

Lobi, Yamil

Subject: FW: Proposal

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From: **Richard Kilpatrick** <rkilpatrick@thepartshouse.com>

Date: Thu, Dec 3, 2020 at 1:57 PM

Subject: Re: Proposal

To: Lobo, Yamil <ylobo@hallandalebeachfl.gov>

Yamil,

I hope this is what you are looking for. I re-keyed the entire bid for Seminole County and updated the pricing to reflect current pricing. I also attached a copy of a quote under the Seminole County account so that the purchasing department can see that these are the actual prices and match the bid and discounts shown.

As we discussed, the bid allows for price increases but the discount percentages must remain the same. An example would be all of the Motorcraft pricing where we continue to honor the bid price despite the fact that we are selling below our invoice cost from Ford. Those items are actually shown in RED on the quote sheet. Once we have an agreement in place between TPH and the City of Hallandale Beach I will have the pricing added to your account.

Let me know if you have any questions or concerns.

Sincerely,

Richard Kilpatrick

VP, Fleet and Contract Sales, The Parts House

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RFP-602971-17/BJC - Term Contracts for the Purchase of Automotive Parts and Supplies

The following categories are not all inclusive of the products the County may procure. Include the applicable price information for the following categories to include the top six (6) Part Numbers sold by the company:

Category 1 - Brake Pads

Product Code	Manufacturer	UOM	List Price	% Discount Off List Price	Unit Price with Discount
17-905	PowerStop Brake Pads	EA	71.99	50%	35.99
17-1273	PowerStop Brake Pads	EA	71.99	50%	35.99
BR1414 (BR1414B)	Motorcraft	EA	73.76	46%	39.83
BRSD931A	Motorcraft	EA	103.67	46%	55.98
CFM1329	BENDIX	EA	69.99	47%	37.09
171-1014	DELCO OEM	EA	274.78	50%	137.39

Category 2 - Brake Rotors (Pairs)

Product Code	Manufacturer	UOM	List Price	% Discount Off List Price	Unit Price with Discount
121.66057	Centric	EA	101.7	54%	46.78
121.67069	Centric	EA	62.99	54%	28.98
121.65119	Centric	EA	99.99	54%	52.97
BRR227	Motorcraft	EA	113.09	46%	61.07
BRR303	Motorcraft	EA	140.53	46%	75.89
177-1014	AC-DELCO OEM	EA	159.66	50%	79.83

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Category 3 - Belts

Product Code	Manufacturer	UOM	List Price	% Discount Off List Price	Unit Price with Discount
4040377	CONTINENTAL ELITE (FORMERLY GOODYEAR)	EA	41.99	67%	13.86
4080495	CONTINENTAL ELITE (FORMERLY GOODYEAR)	EA	73.99	67%	24.42
4060930	CONTINENTAL ELITE (FORMERLY GOODYEAR)	EA	65.99	67%	21.78
4060922	CONTINENTAL ELITE (FORMERLY GOODYEAR)	EA	66.99	67%	22.11
JK6553	Motorcraft	EA	31.84	46%	17.19
JK6455D	Motorcraft	EA	32.2	46%	17.39
JK81267A	Motorcraft	EA	87.36	46%	47.17

Category 4 - Headlights and Bulbs

Product Code	Manufacturer	UOM	List Price	% Discount Off List Price	Unit Price with Discount
194CP	Phillips	EA	0.99	50%	0.5
3157CP	Phillips	EA	1.99	50%	1
1157CP	Phillips	EA	0.99	50%	0.5
12362C1 (H11C1)	Phillips	EA	12.18	50%	6.09
9006C1	Phillips	EA	8.99	50%	4.5
H6054C1	Phillips	EA	18.99	50%	9.5
H4656C1	Phillips	EA	18.99	50%	9.5

Category 5 - U-Joints

Product Code	Manufacturer	UOM	List Price	% Discount Off List Price	Unit Price with Discount
5-676X	Spicer HD Truck	EA	180.78	48%	94.01
5-675X	Spicer HD Truck	EA	102.02	48%	53.05
5-677X	Spicer HD Truck	EA	130.15	48%	67.68
354	Moog	EA	31.99	53%	15.04
331	Moog	EA	34.99	53%	16.45
270	Moog	EA	46.99	53%	22.09

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Category 6 - Spark Plugs (set of 8)

