Statewide Price Agreement Amendment

Awarded Vendor
4 Vendors

Telephone No. ____

Ship To:
All State of New Mexico agencies, commissions, institutions, political subdivisions and local public bodies allowed by law.

Invoice:
As Requested

Price Agreement Number: 80-000-17-00009

Price Agreement Amendment No.: One

Term: November 28, 2017 – November 27, 2019

Procurement Specialist: Susan L. Phillips

Telephone No.: (505) 827-0488

Email: susanl.phillips@state.nm.us

Title: Automotive and Heavy Equipment Batteries

This Price Agreement Amendment is to be attached to the respective Price Agreement and become a part thereof.

In accordance with Price Agreement provisions, and by mutual agreement of all parties, this Price Agreement is extended from November 28, 2018 to November 27, 2019 at the same price, terms and conditions.

Except as modified by this amendment, the provisions of the Price Agreement shall remain in full force and effect.

Accepted for the State of New Mexico

[Signature]

New Mexico State Purchasing Agent

Date: 10/30/2018
State of New Mexico
General Services Department
Statewide Price Agreement

Awarded Vendor
4 Vendors

Telephone No. _____

Ship To:
All State of New Mexico agencies, commissions, institutions, political subdivisions and local public bodies allowed by law.

Invoice:
As Requested

Price Agreement Number: 80-000-17-00009
Payment Terms: Net 30
F.O.B.: Destination
Delivery: As Requested

Procurement Specialist: Susan L. Phillips
Telephone No.: (505) 827-0488

Title: Automotive and Heavy Equipment Batteries

Term: November 28, 2017 – November 27, 2018

This Price Agreement is made subject to the “terms and conditions” shown on the reverse side of this page, and as indicated in this Price Agreement.

Accepted for the State of New Mexico

New Mexico State Purchasing Agent

Date: 11/28/2017

Purchasing Division: 1100 St. Francis Drive, Santa Fe, NM 87505; PO Box 6850, Santa Fe, NM 87502 (505) 827-0472
Terms and Conditions
(Unless otherwise specified)

1. General: When the State Purchasing Agent or his/her designee issues a purchase document in response to the Vendor's bid, a binding contract is created.

2. Variation in Quantity: No variation in the quantity of any item called for by this order will be accepted unless such variation has been caused by conditions of loading, shipping, packing or allowances in manufacturing process and then only to the extent, if any, specified in this order.

3. Assignment:
   a. Neither the order, nor any interest therein, nor any claim thereunder, shall be assigned or transferred by the Vendor, except as set forth in Subparagraph 3b or as expressly authorized in writing by the State Purchasing Agent or his/her designee. No such assignment or transfer shall relieve the Vendor from the obligations and liabilities under this order.
   b. Vendor agrees that any and all claims for overcharge resulting from antitrust violations which are borne by the State as to goods, services, and materials purchased in connection with this bid are hereby assigned to the State.

4. State Furnished Property: State furnished property shall be returned to the State upon request in the same condition as received except for ordinary wear, tear and modifications ordered hereunder.

5. Discounts: Prompt payment discounts will not be considered in computing the low bid. Discounts for payment within twenty (20) days will be considered after the award of the contract. Discounted time will be computed from the date of receipt of the merchandise invoice, whichever is later.

6. Inspection: Final inspection and acceptance will be made at the destination. Supplies rejected at the destination for nonconformance with specifications shall be removed at the Vendor's risk and expense, promptly after notice of rejection.

7. Inspection of Plant: The State Purchasing Agent or his/her designee may inspect, at any reasonable time, the part of the Contractor's, or any subcontractor's plant or place of business, which is related to the performance of this contract.

8. Commercial Warranty: The Vendor agrees that the supplies or services furnished under this order shall be covered by the most favorable commercial warranties the Vendor gives for such to any customer for such supplies or services. The rights and remedies provided herein shall extend to the State and are in addition to and do not limit any rights afforded to the State by any other clause of this order. **Vendor agrees not to disclaim warranties of fitness for a particular purpose of merchantability.**

9. Taxes: The unit price shall exclude all state taxes.

10. Packing, Shipping and Invoicing:
   a. The State's purchasing document number and the Vendor's name, user's name and location shall be shown on each packing and delivery ticket, package, bill of lading and other correspondence in connection with the shipments. The user's count will be accepted by the Vendor as final and conclusive on all shipments not accompanied by a packing ticket.

   b. The Vendor's invoice shall be submitted duly certified and shall contain the following information: order number, description of supplies or services, quantities, unit price and extended totals. Separate invoices shall be rendered for each and every complete shipment.

   c. Invoices must be submitted to the using agency and NOT the State Purchasing Agent.

