07/18/13 

To: Sales

From: Mark Allen

Re: O’Reilly’s Auto Parts

Managers,

As you know we are always looking for ways to cut cost and drive more profit to the bottom line. With that said, we have re-negotiated our contract with O’Reilly’s Auto Parts based on your feedback and suggestions. As one of this years cost saving initatives we will need everyone on board to achieve our goal. The good news for most of you is that you don’t have to do anything different than you are right now (buy from O’Reilly) For the rest we will need you to be comitted to the program to make it work. This is not a option, everyone must be on board to achieve these great discounts.

Here is a list of new benefits.

* Professional level pricing. Between 7% and 15% better pricing depending on the line
* Additional Flex savings on Moog Chassis line
* From 1% to 2% Credit back to the store for ordering over $500 a month on “First Call” online
* 2% Early pay credit back to the store when paid by the 10th (CPT covers) store benefits. Get invoices in on time with valid PO’s
* Expanded line for discounts. From belts, chemicails, injectors, water pumps, brake parts etc. Over 250 different lines.

All sales orders from O’Reilly’s will be run the same as in the past O/RMISC with their part number. Remember that when buying Moog from O’Reilly’s you must sell it O/RMISC and the Moog part number. Do not just sell the Moog number or your inventory will be off.

Each store has already been set up and your account number is on the attached report. This report is for the first half of the year spending. If you are in the Red for whatever reason you have spent less this year compared to last year. Please get your team on board so your store can benefit and we can reach our company goal.

If there are any questions or concerns please let me know, your feedback is always welcome.