

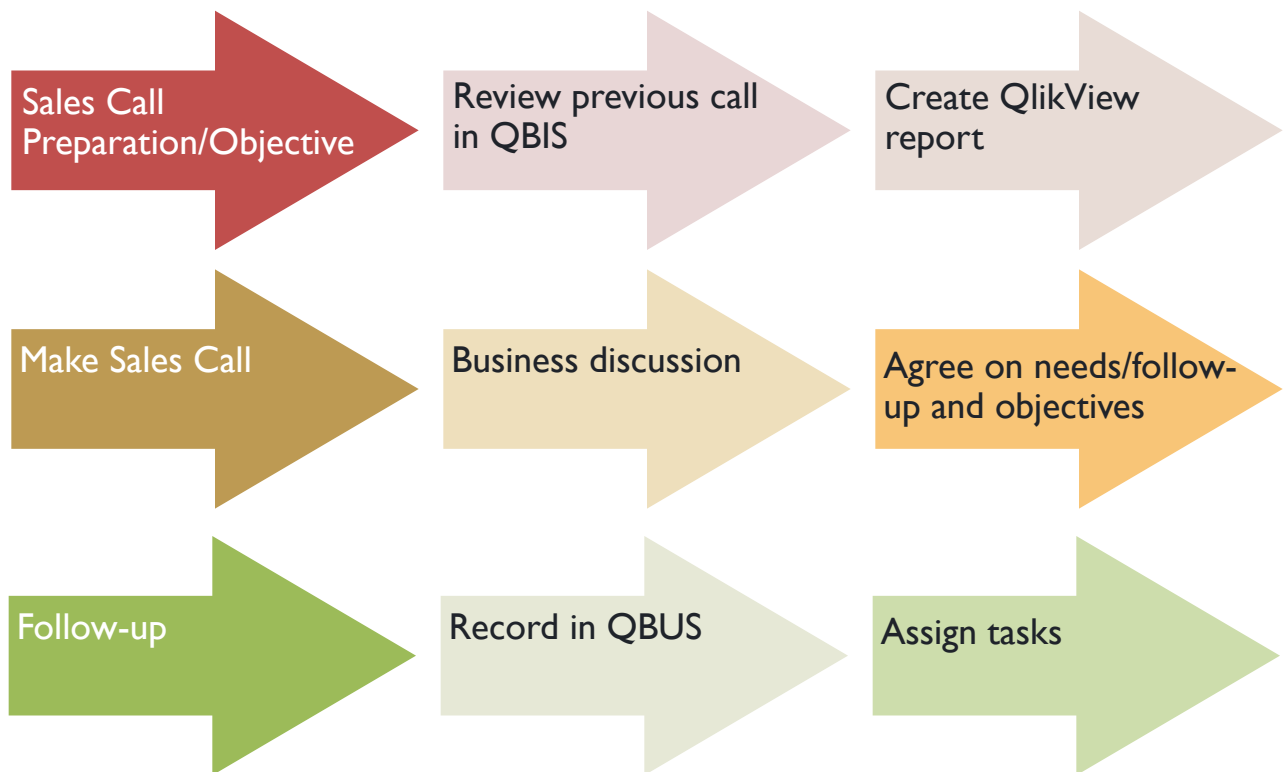
2016 Sales Reference Guide



TABLE OF CONTENTS

Sales Process	I
Orio Credit Application	2
Orio Auto Parts Credit References Form	3
ACT Unattended Delivery Setup	4
Orio Auto Parts Mobil I Pricing	5
Orio Exide Battery Program	6 - 10
Orio Parts for Saab	11

SALES PROCESS



I. Preparation

- i. Review current sales numbers and product mix (QlikView)
- ii. Review last QBUS report

2. Sales Call

- i. Discuss purpose of call
- ii. How's overall business?
- iii. How are we doing? (warehouse logistics, portal-order, marketing support)
- iv. Review current sales and marketing:
 - Sales numbers and product mix (QlikView)
 - Are you on Terms
 - New product lines (Exide - Orio parts for Saab, can we put a stocking assortment together for you?)
 - Distributor programs (Mobil I, Tire Rack, and Exide)