11. Default: The State reserves the right to cancel all or any part of this order without cost to the State, if the Vendor fails to meet the provisions of this order and, except as otherwise provided herein, to hold the Vendor liable for any excess cost occasioned by the State due to the Vendor's default. The Vendor shall not be liable for any excess costs if failure to perform the order arises out of causes beyond the control and without the fault or negligence of the Vendor, such causes include but are not restricted to, acts of God or the public enemy, acts of the State or Federal Government,
State of New Mexico
General Services Department
Purchasing Division Price Agreement #: 80-000-17-00009

fires, floods, epidemics, quarantine restrictions, strikes, freight embargoes, unusually severe weather and defaults of subcontractors due to any of the above, unless the State shall determine that the supplies or services to be furnished by the subcontractor were obtainable from other sources in sufficient time to permit the Vendor to meet the required delivery schedule. The rights of the State provided in this paragraph shall not be exclusive and are in addition to any other rights now being provided by law or under this order.

12. Non-Collusion: In signing this bid the Vendor certifies he/she has not, either directly or indirectly, entered into action in restraint of free competitive bidding in connection with this offer submitted to the State Purchasing Agent or his/her designee.


15. Items: All bid items are to be NEW and of most current production, unless otherwise specified.

16. Payment for Purchases: Except as otherwise agreed to: late payment charges may be assessed against the user state agency in the amount and under the conditions set forth in Section 13-1-158 NMSA 1978.

17. Workers' Compensation: The Contractor agrees to comply with state laws and rules pertaining to Workers' Compensation benefits for its employees. If the Contractor fails to comply with Workers' Compensation Act and applicable rules when required to do so, this Agreement may be terminated by the contracting agency.

18. Submission of Bid: Bids must be submitted in a sealed envelope with the bid number and opening date clearly indicated on the bottom left hand side of the front of the envelope. Failure to label bid envelope will necessitate the premature opening of the bid in order to identify the bid number.

19. Contractor Personnel: Personnel proposed in the Contractor’s written bid to the Procuring Agency are considered material to any work performed under this Price Agreement. Once a Purchase Order or contract has been executed, no changes of personnel will be made by the Contractor without prior written consent of the Procuring Agency. Replacement of any Contractor personnel, if approved, shall be with personnel of equal ability, experience, and qualifications. The Contractor will be responsible for any expenses incurred in familiarizing the replacement personnel to insure their being productive to the project immediately upon receiving assignments. Approval of replacement personnel shall not be unreasonably withheld. The Procuring Agency shall retain the right to request the removal of any of the Contractor’s personnel at any time.

20. Subcontracting: The Contractor shall not subcontract any portion of the Price Agreement without the prior written approval of the Procuring Agency. No such subcontracting shall relieve the Contractor from its obligations and liabilities under this Price Agreement, nor shall any subcontracting obligation payment from the Agency.

21. Records and Audit: The Contractor shall maintain detailed time and expenditure records that indicate the date, time, nature, and cost of services rendered during this Price Agreement’s term and effect, and retain them for a period of three (3) years from the date of final payment under this Price Agreement. The records shall be subject to inspection by the Agency, State Purchasing Division, Department of Finance and Administration, and for Information Technology contracts, State Chief Information Officer. The Agency shall have the right to audit billings, both before and after payment. Payment for services under this Price Agreement shall not foreclose the right of the Agency to recover excessive or illegal payments.

22. Subcontracts: The foregoing requirements for Contractor Personnel, Subcontracting, and Audit shall be inserted into all subcontracts from the prime contractor to the subcontractor.
New Mexico Employees Health Coverage

A. If Contractor has, or grows to, six (6) or more employees who work, or who are expected to work, an average of at least 20 hours per week over a six (6) month period during the term of the contract, Contractor certifies, by signing this agreement, to have in place, and agrees to maintain for the term of the contract, health insurance for its New Mexico Employees and offer that health insurance to its New Mexico Employees if the expected annual value in the aggregate of any and all contracts between Contractor and the State exceeds $250,000 dollars.

