

**Negotiation Letter**  
**Clarifier Points, Best and Final Offer**  
**RFP #: R-LD-23013**

**Automotive Parts & Accessories for Light, Medium, Heavy-Duty Vehicles & Related Products and Service**

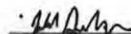
**BEST AND FINAL OFFER (BAFO Percentage Discount)**

Include any enhancements/updates to the proposal and explain all other anticipated costs that you are submitting as part of this BAFO. The changes would be made to Attachment A, Tab 7: Products and Pricing as included in your original proposal response.

Description/Manufacture/Category (please use additional pages, if needed)	Percentage Discount
Automotive Filters	<u>67</u> %
Tools & Equipment	<u>35</u> %
All other items sold by Advance.	<u>50</u> %
Please provide any additional considerations. Add additional pages, if needed.  _____  _____  _____  _____  _____  _____	

Full Legal Name of Offeror: Advance Stores Company Incorporated dba Advance Auto Parts  
(PRINT/TYPE)

Authorized Signature: \_\_\_\_\_

  
Todd Sanders (Aug 15, 2023 2:18 EDT)

Todd Sanders, SVP Strategic Accounts

Date: August 15, 2023

RETURN NO LATER than August 7, 2023, by 2:00 pm EST.  
**BEST AND FINAL OFFER: R-LD-23013**