

RFP-RH-24-030

Automotive Parts

Firm Name	Advance Auto Parts	Auto Value	Brown & Sons Co. Inc.	Dealer Auto Parts Sales, Inc.
Firm Address	4200 Six Forks Road Raleigh, NC 27609	440 Kirkland Grand Rapids, MI 49508	1720 Davidson Rd. Flint, MI 48506	12355 Wormer Redford, MI 48239
Firm established	1932	1976	1949	1988
Years in business	92	48	75	36
List of three client references	Provided	Provided	Provided	Provided.
Explain ordering/delivery service provided including contact personnel	Accept orders via online catalog, phone, email, fax and in person at the counter in the store. Delivery is free, exception of any special order items and will be added as a line item to the invoice. Delivery is same day for in stock orders. Point of contact listed in response.	Orders can be done online, by phone or email. Counter staff can also assist in ordering. Deliveries are same day or sooner if needed and requested.	Orders can be placed by email, phone, and text. Delivery made daily by Brown & Sons employee.	Offers 24 hour online access through their website for ordering and price checking and has 3 people staffed at their warehouse to look up items and take orders over the phone Monday-Friday from 7:30 - 5:00 p.m.
Describe customer service strategy	Has a culture of accountability and providing great customer service. Has satisfaction surveys and reporting on critical statistics such as delivery times and order fulfillment.	Never say No	Geared towards the customer. Their staff is there to answer questions, quickly solve problems whether it is a product or delivery issue. Owners are always present to ensure all functions are moving at 100%.	Strive for 100% complete satisfaction with their products and service. Motocraft has a 2 year/unlimited mile warranty on all their products.
Detailed overview of ordering process.	Parts ordering can be done via online or speaking with a customer account manager or team member at the store to help with parts needed and other pertinent information. Team members are able to view and order in market parts from across their supply chain to get the products needed.	Stock orders are processed and shipped from servicing location. Orders can be placed via phone, online order, personal visit. Online site has interchange ability. Emergency orders can be delivered offsite and will be prioritized.	Orders can be placed by email, phone, and text. Delivery made daily by Brown & Sons employee.	Easy and accessible online website that can look up any automotive products based on vehicle make, model, and engine size.
Information on stocking capabilities for parts required by cities	Able to collect the year, make, model and or VIN for all vehicles and can conduct a Fleet survey to identify and recommend inventory solution. Is able to do a replenishment plant to keep the necessary levels of items needed for fleet in stock.	Servicing store and warehouse stocking inventories can be updated per customer request.	Their inventory is over 750K. Any part the City stocks, they would.	Service all Ford and Lincoln dealers in SE Michigan. They will put items the City uses in their inventory if awarded.
Transition plan	Only has a filter stocking program, where Baldwin filters will be issued for a credit to use. No other buyback programs in place. Would back fill with their product after current inventory is used.	Currently hold the bid, stocking line. Updates are dollar for dollar exchange.	Some of their vendors offer stock lifts. In those cases they would be willing to utilize them to clean up old inventor.	Transition will be handled when the City awards the contract. Every situation is different. Will have to see existing inventory to determine a possible credit.
Names and Quals of representatives assigned to City	Provided.	Provided.	Provided.	Provided.
Discount offered off additional product lines not listed:	35-65%	13%over cost	Left blank	10% over cost

Firm Name	Advance Auto Parts	Auto Value	Brown & Sons Co. Inc.	Dealer Auto Parts Sales, Inc.
State how core charges are handled:	Is able to set up an account with core banking for certain categories of products. No charge for a core at the time of sale and only will charge if the core is not received back.	Credited at time of exchange.	Cores billed, credited when returned.	Core charge will be charged upon delivery and credited when returned I packaging.
Minimum order for delivery	No	No	No	No
Miles from RH DPS	7	8.5	47 miles	30
Accept MasterCard?	Yes	Yes	No	Yes
Desired Payment Method	ACH	Check	Check or ACH	ACH
Extend to MITN?	Yes	No	This page was missing	Yes