B. Contractor agrees to maintain a record of the number of its New Mexico Employees who have (a) accepted health insurance; (b) declined health insurance due to other health insurance coverage already in place; or (c) declined health insurance for other reasons. These records are subject to review and audit by a representative of the state.

C. Contractor agrees to advise all of its New Mexico Employees of the availability of State publicly financed health care coverage programs by providing each of its New Mexico Employees with, as a minimum, the following web site link to additional information: http://www.insurenewmexico.state.nm.us/.

D. For purposes of this Paragraph, the following terms have the following meanings:

1. “New Mexico Employee” means any resident of the State of New Mexico employed by Contractor who performs the majority of the employee’s work for Contractor within the State of New Mexico, regardless of the location of Contractor’s office or offices; and

2. “offer” means to make available, without unreasonable restriction, enrollment in one or more health coverage plans and to actively seek and encourage participation in order to achieve the goals of Executive Order 2007-049. This could include State publicly financed public health coverage programs such as Insure New Mexico!

New Mexico Pay Equity Initiative

Contractor agrees, if it has ten (10) or more New Mexico employees OR eight (8) or more employees in the same job classification, at any time during the term of this contract, to complete and submit the PE10-249 form on the annual anniversary of the initial report submittal for contracts up to one (1) year in duration. If contractor has (250) or more employees, contractor must complete and submit the PE250 form on the annual anniversary of the initial report submittal for contracts that are up to one (1) year in duration. For contracts that extend beyond one (1) calendar year, or are extended beyond one (1) calendar year, contractor also agrees to complete and submit the PE10-249 or PE250 form, whichever is applicable, within thirty (30) days of the annual contract anniversary date of the initial submittal date or, if more than 180 days has elapsed since submittal of the last report, at the completion of the contract, whichever comes first. Should contractor not meet the size requirement for reporting at contract award but subsequently grows such that they meet or exceed the size requirement for reporting, contractor agrees to provide the required report within ninety (90) days of meeting or exceeding the size requirement. That submittal date shall serve as the basis for submittals required thereafter.

Contractor also agrees to levy this requirement on any subcontractor(s) performing more than 10% of the dollar value of this contract if said subcontractor(s) meets, or grows to meet, the stated employee size thresholds during the term of the contract. Contractor further agrees that, should one or more subcontractor not meet the size requirement for reporting at contract award but subsequently grows such that they meet or exceed the size requirement for reporting, contractor will submit the required report, for each such subcontractor, within ninety (90) days of that subcontractor meeting or exceeding the size requirement. Subsequent report submittals, on behalf of each such subcontractor, shall be due on the annual anniversary of the initial report submittal. Contractor shall submit the required form(s) to the State Purchasing Division of the General Services Department, and other departments as may be determined, on behalf of the applicable subcontractor(s) in accordance with the schedule contained in this paragraph. Contractor acknowledges that this subcontractor requirement applies even though contractor itself may not meet the size requirement for reporting and be required to report it self.

Two copies of the Pay Equity Worksheet shall be submitted prior to Award by the prospective Awarded Vendor.

The PE10-249 and PE250 worksheet is available at the following website: http://www.generalservices.state.nm.us/statepurchasing/Pay_Equity.aspx
State of New Mexico
General Services Department
Purchasing Division Price Agreement #: 80-000-17-00009

Statewide Price Agreement

Article I – Statement of Work
Under the terms and conditions of this Price Agreement all State of New Mexico agencies, commissions, institutions, political subdivisions and local bodies allowed by law may issue orders for items and/or services described herein. The terms and conditions of this Price Agreement shall form a part of each order issued hereunder.

The items and/or services to be ordered shall be as listed under Article IX - Price Schedule. All orders issued hereunder will bear both an order number and this Price Agreement number. It is understood that no guarantee or warranty is made or implied by the New Mexico State Purchasing Agent, his/her designee or the user that any order for any definite quantity will be issued under this Price Agreement. The Contractor is required to accept the order and furnish the items and/or services in accordance with the articles contained hereunder for the quantity of each order.

Article II – Term
The term of this Price Agreement, for issuance of orders, shall be as indicated in the specifications.

Article III – Specifications
Items and/or services furnished hereunder shall conform to the requirements of specifications and/or drawings applicable to items listed under Article IX-Price Schedule. Orders issued against this schedule will show the applicable Price Agreement item(s), number(s), and price(s); however they may not describe the item(s) fully.

