



National Account Overview  
For  
Associated Builders and Contractors

June 15, 2015



# Agenda

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- ▣ AutoZone Overview
- ▣ Program Details
- ▣ Member Account Setup Procedures
- ▣ Maximizing the Program
- ▣ AutoZone Contact Information
- ▣ Q & A



# AutoZone Overview

- ▣ Over 35 years in business
  - Most successful organization in the aftermarket space
- ▣ Over 5,500 stores
  - All company-owned stores (no franchises)
    - ▣ Largest footprint in the country
- ▣ Nearly \$3 billion in inventory in the USA
  - Hub stores route product to AutoZone stores up to 5 times per day



# AutoZone Wholesale

- ▣ AutoZone has more than 300,000 wholesale customers
  - Over 10,000 government agency customers
  - More than 20 state contracts
  - Thousands of new car dealerships
  - Thousands of used car dealerships
  - Thousands of collision company customers
  - Firestone, Goodyear, Midas, Meineke, Aamco,
- ▣ AutoZone makes hundreds of thousand deliveries each day
- ▣ AutoZone has dedicated wholesale staff, residing inside most AutoZone stores, as well as hundreds of outside staff



# Program Details

- ▣ Members receive at least Gold National Account Pricing
  - Volume thresholds have been waived for Bronze, Silver, & Gold
  - Members never fall below Gold, but have the ability to earn Platinum (\$650 - \$999.99 in AWS) & Diamond (\$1,000+ in AWS)

Members can receive up to a 35% savings, by utilizing the ABC / AutoZone program

- ▣ Members receive a 5% quarterly credit on all net purchases placed online at [www.AutoZonePro.com](http://www.AutoZonePro.com)
- ▣ Members receive “Introductory Offer” for the 1<sup>st</sup> 90 days
  - An additional 5% credit on all net purchases placed at [www.AutoZonePro.com](http://www.AutoZonePro.com)



# Program Details

- ▣ Members can order online at [www.AutoZonePro.com](http://www.AutoZonePro.com), once an account number and credentials are established
  - Product is delivered to the Member's business address (no high-rises, no residential addresses, or areas where parking is prohibited)
  
- ▣ Delivery commitment
  - 0 - 3 miles = 30 minutes (or less)
  - 3 - 5 miles = 45 minutes (or less)
  - 5 - 7 miles = 60 minutes (or less)
  - Beyond 7 miles = scheduled delivery



# Program Details

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- ▣ Members can order in-store, at more than 5,000 locations, once an account number is established
  - Members shall provide their account # to the AutoZone staff, when ordering in-store
  - This ensures your Member, contracted-pricing is provided at time of purchase
- ▣ Members receive one of the most generous warranties in the business
  - Backed by a 48-Hour Labor Claim Reimbursement Policy (available for Commercial accounts only, not employee accounts)



# Member Setup Procedures

- ▣ Members can visit [www.autozonepro.com/abc](http://www.autozonepro.com/abc) (case sensitive)
  - Download and complete the AutoZone credit application
  - Email or fax completed application to AutoZone
  - Learn more about the AutoZone / ABC program
  
- ▣ Members can also visit the AutoZone page on [www.abc.org](http://www.abc.org) for more information
  - Links to AutoZone landing page and credit application





# Maximizing the Program

- ▣ Provide the same program benefits to your employees
  - Setup a COD account for employees to utilize
    - ▣ Separate credit application, or on one credit application ask for a Net 30 Prox Account AND a COD Account
  
- ▣ Rather than paying an installer for small repairs (batteries, windshield wiper blades, air filters, bulbs, fuses, etc), save money and do-it-yourself

Employees can receive up to a 35% savings, by utilizing the ABC / AutoZone program



# Start of a Great Partnership

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- ▣ 13,000 ABC members, out of about 16,000, are within AutoZone's just-in-time delivery commitment
- ▣ About 500 ABC members already have a Commercial account with AutoZone & will become the 1<sup>st</sup> members under the new ABC / AutoZone program
- ▣ AutoZone's 450+ Territory Managers, 3500+ Commercial Managers, 500+ District Managers, and other AutoZone management will be supporting the program
  - Webinars and conference calls, similar to this call, take place with AutoZoners responsible for servicing ABC members



# AutoZone Contact Info

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# Q & A

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