$ 3.25	\$ 9.75		\$ 3.15	\$ 9.45	NAPA 7335793	\$ 2.67	\$ 8.01	Nickson 17128		\$ -	
5/16 X 30 BRAKE LINE	6	\$ 4.00	\$ 24.00		\$ 3.93	\$ 23.58	NAPA 8131232	\$ 3.40	\$ 20.40	John Dow/BL530		\$ -	
TOTAL			\$ 12,367.44			\$ 10,333.84		\$ 11,095.42				\$ 2,248.72	

Dealer Auto Parts Sales, Inc.	Kirk's Automotive Inc.	Autowares Group of Companies, DBA Maxi Auto Supply	Michigan Filter and Fleet Supply
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Discount used for pricing above:		Cost	25% over cost	Set their pricing strategies competitive to the wholesale marketplace.	52%
Product Line Discounts:					
ACDelco Products:			NAPA-AC List Less 45%	Net Price	
Adebono Products:				Net Price	
Anco Products:		40%	NAPA-WIP List less 45%	Net Price	
Bendix Products:			NAPA-TWD List less 35%	Net Price	
Borg Warner Products:				Net Price	
Bosch Products:			NAPA-BOS List less 45%	Net Price	
Cardone Reman Products:			NAPA-RAY List less 45%	Net Price	
Champion Products:			NAPA-CHA List less 45%	Net Price	
Dayco Products:				Net Price	
Delphi Products:			NAPA-DEM List less 45%	Net Price	
Denso Products:			NAPA-DEN List less 45%	Net Price	
Dorman Products:		40%	NAPA-NOE List less 45%	Net Price	
Exide Products:				DEKA / Net Price	
Federated Products:		40%			
Fel-Pro Products:				Net Price	
Four Seasons Products:			NAPA-TEM List Less 45%	Net Price	
Gates Products:			NAPA-NBH List less 45%	Net Price	
GMB Products:				Net Price	
Monroe Products:		40%	NAPA-NS List less 45%	Net Price	
Moog Products:		40%	NAPA-NCP List less 45%	Net Price	
Motorcraft Products:		40%	List less 25%	Net Price	
NGK Spark Plug Products:			NAPA-NGK List less 45%	Net Price	
National Products:			NAPA-NTL List less 35%	Net Price	
Perfect Stop Products:				Net Price	
Precision Products:				Net Price	
Raybestos Products:					
SK Products:					
Spectra Products:				Net Price	
Standard Ignition & Motor Products:				Net Price	
Standard Motors Products:			NAPA-ECH List less 45%	Net Price	
Timken Products:			NAPA-TWD List less 35%	Net Price	
Walker Exhaust Products:			NAPA-EXH List less 45%	Net Price	
Wagner Products:				Net Price	
Wix Products:			NAPA-FIL List less 45%	52% off Jobber	
Discount offered on additional product lines				The NET prices stated above are representative of the competitive prices that the City will pay for the majority of their purchases.	
Comments:		None.	None.	None.	None.