Article IV – Shipping and Billing Instructions
Contractor shall ship in accordance with the following instructions: Shipment shall be made only against specific orders which the user may place with the Contractor during the term; The Contractor shall enclose a packing list with each shipment listing the order number, price agreement number and the commercial parts number (if any) for each item; Delivery shall be made as indicated on page 1. If vendor is unable to meet stated delivery the State Purchasing Agent or his/her designee must be notified.

Article V – Termination
The Agency may terminate this Agreement for convenience or cause. The Contractor may only terminate this Agreement based upon the Agency’s uncured, material breach of this Agreement. Contractor shall give Agency written notice of termination at least thirty (30) days prior to the intended date of termination, which notice shall (i) identify all the Agency’s material breaches of this Agreement upon which the termination is based and (ii) state what the Agency must do to cure such material breaches. Contractor’s notice of termination shall be effective (i) if the Agency does not cure all material breaches within the thirty (30) day notice period or (ii) in the event of material breaches that cannot be cured within thirty (30) days, the Agency does not, within the thirty (30) day notice period, notify the Contractor of its intent to cure and begin with due diligence to cure the material breach. Termination of this Contract, however, shall not affect any outstanding orders. This provision is not exclusive and shall not waive other rights and remedies afforded either party in the event of breach of contract or default. In such instances the contract may be cancelled effective immediately.

Article VI – Amendment
This Price Agreement may be amended by mutual agreement of the New Mexico State Purchasing Agent or his/her designee and the Contractor upon written notice by either party to the other. An amendment to this Price Agreement shall not affect any outstanding orders issued prior to the effective date of the amendment as mutually agreed upon, and as published by the New Mexico State Purchasing Agent or his/her designee. Amendments affecting price adjustments and/or the extension of a price agreement expiration date are not allowed unless specifically provided in the bid and price agreement specifications.

Article VII – Indemnity Clause
Contractor shall indemnify and hold harmless the State, its officers and employees, against liability, claims, damages, losses or expenses arising out of bodily injury to persons or damage to properties caused by, or resulting from Contractor’s, and/or its employees, own negligent act or omission while Contractor, and/or its employees, perform or fails to perform its obligations and duties under the Terms and Conditions of this agreement. This save harmless and indemnification clause is subject to the immunities, provisions, and limitations of the Tort Claims Act (Section 41-4-1, et seq., N.M.S.A. 1978 comp. and Section 57-7-1 N.M.S.A. 1878 comp. and any amendments thereto.

It is specifically agreed between the parties executing this agreement that it is not intended by any of the provisions of any part of the agreement to create in the public or any member thereof a third party beneficiary or to authorize anyone not a party to the agreement to maintain a suit(s) for wrongful death(s), bodily and/ or personal injury(s) to person(s), damage(s) to property(ies) and/or any other claim(s) whatsoever pursuant to the provisions of this agreement.
Vendor shall provide all insurance necessary to employees on the work site, including but not limited to Worker’s Compensation.

Article VIII – Issuance or Orders
Only written signed orders are valid under this Price Agreement.

Article IX – Packing (if applicable)
Packing shall be in conformance with standard commercial practices.

Article X – Price Schedule
Prices as listed in the price schedule hereto attached are firm.
Awarded Vendors:

(A) 0000127093
Continental Battery Co
3700 Osuna Road, Suite 714
Albuquerque, NM 87109
505-344-9441
aschrader@conbtry.com

(B) 0000047817
Parts Plus of New Mexico, Inc.
5900 Office Blvd. NE
Abq, NM 87109
505-341-7001
adamh@partsplusnm.com

(C) 0000049896
Power Ford/Bob Turner's Ford
1101 Montano Dr. NE
Albuquerque, NM 87107
505-449-1250 or 505-449-1278
bwashburn@myforddealer.com

(D) 0000048700
US Distributing, Inc.
3700 Rutledge, NE
Albuquerque, NM 87109
505-884-2141
stewart@usdparts.com
Specifications

This price agreement is applicable and available for use by all New Mexico State Agencies and New Mexico Local Public Bodies.

Term:
The term of this price agreement shall be for one (1) year from date of award with the option to extend for a period (s) of three (3) additional years, on a year-by-year basis, by mutual agreement of all parties and approval of the New Mexico state purchasing director at the same price, terms and conditions. This price agreement shall not exceed four (4) years.

Provide current literature of applicable model with bid.

All items and equipment listed as standard in manufacturer’s literature shall be provided.