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Automotive Parts

Firm Name	Kirk's Automotive Inc.	O'Reilly Auto Parts	Rowerdink, Inc.
Firm Address	9330 Roselawn Detroit, MI 48204	957 East Auburn Rd. Rochester Hills, MI 48307	6425 19 Mile Rd. Sterling Heights, MI 48314
Firm established	1946	1957	1919
Years in business	75	67	105
List of three client references	Provided	Provided	Provided
Explain ordering/delivery service provided including contact personnel	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.	Most items delivered same day, most non-stocked item delivery, next day.	Parts can be ordered online or by calling the Central order desk. Deliveries are within one hour after accepting and processing order.
Describe customer service strategy	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 OEM manufacturing training for its customers.	Strive to be competitively priced and earn business through OE quality or better, products, service and availability.	Strive and specialize in fast and accurate part deliveries.
Detailed overview of ordering process.	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 placed by phone, fax, email, in-person and online	Parts can be ordered online or by calling the Central order desk. Deliveries are within one hour after accepting and processing order.
Information on stocking capabilities for parts required by cities	Capabilities include inventory located at its 55,000 square foot Detroit Facility as well as the millions of dollars of inventory from centers like NAPA in Grand Rapids .	On average most stores stock up to 27,000 skus. All of their Michigan stores are serviced by their distribution center in Belleville, MI.	Has four Metro Detroit warehouses that have a moving parts in them at all times.
Transition plan	Kirk's along with their OEM partners will schedule time to visit the City location and schedule fleet surveys and plan out inventory change overs	First step would be to convert the existing City accounts to monthly-pay accounts so that purchase orders can be accepted.	Would work with the City in any way possible to help provide a seamless transition to Rowerdink. Provides parts to City now on as needed basis.
Names and Quals of representatives assigned to City	Provided.	Provided.	Provided
Discount offered off additional product lines not listed:	Cost plus 25%	List less 41% or better	49% from

Firm Name	Kirk's Automotive Inc.	O'Reilly Auto Parts	Rowerdink, Inc.
State how core charges are handled:	They keep track of cores in their system and can balance up every month with customers.	Core pick-ups occur as needed, hourly, daily, weekly. They will tailor the needs to the agency.	Cores are picked up at the time of delivery. Credits are usually credited the same day.
Minimum order for delivery	No	No	No
Miles from RH DPS	24	0.4	Did not provide
Accept MasterCard?	Yes	Yes	No
Desired Payment Method	ACH	Check, ACH, or Credit Card with no fees	ACH
Extend to MITN?	Yes	Yes	Yes

Advance Stores Company, Inc.	Auto Value	Brown & Sons co. Inc.	Dealer Auto Parts Sales Inc.	Kirks Automotive, Inc.
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Discount used for pricing above:	35-65% from list	13% over cost	Left blank	10% over cost on all items available for order.	Cost plus 25%
Product Line Discounts:					
ACDelco Products:	50%	50%	25%	10% over cost	Cost Plus 25%
Akebono Products:		50%	10%	10% over cost	
Anco Products:		50%	10%	10% over cost	Cost Plus 25%
Bosch Products:	50%	50%	10%	10% over cost	Cost Plus 25%
Cardone Reman Products:	50%	50%	10%	10% over cost	Cost Plus 25%
Dayco Products:	50%	50%	10%	10% over cost	Cost Plus 25%
DEKA		50%	10%	10% over cost	Cost Plus 25%
Delphi	50%	50%	10%	10% over cost	Cost Plus 25%
Denso		50%	10%	10% over cost	Cost Plus 25%
Dorman Products:	50%	50%	10%	10% over cost	Cost Plus 25%
Federated Products:		50%	10%	10% over cost	
Fel-Pro Products:		50%	10%	10% over cost	Cost Plus 25%
Four Seasons Products:	50%	50%	10%	10% over cost	Cost Plus 25%
Gates Products:		50%	10%	10% over cost	Cost Plus 25%
GMB Products:		50%	10%	10% over cost	Cost Plus 25%
Monroe Products:	50%	50%	10%	10% over cost	Cost Plus 25%
Moog Products:	50%	50%	10%	10% over cost	Cost Plus 25%
Motorcraft Products:	50%	50%	10%	10% over cost	Cost Plus 25%
NGK Spark Plug Products:	50%	50%	10%	10% over cost	Cost Plus 25%
National Products:		50%	10%	10% over cost	Cost Plus 25%
Power Stop Products		50%	10%	10% over cost	Cost Plus 25%
Raybestos Products:		50%	10%	10% over cost	Cost Plus 25%
SK Products:		50%	10%	10% over cost	Cost Plus 25%
Spectra Products:		50%	10%	10% over cost	Cost Plus 25%
Standard Ignition & Motor Products:		50%	10%	10% over cost	Cost Plus 25%
Timken Products:		50%	10%	10% over cost	Cost Plus 25%
Walker Exhaust Products:	50%	50%	10%	10% over cost	Cost Plus 25%
Wagner Products:	50%	50%	10%	10% over cost	Cost Plus 25%
Wix Products:		50%	20	10% over cost	Cost Plus 25%
Discount offered on additional product lines	35% Commercial Tools and Equipment 65% Filters 50% Remaining product lines	Blanket 50% discount to all product lines.	10%	Left blank	All products are priced at cost plus 25% and quotes are free
Comments:	None.	None.	None.	None.	None.