Product Code	Manufacturer	UOM	List Price	% Discount Off List Price	Unit Price with Discount
SP546	Motorcraft	EA	17.42	46%	9.41
SP493	Motorcraft	EA	4.64	46%	2.51
41-110	AC-DELCO	EA	13.1	50%	6.55
41-962	AC-DELCO	EA	11.02	50%	5.51
3484	DENSO	EA	39.99	67%	13.2
92174	NGK	EA	8.99	66%	3.51
7440	CHAMPION	EA	11.99	60%	4.4

Category 7 - Plug Wires Sets

Product Code	Manufacturer	UOM	List Price	% Discount Off List Price	Unit Price with Discount
748UU	AC-DELCO	EA	148.99	50%	74.5
9748HH	AC-DELCO	EA	107.24	50%	53.62
WR5934	MOTORCRAFT	EA	101.44	46%	54.78
S8-29192	B&B Wire	EA	74.99	64%	27
S8-58380	B&B Wire	EA	65.99	64%	23.76
671-4079	DENSO	EA	52.99	52%	25.44

Category 8 - Hose Clamps

Product Code	Manufacturer	UOM	List Price	% Discount Off List Price	Unit Price with Discount
5202	IDEAL	EA	1.29	63%	0.48
5203	IDEAL	EA	1.29	63%	0.48
5212	IDEAL	EA	1.49	63%	0.55
5220	IDEAL	EA	1.69	63%	0.63
5210	IDEAL	EA	1.49	63%	0.55
5224	IDEAL	EA	1.69	63%	0.63

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Category 9 - Vacuum Hoses (25 ft. roll each) – 3/32", 5/32", 7/32"

Product Code	Manufacturer	UOM	List Price	% Discount Off List Price	Unit Price with Discount
65109	Continental Elite Vacuum Hose 3/32" x 50 ft.	ROLL	34.72	62%	13.19
65111	Continental Elite Vacuum Hose 5/32" x 50 ft.	ROLL	43.4	62%	16.49
65112	Continental Elite Vacuum Hose 7/32" x 50 ft.	ROLL	47.12	62%	17.91
333850	Thermoid Vacuum Hose 3/32" x 50 ft.	ROLL	47.5	78%	10.45
334050	Thermoid vacuum hose 5/32" x 50 ft.	ROLL	53	78%	11.5
334150	Thermoid vacuum hose 7/32" x 50 ft.	ROLL	47.5	78%	10.45

Category 10 - Fuel Hoses (25 ft. roll each) – 1/4", 5/16", 3/8"

Product Code	Manufacturer	UOM	List Price	% Discount Off List Price	Unit Price with Discount
65126	Continental Elite 1/4" 25ft. roll	ROLL	52.28	62%	19.87
65127	Continental Elite 5/16" 25 ft. roll	ROLL	54.44	62%	20.69
65128	Continental Elite 3/8" 25 ft. roll	ROLL	61.58	62%	23.4
24060	Thermoid 1/4' 25ft. Roll	ROLL	33	60%	13.25
24078	Thermoid 5/16" 25 ft. roll	ROLL	34	60%	13.6
24088	Thermoid 3/8" 25 ft. roll	ROLL	37	60%	14.8

Category 11 - Air Filters

Product Code	Manufacturer	UOM	List Price	% Discount Off List Price	Unit Price with Discount
FA1883	Motorcraft	EA	21.95	46%	11.85
FA1884	Motorcraft	EA	21.95	46%	11.85
AF1615	Parts Plus PremGuard	EA	15.99	60%	6.4
AF1519	Parts Plus PremGuard	EA	16.99	60%	6.8
A3181C	AC-Delco	EA	40.23	50%	20.11
RS3715	Baldwin	EA	50.15	78%	11.03

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Category 12 - Fuel Filters

Product Code	Manufacturer	UOM	List Price	% Discount Off List Price	Unit Price with Discount
FD4515 (FD4615)	MOTORCRAFT	EA	113.73	46%	61.41
FD4616	MOTORCRAFT	EA	83.62	46%	45.15
PF7928	BALDWIN	EA	76.73	78%	16.88
TP3018	AC-DELCO	EA	65.94	50%	32.97
G6593	Parts Plus PremGuard	EA	8.99	60%	3.6
G481	Parts Plus PremGuard	EA	6.99	60%	2.8
G578	Parts Plus PremGuard	EA	8.99	60%	3.6

Category 13 - Transmission Filters Kit

Product Code	Manufacturer	UOM	List Price	% Discount Off List Price	Unit Price with Discount
B165	ATP	EA	47.57	57%	20.46
B144	ATP	EA	47.21	57%	20.3
FT105	MOTORCRAFT	EA	23.95	46%	12.93
FT188	MOTORCRAFT	EA	34.64	46%	18.71
24208576	AC-DELCO	EA	58.6	50%	29.3
24236933	AC-DELCO	EA	61.36	50%	30.68