Successful vendor shall be an authorized dealer and be a physically established dealership with parts and service facilities in New Mexico, with O.E.M. certified mechanics qualified to repair and service all aspects of engine and powertrain components.

Deliver FOB to dealer’s place of business within the state of New Mexico.

Escalation Clause:
In the event of a product cost increase and escalation request will be reviewed by this office on an individual basis. Please be aware this measure is not intended to allow any increase in profit margin, only to compensate for an actual cost increase. Price decreases as well shall apply. If the vendor’s prices are reduced for any reason, users shall receive the benefit of such reductions. Price increases and/or decreases will not be retroactive to orders already in-house or back-ordered. Orders will be filled at the price in effect of the date of the receipt of the order by the vendor.

All requests for price increases must include the following information in the Extension Letter from the vendor:

1) Contract Item Number
2) Current Item Price
3) Proposed New Price and/or Percentage of Increase

Vendor must also supply a Letter from the Manufacturer addressed to the vendor. The letter must state that they are increasing to price from the factory to the vendor, as well as the reason for the increase.

Method of Award:
To the lowest responsible bidder meeting or exceeding specifications, terms and conditions. The state reserves the right to award to multiple vendors per item, whichever, in his/her judgment, best serves the interest of the state of New Mexico.

Intent of Specifications:
The specifications are intended to describe equipment for use by the ordering agency, which will operate efficiently and safely. The design specifications incorporated herein are intended to describe such unit, and to set forth minimal performance parameters required by the State of New Mexico. Any references herein to a particular make or model number are intended not to be restrictive but to set forth an acceptable level of quality and design. The State reserves the right to accept minor variances in product design and/or operation offered by bidders if such acceptance is determined to be in the best interest of the State.

Qualified Bidders:
Bids may be accepted from manufacturers and/or factory authorized dealers who are able and willing to provide responsive service to the ordering agency during the warranty period and the extended warranty period if required. Bidders must be in a
position to offer the lowest cost/highest effectiveness, completely assembled units meeting or exceeding the minimum specifications contained herein.

When additional equipment (components) are required to complete a bid package which is not normally supplied by the bidder, such equipment shall be supplied by an authorized equipment supplier, but shall be the full responsibility of the bidder.

**Inspection of Work:**
Representatives of the State Purchasing Division or the ordering agencies shall have access, at any reasonable time, to the bidder's and manufacturer's facilities for the purposes of inspection during periods of manufacture or assembly of the items to be ordered hereunder. The costs associated with such inspection trips shall be borne by the State and/or ordering agency.

**Late Delivery:**
It is expressly understood and agreed that, as a result of the public interest, and because of the monetary losses which may be sustained by the State, as a result of failure to deliver the equipment described in the contract on time, that time is of the essence in the performance of this contract. It is agreed that damages resulting from late delivery can neither be accurately anticipated or calculated.

**Certificates, Manuals, and Warranties:**
When unit(s) are delivered, the bidder shall provide to the ordering agency (if applicable):

a) Documents of Title, (Due upon payment to vendor)
b) Certificates of Origin, (Due upon payment to vendor)
c) Warranty and Guarantee Certificates,
d) Certifications specified in the contract,
e) Manuals specified in the contract.

**Responsibility of Bidders:**
It shall be the responsibility of the bidder to secure written quotations on price and delivery from manufacturers meeting the general specifications set forth herein. Only those manufacturers who can meet delivery dates, such as to permit delivery of completely assembled unit(s) to the ordering agency by specified delivery date shall be considered by the bidder. The bidder may be required to provide the State with field test results and surveys, which will show conclusively:

a) Maintenance and reliability experience of units in service for at least one (1) year

b) Other data on actual performance of equipment, which in the opinion of the bidder will assist the State in selecting the most effective cost efficient unit offered by the bidder.

**Payment or Acceptance Not Conclusive:**
No payment made under this contract shall be conclusive evidence of the performance of the contract, either wholly or in part, and that no payment made for the delivery of the items in whole or in part shall be construed as an acceptance of defective work or improper materials, nor relieve the bidder from corrections of the defects. The final acceptance shall not be binding upon the ordering agency or the State, nor conclusive, should it subsequently develop the bidder had furnished inferior items or had departed from the specifications and/or the terms of the contract. Should such conditions become evident, the ordering agency shall have the right, notwithstanding final acceptance and payment, to cause the item(s) to be properly furnished in accordance with the specifications (and drawings, if any) at the cost and expense of the bidder.