Description	Qty	O'Reilly Auto Parts			Rowerdink, Inc.		
		Unit Cost	Extended Cost	Brand/ Part Number	Unit Cost	Extended Cost	Brand/ Part Number
DEKA 123 MF Battery	16	\$ 129.27	\$ 2,068.32	SuperStart 31-5	\$ 137.00	\$ 2,192.00	Delco M31M1000
DEKA 694 RMF Battery	9	\$ 145.06	\$ 1,305.54	SuperStart 94REXT	\$ 132.00	\$ 1,188.00	Delco 94R/PG
DEKA 748 MF Battery	8	\$ 115.62	\$ 924.96	Super Start 48 PRM	\$ 119.00	\$ 952.00	Delco 48GHRA
DEKA 778 MF Battery	3	\$ 105.10	\$ 315.30	SuperStart 78 PRM	\$ 107.50	\$ 322.50	Delco 78EHR
Wix 51748-XD Oil Filter	35	\$ 45.71	\$ 1,599.85	WIX 51748 XD	\$ 14.82	\$ 518.70	Motorcraft FL299
Wix 57060 Oil Filter	35	\$ 5.29	\$ 185.15	WIX 57060	\$ 4.14	\$ 144.90	Delco PF48F
Wix 57182 Oil Filter	20	\$ 12.35	\$ 247.00	WIX 57182	\$ 13.52	\$ 270.40	Wix 57182
Wix 42488 Air Filter	18	\$ 17.15	\$ 308.70	WIX 42488	\$ 27.24	\$ 490.32	Delco 43181CF
Wix WL 10255 Air Filter	70	\$ 5.29	\$ 370.30	WIX WL10255	\$ 4.87	\$ 340.90	Delco PF63F
Wix 49082 Cabin Air Filter	20	\$ 15.75	\$ 315.00	WIX 49082	\$ 15.88	\$ 317.60	Wix 49082
Wix 33788 Fuel Filter	10	\$ 35.60	\$ 356.00	WIX 33788	\$ 23.79	\$ 237.90	Wix 33788
Wix 33936 Fuel Filter	10	\$ 21.17	\$ 211.70	WIX 33936	\$ 14.25	\$ 142.50	Wix 33936
Wix WF 10564 Fuel Filter	35	\$ 39.23	\$ 1,373.05	WF10564	\$ 37.28	\$ 1,304.80	Wix WF10564
Trico 12-220 Wiper Blades	30	\$ 23.99	\$ 719.70	Trico 25-220	\$ 9.60	\$ 288.00	Delco 8-902215
Trico 19-220 Wiper Blades	30	\$ 12.74	\$ 382.20	Trico 29-220	\$ 9.32	\$ 279.60	Delco 8-9022
Trico 19-240 Wiper Blades	15	\$ 12.74	\$ 191.10	Trico 29-240	\$ 9.55	\$ 143.25	Delco 8-9024
Monroe 171139 Quick Strut Assembly	2	\$ 138.17	\$ 276.34	Monroe 171139	\$ 130.00	\$ 260.00	Motorcraft ASH 866160
Monroe 37351 Shocks	2	\$ 64.21	\$ 128.42	Monroe 37351	\$ 76.06	\$ 152.12	Delco 560-1011
Monroe 65167 Shocks	2	\$ 67.90	\$ 135.80	Monroe 65167	\$ 76.35	\$ 152.70	Motorcraft ASH12169
Dorman 425-156 Steering Shaft	1	\$ 190.94	\$ 190.94	Dorman 425-156	\$ 171.61	\$ 171.61	Dorman 425-156
Dorman 590-283 Front Impact Sensor	1	\$ 136.66	\$ 136.66	Dorman 590-283	\$ 184.72	\$ 184.72	Delco 13578676
Dorman 611-122 Wheel Nuts	20	\$ 2.84	\$ 56.80	Dorman 611-122	\$ 2.70	\$ 54.00	Dorman 611-122
Dorman 748-643 Window Regulator	1	\$ 80.25	\$ 80.25	Dorman 741-015	\$ 130.19	\$ 130.19	Delco 84652624
Dorman 918-213 Trans Oil Cooler	1	\$ 110.59	\$ 110.59	Dorman 918-213	\$ 186.61	\$ 186.61	Delco 20880895
Gates 060930 Micro-V Belt	2	\$ 32.28	\$ 64.56	Gates K060930	\$ 39.71	\$ 79.42	Delco 6K930
Gates 39083 Drive Align Belt Tensioner	2	\$ 68.48	\$ 136.96	Murray 2335200	\$ 67.81	\$ 135.62	Delco 12609719
Moog 515059 Hub Assembly	1	\$ 111.38	\$ 111.38	MasterPro 515059	\$ 165.43	\$ 165.43	Delco 515059
