

8) Please quantify the discount range presented in this response. For example, indicate that the pricing in your response represents is a 50% percent discount from the MSRP or your published list.

NAPA's proposed average discount percentages range up to 85% off list depending on the product. The table below illustrates the 31 categories with the average, min and max shown.

Part Category	Proposed average discount %	Min of Proposed Discout from List	Max of Proposed Discout from List
Ag, Industrial & Lawn	50%	18%	60%
Batteries	46%	0%	72%
Bearings	53%	33%	70%
Belts & Hoses	48%	16%	75%
Body & Accessories	47%	0%	84%
Brake System Parts	50%	17%	84%
Cable & Chain	49%	17%	74%
Chemicals & Lubricants	47%	7%	70%
Climate Control	54%	18%	72%
Driveline & Wheels	49%	9%	83%
Engine Cooling	51%	18%	72%
Engine Parts	48%	5%	70%
Engines	33%	5%	50%
Exhaust Systems	50%	17%	67%
Fasteners & Hardware	52%	17%	84%
Filtration	56%	5%	72%
Fittings & Hose	50%	0%	79%
Fluid Caps	49%	16%	79%
Fuel & Emissions Systems	50%	7%	83%
Gaskets, Seals & O-Rings	49%	2%	77%
Ignition & Electrical	51%	8%	83%
Lighting	47%	14%	69%
Marine, RV & Power Sport	48%	17%	53%
PB&E	48%	15%	73%
Rotating Electrical	49%	0%	77%
Shop Supplies	46%	10%	73%
Specialty Programs	49%	32%	83%
Steering & Suspension	51%	17%	85%
Tools & Equipment	47%	0%	80%
Transmission & Clutch	48%	8%	67%
Windshield Products	51%	17%	67%
Grand Total	50%	0%	85%

9) The pricing offered in this proposal is

- a. the same as the Proposer typically offers to an individual municipality, university, or school district.
- b. the same as the Proposer typically offers to GPOs, cooperative procurement organizations, or state purchasing departments.
- c. better than the Proposer typically offers to GPOs, cooperative procurement organizations, or state purchasing departments.
- d. other than what the Proposer typically offers (please describe).