**Order of Preference:**
In the event of conflict between the General Conditions and Instructions to Bidders and the Supplemental Terms and Conditions, the Supplemental Terms and Conditions shall prevail.
Any references herein to a particular make or model number are intended not to be restrictive, but to set forth an acceptable level of quality and design.

**Minimum Requirements:**

**Automotive and Heavy Equipment Batteries**

**Scope:**
These specifications describe various types of Automotive and Heavy Equipment Batteries that will be used in all of light and heavy duty vehicles and equipment currently in service by the State of New Mexico.

**FOB Destinations:**
Freight shall be prepaid on orders in excess of five hundred dollars ($500.00). Orders less than five hundred dollars ($500.00) shall be shipped prepaid to the destination and shipping charges may be added to the invoice as a separate item to be paid by the user agency.

**SAE Ratings:**
All batteries must be rated and stamped and/or labeled with a SAE cold cranking amps (CCA) of at least thirty (30) seconds at zero (0) degrees Fahrenheit and a Reserve Capacity (RC) of at least twenty five (25) amps at eighty (80) degrees Fahrenheit.

**Shelf Life:**
All batteries must have a “Born-on Date” stamped on them and that date shall not be greater than two (2) months for the date of purchase.

**Required Documentation:**
Bidders must submit the current manufacturer’s price list for bid evaluation purposes with the following information (no exceptions):

1) BCI group size  
2) Terminal type  
3) Manufacturer’s model designation  
4) SAE ratings CCA 30 seconds @ (0°F) and a RC minimum @ 25 amp @ (80°F)  
5) Voltage  
6) Suggested retail price  
7) List price  
8) Free replacement designation in months per model  
9) Service adjustment (months/cost per month) for commercial and non-commercial  

Application guide in catalog, DVD or flash drive format must be submitted with the bid.

Failure to comply with the above requirements shall be sufficient reason to reject bid.

The State of New Mexico, including its political subdivisions and its employees or assigned persons shall not be held liable for any accidents or personal injury to the contractor’s personnel incurred in the process of handling of these batteries. The successful contractor shall be required to have all applicable insurance coverage as required by law. Include proof of insurance with bid.