Moog EV800935 Steering Tie Rod End	1	\$ 15.60	\$ 15.60	MasterPro EV800935	\$ 67.87	\$ 67.87	Delco 19256660
OE Turbo Power D2005 Turbo	1	\$ 2,427.47	\$ 2,427.47	OE Turbo Power D2005	\$ 3,387.44	\$ 3,387.44	Turbo Power D2005
Standard RY333 relay	1	\$ 35.51	\$ 35.51	Standard RY333	\$ 27.49	\$ 27.49	Standard RY333
Phillips D5SC1 Bulb	1	\$ 95.20	\$ 95.20	EIKO D5S	\$ 166.08	\$ 166.08	Delco 13594523
PowerStop 17-2174 Brake Pads	2	\$ 29.46	\$ 58.92	BrakeBest Select SC2174	\$ 48.71	\$ 97.42	Delco 1702174CHF1
Wagner BK814471 Brake Kit	2		\$ -	No cross	\$ 187.91	\$ 375.82	Wagner BKA14471
Wagner OEX-1411 Ceramic Brake Pads	2	\$ 43.83	\$ 87.66	BrakeBest Select SC1411	\$ 130.68	\$ 261.36	Delco 19433043
Wagner SX784 Brake Pads	1	\$ 43.83	\$ 43.83	BrakeBest Select SC784	\$ 141.74	\$ 141.74	Delco 19432941
Dura Go BR55072-01 Brake Rotor	2	\$ 44.55	\$ 89.10	BrakeBest Select 58000RGS	\$ 67.56	\$ 135.12	Delco 18A927AC
Dura Go BR900846-02 Disc Brake Rotor	2	\$ 61.65	\$ 123.30	BrakeBest Select 680508RGS	\$ 79.98	\$ 159.96	Motorcraft BRRC17
Spectra Premium CU2791 Radiator	3	\$ 177.63	\$ 532.89	Murray 438064	\$ 180.98	\$ 542.94	OSC 2791
PowerStop 236-2087 Brake Pads	2	\$ 50.89	\$ 101.78	Brakebest Select SC2087	\$ 68.56	Motorcraft	BRSD2087A
Standard Motors RU440 Blower Motor Resistor	1	\$ 19.97	\$ 19.97	Standard RU440	\$ 37.82	\$ 37.82	Motorcraft YH1715
Standard F90016 Pig Tail	1	\$ 31.55	\$ 31.55	standard S916HT	\$ 99.71	\$ 99.71	Delco PT2195
GMB 130-9670 Water Pump	2	\$ 149.50	\$ 299.00	Murray CP6009	\$ 276.19	\$ 552.38	Delco 19434033
#20 Hose Clamp - 10/Box	2	\$ 6.90	\$ 13.80	MasterPro MP5020	\$ 8.99	\$ 17.98	Koehler KE20BK
3" H.D. Muffler Clamp	3	\$ 5.63	\$ 16.89	Nickson 35794	\$ 3.35	\$ 10.05	Warren 219336
5/16 x 30 Brake Line	1	\$ 45.53	\$ 45.53	American Great CNC525	\$ 83.88	\$ 83.88	Sur BR-EZ300
		\$	\$ -				
		\$	\$ -				
TOTAL			\$ 16,340.57			\$ 16,970.85	

O'Reilly Auto Parts	Rowerdink, Inc.
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Discount used for pricing above:		
Product Line Discounts:		
ACDelco Products:		49%
Akebono Products:		
Anco Products:		
Bosch Products:		
Cardone Reman Products:		
Dayco Products:		
DEKA		
Delphi		
Denso		49%
Dorman Products:		49%
Federated Products:		
Fel-Pro Products:		
Four Seasons Products:		
Gates Products:		
GMB Products:		
Monroe Products:		
Moog Products:		
Motorcraft Products:		49%
NGK Spark Plug Products:		
National Products:		
Power Stop Products		
Raybestos Products:		
SK Products:		
Spectra Products:	List Less 41%	
Standard Ignition & Motor Products:	List Less 41%	49%
Timken Products:		49%
Walker Exhaust Products:	List Less 41%	
Wagner Products:		
Wix Products:	List Less 41%	49%
Discount offered on additional product lines		49% off list prices
Comments:	None	None