



Yellow Bus Nation and O'Reilly Auto Parts are excited to announce we have successfully negotiated a supply agreement, making O'Reilly Auto Parts a part of the Yellow Bus Nation family and a partner for any Yellow Bus Nation member.

O'Reilly Auto Parts currently has accounts established with a number of Yellow Bus Nation members and is excited to work with all members in developing a partnership built around a strong program, quality products and great service.

O'Reilly has structured a program for all Yellow Bus Nation locations that includes Competitive Pricing, Customized Store Inventories, Quality Name Brand Lines and Quick Deliveries:

- **2% Early Pay Discount** – Yellow Bus Nation members may take 2% off the full amount of their monthly statement for early payment by the 10th of the month following the statement date, no exclusions. The Early Pay Discount is not available for accounts paying via credit or payment card.
- **Parts Availability** - O'Reilly Auto Parts offers online services via our First Call Online internet ordering system. The system can be accessed at www.fco.firstcallonline.com. First Call Online is offered at no cost and the system lists parts availability from the O'Reilly store, hub store, and distribution center. In addition, First Call Online ensures security of purchases, correct pricing, and availability by requiring a unique user-id and password that is controlled at the customer account level. O'Reilly Auto Parts is staffed with a dedicated support team that will work with Yellow Bus Nation members to research connectivity options and integration.
- **1% or 2% Electronic Sales Earn Back** – Yellow Bus Nation members / locations will receive from O'Reilly, on a monthly basis, a one percent (1%) rebate on eligible purchases (calculated net of returns average, and any prompt payment discounts provided above) that are electronically ordered through First Call Online during the month, provided that the Yellow Bus Nation member / location has electronically ordered at least five hundred dollars (\$500.00) in eligible purchases during such month. An additional 1% can be earned if the location orders via an approved shop management system. The Electronic Sales Earn Back will be issued as a credit to the purchasing account on a monthly basis.
- **Delivery/Inventory Support** – Yellow Bus Nation members will have access to O'Reilly stores that match the market demands for hours of operation and delivery trucks, with a thirty (30) to forty (40) minute delivery goal on the 22,000 items stocked at the store level (average per O'Reilly store). O'Reilly realizes that quick delivery times are essential for maintaining a successful business. To ensure product availability, O'Reilly stores receive overnight inventory replenishments from distribution centers.
- **Pricing Discount Structure** – Yellow Bus Nation members purchasing account(s) will be loaded to a customized pricing profile, including unique discounts to several individual product lines. Discounts will be loaded to all accounts; however pricing may vary at the item level by geography as a result of market specific competitive adjustments. Although discount bases vary by each individual product line, to ensure competitiveness, all parts purchases by Yellow Bus Nation members will be sold at O'Reilly List Pricing Less 41%, or better.



- **Commodity List Price** – All Yellow Bus Nation members are eligible to receive commodity pricing. Commodity pricing requires the purchase of a particular quantity of product, to receive the discounted pricing on commodity items such as chemicals, shop supplies, etc. Commodity pricing is updated regularly and price quotes can be provided to Yellow Bus Nation members by each individual servicing O'Reilly location.

- **Quality Brand Names:**



We value our business with Yellow Bus Nation and all members, and are committed to providing the best combination of Professional Parts People, Products and Service we can offer. It is both companies' goal to grow our business together!

Thank You,

Paul Hultgren
Director
Yellow Bus Nation

Joe Micko
Director of National Accounts
O'Reilly Auto Parts

Support Information - First Call Online Site – www.firstcallonline.com
Tech Support Phone Number: 1-800-934-2451
Hours of Operations: 8:00 am - 6:00pm (Central Time) Monday – Friday