The New Mexico State Purchasing Agent reserves the right to award the Price Agreement in total, by groups of items, by individual item, by district/zone or groups of districts, multiple vendors per items an or districts or any combination of these which in his or her judgment best serves the interests of the State of New Mexico.
<table>
<thead>
<tr>
<th>Item</th>
<th>Unit</th>
<th>Article and Description</th>
<th>Vendor/Unit Price</th>
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<td>(A)</td>
</tr>
<tr>
<td>1</td>
<td></td>
<td>Heavy Duty Maintenance Free Batteries with eighty five (85) month pro-rated warranty and thirty (30) month free replacement for non-commercial vehicles (passenger cars and light trucks thru 1-ton GVWR).</td>
<td></td>
</tr>
<tr>
<td>%</td>
<td>Discounted percentage off suggested retail</td>
<td>63%</td>
<td>37%</td>
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<tr>
<td>Ea.</td>
<td>Additional cost per battery (no core exchange)</td>
<td>$15.00</td>
<td>$18.00</td>
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<td></td>
<td>Heavy Duty Maintenance Free Batteries with forty two (42) month pro-rated warranty and thirty (30) month free replacement for non-commercial vehicles (passenger cars and light trucks thru 1-ton GVWR).</td>
<td></td>
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<tr>
<td>%</td>
<td>Discounted percentage off suggested retail</td>
<td>63%</td>
<td>37%</td>
</tr>
<tr>
<td>Ea.</td>
<td>Additional cost per battery (no core exchange)</td>
<td>$15.00</td>
<td>$18.00</td>
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<tr>
<td>3</td>
<td></td>
<td>Heavy Duty Maintenance Free Batteries with seventy five (75) month pro-rated warranty and twenty four (24) month free replacement for non-commercial vehicles (passenger cars and light trucks thru 1-ton GVWR).</td>
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<td>%</td>
<td>Discounted percentage off suggested retail</td>
<td>63%</td>
<td>37%</td>
</tr>
<tr>
<td>Ea.</td>
<td>Additional cost per battery (no core exchange)</td>
<td>$15.00</td>
<td>$18.00</td>
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<tr>
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<td></td>
<td>Heavy Duty Maintenance Free Batteries with thirty seven (37) month pro-rated warranty and twenty four (24) month free replacement for non-commercial vehicles (passenger cars and light trucks thru 1-ton GVWR).</td>
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</tr>
<tr>
<td>%</td>
<td>Discounted percentage off suggested retail</td>
<td>63%</td>
<td>37%</td>
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<tr>
<td>Ea.</td>
<td>Additional cost per battery (no core exchange)</td>
<td>$15.00</td>
<td>$18.00</td>
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<tr>
<td>5</td>
<td>Heavy Duty Maintenance Free Batteries with sixty five (65) month pro-rated warranty and eighteen (18) month free replacement for non-commercial vehicles (passenger cars and light trucks thru 1-ton GVWR).</td>
<td>63%</td>
<td>37%</td>
</tr>
<tr>
<td>Ea.</td>
<td>Additional cost per battery (no core exchange)</td>
<td>$15.00</td>
<td>$18.00</td>
</tr>
<tr>
<td>6</td>
<td>Heavy Duty Maintenance Free Batteries with thirty two (32) month pro-rated warranty and eighteen (18) month free replacement for non-commercial vehicles (passenger cars and light trucks thru 1-ton GVWR).</td>
<td>36%</td>
<td>37%</td>
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<td>Additional cost per battery (no core exchange)</td>
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<td>$18.00</td>
</tr>
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<td>7</td>
<td>Heavy Duty Maintenance Free Deep Cycle Batteries (Marine / RV / Massage Boards) with thirty (30) month pro-rated warranty and twelve (12) month free replacement.</td>
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<td>37%</td>
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<td>Additional cost per battery (no core exchange)</td>
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<tr>
<td>8</td>
<td>Heavy Duty (Severe Duty, Extra Heavy Duty, Long Haul Duty) Commercial Type (Heavy Equipment, Class 8 Trucks) Battery with thirty six (36) months pro-rated warranty and eighteen (18) month free replacement.</td>
<td>63%</td>
<td>37%</td>
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<tr>
<td>9</td>
<td><strong>Heavy Duty (Severe Duty, Extra Heavy Duty, Long Haul Duty) Commercial Type (Heavy Equipment, Class 8 Trucks) Battery with thirty (30) months pro-rated warranty and six (6) month free replacement.</strong></td>
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</tr>
<tr>
<td></td>
<td><strong>% Discounted percentage off suggested retail</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td><strong>Ea. Additional cost per battery (no core exchange)</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>63% 37% 60% 30%</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>$40.00  $72.00  $91.00  <em>#31</em>  $31.00</td>
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</tr>
<tr>
<td>10</td>
<td><strong>Heavy Duty Maintenance Free Batteries (special use, lawn / garden, or message boards) with six (6) month free replacement</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>11</td>
<td><strong>Heavy Duty Maintenance Free Dry Cell Batteries with seventy two (72) month pro-rated warranty and thirty six (36) month free replacement for passenger cars and light trucks thru 1 ton GVWR.</strong></td>
<td></td>
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</tr>
<tr>
<td>12</td>
<td><strong>Heavy Duty Maintenance Free Dry Cell Batteries with thirty six (36) month pro-rated warranty and twenty four (24) month free replacement for passenger cars and light trucks thru 1 ton GVWR.</strong></td>
<td></td>
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<tr>
<td>13</td>
<td><strong>Custom made Heavy Duty battery cabled and terminal ends to meet or exceed OE Specifications</strong></td>
<td></td>
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<tr>
<td></td>
<td><strong>% Discounted percentage off suggested retail</strong></td>
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<tr>
<td></td>
<td><strong>Ea. Additional cost per battery (no core exchange)</strong></td>
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<tr>
<td></td>
<td>63% 37% 30% 30%</td>
<td></td>
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</tr>
<tr>
<td></td>
<td>$15.00  $9.00  $44.58  <em>#41</em>  $14.50</td>
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<td></td>
<td>$15.00  $18.00  $81.00  $11.00</td>
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<tr>
<td></td>
<td>$15.00  $18.00  $71.00  $11.00</td>
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</tr>
<tr>
<td></td>
<td>$15.00  $18.00  $71.00  $11.00</td>
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<tr>
<td></td>
<td>N/A 37% 30% 20%</td>
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<td></td>
</tr>
<tr>
<td></td>
<td><strong>#31 HD Trucks 60%</strong></td>
<td></td>
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</tr>
</tbody>
</table>

*** 13 Items Total ***