Category 14 - Masking Tape (roll) – 18"

Product Code	Manufacturer	UOM	List Price	% Discount Off List Price	Unit Price with Discount
26334	MMM	EA	8.69	40%	5.21

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Category 15 - Water Pumps

Product Code	Manufacturer	UOM	List Price	% Discount Off List Price	Unit Price with Discount
130-7340	GMB	EA	178.99	55%	80.55
130-1820	GMB	EA	71.99	55%	32.4
120-3041	GMB	EA	87.99	55%	39.6
PW491	Motorcraft	EA	281.84	46%	152.19
PW587 (PW618)	Motorcraft	EA	103.53	46%	55.91
251-776	AC-DELCO	EA	243.96	50%	121.98

Category 16 - Tie Rods

Product Code	Manufacturer	UOM	List Price	% Discount Off List Price	Unit Price with Discount
GES3459	MEVOTECH	EA	29.69	62%	11.28
GES3488	MEVOTECH	EA	26.89	62%	10.22
ES3488	MOOG	EA	78.99	62%	25.28
ES3609	MOOG	EA	139.99	62%	53.2
MCF2266	MOTORCRAFT	EA	34.56	46%	18.66
MEF356	MOTORCRAFT	EA	85.78	46%	46.32

Category 17 - Ball Joints

Product Code	Manufacturer	UOM	List Price	% Discount Off List Price	Unit Price with Discount
GK8695T	MEVOTECH	EA	36.59	62%	13.9
GK7411	MEVOTECH	EA	36.69	62%	13.94
K80197	MOOG	EA	97.99	62%	37.24
K80196	MOOG	EA	70.99	62%	26.98
MCSOE7	MOTORCRAFT	EA	72.78	46%	39.3
MCEOE3	MOTORCRAFT	EA	67.18	46%	36.28

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Category 18 - Thermostats

Product Code	Manufacturer	UOM	List Price	% Discount Off List Price	Unit Price with Discount
15359 (MRD 2000-19	Cooling System Technologies (MOTORAD)	EA	10.19	60%	4.08
3359(MRD 200-195)	Cooling System Technologies (MOTORAD)	EA	10.19	60%	4.08
131-151	AC-DELCO	EA	27.33	50%	13.67
131-156	AC-DELCO	EA	33.21	50%	16.6
RT1234	MOTORCRAFT	EA	18.96	46%	10.24
RT1167	MOTORCRAFT	EA	30.09	46%	16.25

Category 19 - Radiator Caps

Product Code	Manufacturer	UOM	List Price	% Discount Off List Price	Unit Price with Discount
7616 (MRD T-16)	COOLING SYSTEM TECHNOLOGIES (MOTORAD)	EA	8.79	60%	3.52
7016 (MRD T-16)	COOLING SYSTEM TECHNOLOGIES (MOTORAD)	EA	8.79	60%	3.52
7516 (MRD T-16R)	COOLING SYSTEM TECHNOLOGIES (MOTORAD)	EA	10.69	60%	4.28
RC85	AC-DELCO	EA	17.35	50%	8.67
RC27	AC-DELCO	EA	17.52	50%	8.76
RS527	MOTORCRAFT	EA	12.04	46%	6.5

Category 20 - Exhaust

Product Code	Manufacturer	UOM	List Price	% Discount Off List Price	Unit Price with Discount
35408	Walker 2" pipe clamp	EA	2.02	48%	1.05
33274	Walker 4" Mega Clamp	EA	20.51	48%	10.67
33276	Walker 5" Mega Clamp	EA	23.5	48%	12.22
54345	Walker Catalytic Converter	EA	615.26	48%	319.94
54346	Walker Catalytic Converter	EA	619.1	48%	321.93
42067	Walker 4" x 18" Glavanized Precut Flex	EA	23.25	48%	12.09

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Category 21 - Engine Parts and Mounts

Product Code	Manufacturer	UOM	List Price	% Discount Off List Price	Unit Price with Discount
EM-2987	Westar Engine Mount	EA	63.99	52%	30.72
EM-2817	Westar Transmission Mount	EA	20.99	52%	10.08
EM-3104	Westar Engine Torque Strut	EA	44.99	52%	21.6
OS30693R(MAH OS3	FelPro Oil Pan Set (MAHLE)	EA	69.99	57%	30.1
VS50639R-1(MAHVS	FelPro Valve Cover Set (MAHLE)	EA	35.39	57%	15.22
BS40640(MAHJV165	Felpro Rear Main Bearing Gskt Set (MAHLE)	EA	47.99	57%	20.64

