



## **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?