



OVERVIEW:

- NIADA stands for National Independent Automobile Dealers Association.
- NIADA is a Membership based Program where dealers will join at the Independent Automobile Dealers Association (IADA) at a state level.
- By joining Independent Automobile Dealers Association (IADA) at a state level dealers automatically become members of the NIADA Program.
- NIADA Dealers are focused on the parts and services that AutoZone offers.
- NIADA leverages their 18,000 plus members to secure best in market pricing, service and support from AutoZone vs. doing so as a standalone business.
- NIADA Program benefits are only available to AutoZone's NIADA Program members.
- AutoZone helps support NIADA members education and legislative/regulatory advocacy work to protect and help grow member's business operations.
- AutoZone's NIADA Program drives increased profits/cash flow to members bottom line through group pricing/savings.
- NIADA has vetted and performed extensive due diligence on members behalf to secure best in class provider and program in the auto parts segment taking that burden off members shoulders.

PROGRAM DETAILS:

- NIADA Members on AutoZone's NIADA Program receive **National Account Pricing**.
- A **2% Quarterly EO Rebate** can be earned based on electronic ordering spend on AZPRO, Nexpart or the customer's own platform. (**Note:** Oil, Antifreeze, Tools, OSB's, Salvage Parts, and Freon are excluded from rebate calculations.)
- NIADA Program members also are eligible to earn a Tiered Quarterly Volume Rebate based on their Average Weekly Sales.

AVERAGE WEEKLY SALES	REBATE	+ ELECTRONIC ORDERING REBATE	EARN UP TO
\$0 - \$1,999	-	2%	2%
\$2,000 - \$2,999	2%	2%	4%
\$3,000 - \$4,999	4%	2%	6%
\$5,000 +	6%	2%	8%

KEY VALUE-ADDED SERVICES:

- AutoZone provides labor reimbursement (credit to statement within 48-hours) on warranty claims through our normal labor reimbursement process.
- Manufacturer's warranty applies to all AutoZone parts.
- No core charge invoicing allows ease of administering the account.
- Stocking programs available that provide immediate access and deeper discounts on replenishment parts.
- Technician Training - live, virtual, and on-demand training available.

QUESTIONS TO ASSIST YOU ON SALES CALLS:

- What is your Cost per Vehicle?
- How many cars do you typically sell per week/month?
- How many vehicles do you recondition on average per week/month?
- What are you actively doing to lower your overall recon costs?
- What is your current Cycle Time?