Category 22 - Valves

Product Code	Manufacturer	UOM	List Price	% Discount Off List Price	Unit Price with Discount
OR229859X	BENDIX QUICK RELEASE VALVE	EA	21.05	49%	10.74
OR276567X	BENDIX PP-1 DASH CONTROL VALVE	EA	33.1	49%	16.88
800333	BENDIX QUICK RELEASE VALVE	EA	42.19	49%	21.52
TLA800405	GPN PURGE VALV 12 VOLT	EA	82.81	40%	49.69
TLA278614	GPN DOUBLE CHECK VALVE	EA	25.88	40%	15.53
TLA286171	GPN FOOT VALVE	EA	81.99	40%	49.2

Category 23 - Hardware and Fasteners

Product Code	Manufacturer	UOM	List Price	% Discount Off List Price	Unit Price with Discount
	NO BID				

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Category 24 - Transmission and Transaxle

Product Code	Manufacturer	UOM	List Price	% Discount Off List Price	Unit Price with Discount
NCV53912	GSP CV AXLE - NEW	EA	129.99	41%	76.69
NCV10232	GSP CV AXLE - NEW	EA	109.99	41%	64.89
NCV37530	GSP CV AXLE - NEW	EA	109.99	41%	64.89
NCV10209	GSP CV AXLE - NEW	EA	109.99	41%	64.89
NCV10142	GSP CV AXLE - NEW	EA	119.99	41%	70.79
NCV10235	GSP CV AXLE - NEW	EA	99.99	41%	58.99

Category 25 - Wiper Blades

Product Code	Manufacturer	UOM	List Price	% Discount Off List Price	Unit Price with Discount
31-22	ANCO 22"	EA	10.79	64%	2.88
31-20	ANCO 20"	EA	10.79	64%	2.88
8-4422	AC-DELCO 22"	EA	6.9	50%	3.45
8-4420	AC-DELCO 20"	EA	6.9	50%	3.45
11221	CLEAR PLUS 22"	EA	8.99	72%	2.52
WW2201PF(WW220	MOTORCRAFT 22"	EA	13.98	37%	8.81

Category 26 - Tires and Wheels

Product Code	Manufacturer	UOM	List Price	% Discount Off List Price	Unit Price with Discount
	NO BID				

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Category 27 - Waxes and Washers

Product Code	Manufacturer	UOM	List Price	% Discount Off List Price	Unit Price with Discount
	No Bid				

Category 28 - Air Conditioning

Product Code	Manufacturer	UOM	List Price	% Discount Off List Price	Unit Price with Discount
15-72971	AC-Delco Air Temp Valve Actuator	EA	250.46	50%	125.23
15-81773	AC-Delco Blower Motor Module Kit	EA	116.82	50%	58.41
YH1829	Motorcraft Control	EA	119.69	46%	64.63
YK238	Motorcraft Evaporator	EA	308.56	46%	166.62
3411247	Global Expansion/Orifice Tube - Red Ford	EA	4.09	51%	2
6511414	Global (New) Compressor - Chevy Pick Up 01-05	EA	348.99	51%	171.01

Category 29 - Heating and Cooling

Product Code	Manufacturer	UOM	List Price	% Discount Off List Price	Unit Price with Discount
15-80641	AC-Delco Engine Rad Blower Kit	EA	162.58	50%	81.29
21869	AC-Delco Radiator Assy	EA	488.93	25%	366.7
RH148 (RH258)	Motorcraft Thermostat Hsg	EA	57.11	46%	30.84
RF324 (RF427)	Motorcraft Engine Rad Cooling Fan	EA	203.47	46%	109.87
RAD16	Motorcraft Radiator Assy	EA	524.12	35%	340.68
2370	OSC Radiator Assy	EA	308.99	42%	179.21

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Category 30 - Suspension and Steering

Product Code	Manufacturer	UOM	List Price	% Discount Off List Price	Unit Price with Discount
22-1000	A-1 Cardone Rack and Pinion	EA	414.99	58%	174.3
27-7516	A-1 Cardone P.S. Gear Box	EA	267.99	58%	109.2
20-283	A-1 Cardone P.S. Pump	EA	90.99	58%	34.44
20954812	AC-Delco P.S. Pump	EA	275.9	50%	137.95
STP258RM	Motorcraft P.S. Pump	EA	193.87	46%	104.69
GK7424	Mevotech Control Arm	EA	95.99	56%	42.24