3. Follow-up

- i. Record information
- ii. Report call

ORIO CREDIT APPLICATION



2550 Brodhead Rd, Suite 100
Bethlehem, PA 18020
855.722.2762 x212

ORIO COMMERCIAL CHARGE ACCOUNT REQUEST				
Business Name (Full Legal Name)		DBA (Doing Business As)		Federal tax ID (FEIN)
Business Physical Address (PO Boxes will not be accepted)			City	State Zip
Business Phone Number	Date Business Established (mm/yy)	Number Of Locations		D-U-N-S Number
State Tax Exempt Certificate ID (copy of State Tax Exempt Certificate must be attached. If a certificate is not attached, applicable sales tax will be charged)				
Tender Type Requested: Monthly Charge: Check <input type="checkbox"/> Direct Bank Charge (ACH) <input type="checkbox"/> Account #: _____ Routing #: _____ Credit card <input type="checkbox"/> CC#: _____ Expiration mm/yy: _____ CVC #: _____ Name On Card: _____				
Business Type: (select one) Sole Proprietor <input type="checkbox"/> Partnership <input type="checkbox"/> Corporation <input type="checkbox"/> Other <input type="checkbox"/>				Type of Other
Billing Contact Information: (department or person and/or title)				
<p>TERMS: "You", "Your", and "Applicant" means each person and/or business entity which applies for and may be granted an account and "We", "Us" and "ONA" refer to Orio North America, Inc. or any subsequent holder of the account or balances. You understand and agree that We have no obligation to provide Your business with credit and if We grant a credit line, it may be raised, lowered or canceled by Us at any time. In addition, You authorize Us to contact and obtain credit information from any source including credit bureaus. You agree that we may contact you via email, telephone or regular mail with information about product or service offerings. By signing below You: (i) represent and confirm that You are an authorized representative of the Applicant, (ii) that all the information contained in this application is correct and complete, (iii) that You are duly authorized to enter into this contractual agreement on the Applicant's behalf, and (iv) that the Applicant is a business entity or non-profit, in good standing, and purchases made hereunder will not be for personal or household use. You agree to pay the unpaid balance upon Your receipt of invoice, ONA reserves the right to assess a late payment charge of 1.5% monthly (18% per annum) or the maximum permitted under law to any past due account balance. A returned check fee in the amount of \$30 per returned check may apply. You agree to grant ONA a purchase money security interest in merchandise you purchase from Us until the cost of such merchandise is paid in full (void where not permitted by Law). In the event of default We may enforce all our rights and remedies hereunder and as provided by law. You agree to pay expenses incurred by Us in connection with the enforcement of our remedies, including, without limitation, repossession, repair and collections costs, any attorney's fees and expenses plus court costs and fees including any bankruptcy fees and costs, to the extent permitted by law. Our failure or delay in exercising any rights or remedies hereunder shall not operate as a waiver of same or prevent Our future exercise. YOU AND WE EACH WAIVE THE RIGHT TO A TRIAL BY JURY IN ANY LEGAL PROCEEDING AND, INSTEAD, AGREE TO LITIGATE ANY DISPUTE DIRECTLY WITH A JUDGE SITTING AS A TRIER OF BOTH FACT AND LAW. This is the entire credit agreement between You and Us and supersedes any similar prior understandings, oral or written. THIS AGREEMENT MAY NOT BE CHANGED EXCEPT BY WRITTEN AGREEMENT SIGNED BY YOU AND US. By signing below, You acknowledge, consent and agree to these terms and this agreement and promise to pay any amounts outstanding:</p>				
Authorized Signature				Title
Printed Name of Authorized Signature		E-Mail Address		Date
FOR ORIO INTERNAL USE ONLY				
Select one of the following: New customer setup <input type="checkbox"/> Add new location to current customer <input type="checkbox"/> Maintenance on current customer <input type="checkbox"/>				
Account ID number	Parent account ID number		Account ID number	

ORIO AUTO PARTS CREDIT REFERENCES FORM



Credit References

(please provide three)

1. Company Name: _____

Mailing Address: _____

Telephone Number: _____ Fax Number: _____

Contact Person: _____ Title: _____

E-mail Address: _____

How long have you been doing business with this company? _____

2. Company Name: _____

Mailing Address: _____

Telephone Number: _____ Fax Number: _____

Contact Person: _____ Title: _____

E-mail Address: _____

How long have you been doing business with this company? _____

3. Company Name: _____

Mailing Address: _____

Telephone Number: _____ Fax Number: _____

Contact Person: _____ Title: _____

E-mail Address: _____

How long have you been doing business with this company? _____

Email or fax to:

Marc Russo

Fax: 855-435-6746

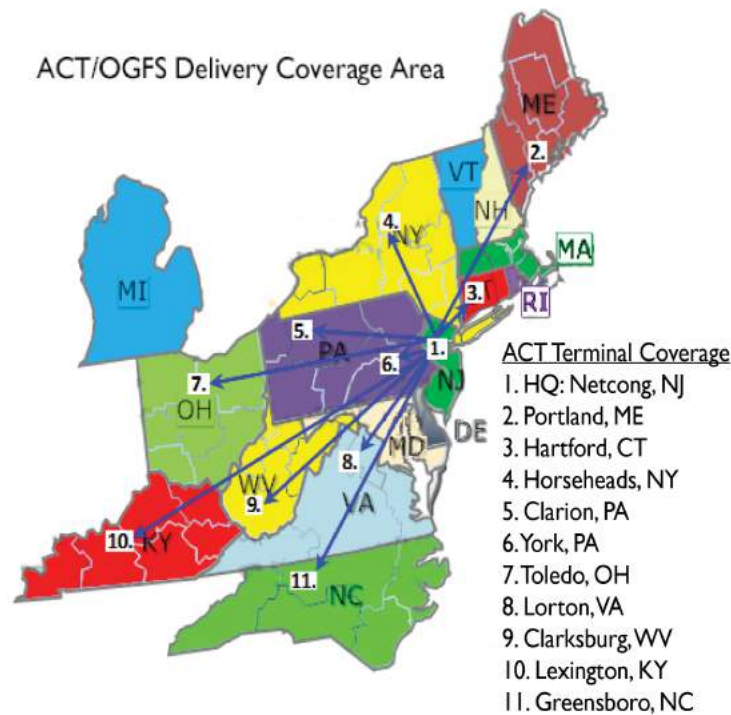
marc.russo@orioautoparts.com

Orio AB

2550 Brodhead Road

Bethlehem, PA 18020

ACT UNATTENDED DELIVERY SETUP



- Customers must be in the Northeast (within the ACT coverage area) and have the ability to receive unattended delivery with a secured drop off area
- ONA representative communicates the desire of our customer to begin receiving unattended delivery to ACT representative
 - (current contact: mike@actovernight.com, cc: bradh@actovernight.com)
 - Contact details including **name, email, phone number, and physical location** are emailed to ACT requesting that arrangements are made between ACT and delivery point contact.
- ACT will communicate with the destination contact and come to an agreed area for deliveries to be made
- If there are keys involved, the arrangements are made between the customer and ACT for key handoff
- ACT representative communicates back to ONA that setup is complete and the location is ready to accept deliveries
- ONA representative updates the customer master with new ship via for each applicable order type (ground, 2nd day, next day)
- Deliveries are made five mornings a week (Tuesday through Saturday)

ORIO AUTO PARTS MOBIL | PRICING



(pricing effective 8/1/2016)

Customer Part Number	Product	Package Style	OSC Cost
0294165	MOBIL 1 0W-40 SN	BULK	\$19.43
0294199	MOBIL 1 0W40	6X1 QUART	\$5.63
0294207	MOBIL 1 0W40	55 GAL DRUM	\$1,200.40
0294215	MOBIL SPECIAL XI SAE 5W-30 GF-5 SN	BULK	\$8.13
0294249	M-SPECIAL XI 5W-30	12X1 QUART	\$2.49
0294256	M-SPECIAL XI 5W-30	55 GAL DRUM	\$500.40
0294553	M-SPECIAL XI 10W-30	12X1 QUART	\$2.36
0294561	M-SPECIAL XI 10W-30	55 GAL DRUM	\$500.40
0294579	MOBIL SPECIAL XI SAE 10W-30 GF-5 SN	BULK	\$8.13
0294587	M-SUPER 5W-20	12X1 QUART	\$2.70
0294595	M-SUPER 5W30	12X1 QUART	\$2.70
0294603	M-SUPER 5W30	55 GAL DRUM	\$569.40
0294611	MOBIL SUPER SAE 5W-30 GF-5 SN	BULK	\$9.32
0294629	M-SUPER HIGH MILEAGE 5W-30	6X1 QUART	\$3.04
0294637	M-SUPER HIGH MILEAGE 5W-30	55 GAL DRUM	\$620.40
0294644	MOBIL SUPER HIGH MILEAGE SAE 5W-30 GF-5 S	BULK	\$10.53
0294652	MOBIL 1 5W30	6X1 QUART	\$5.12
0294678	MOBIL 1 5W30	55 GAL DRUM	\$1,098.40
0294686	MOBIL 1 SAE 5W-30 GF-5 SN	BULK	\$19.43
0294694	MOBIL 1 10W30	6X1 QUART	\$5.21
0294702	MOBIL 1 10W30	55 GAL DRUM	\$1,098.40
0294710	MOBIL 1 5W20	6X1 QUART	\$5.22
0294728	MOBIL 1 0W20	6X1 QUART - AFE	\$5.22
0294736	MOBIL 1 0W30	6X1 QUART - AFE	\$5.22
0294743	MOBIL 1 HIGH MILAGE 10W-30	6X1 QUART	\$5.22
0294751	MOBIL 1 15W50	6X1 QUART	\$5.22
0294769	M-DELV 1300 SUP 15W40	12X1 QUART	\$2.89
0294777	M-DELV 1300 SUP 15W40	55 GAL DRUM	\$610.40
0294785	MOBIL DELVAC 1300 SUPER SAE 15W - 40 CJ-4/S	BULK	\$10.89
0294793	MOBIL DEXRONVI ATF BULK	12X1 QUART	\$3.25
0294801	MOBIL DEXRONVI ATF BULK	BULK	\$11.68
0294819	MOBIL 1 SYN GEAR LUBE LS 75W90	12X1 QUART	\$5.57
0294827	MOBIL ATF 3309	12X1 QUART	\$4.00

ORIO EXIDE BATTERY PROGRAM



LET US HELP YOU FIND THE RIGHT BATTERY
TRY OUR NEW BATTERY FINDER



ORIO EXIDE BATTERY PROGRAM

We at Orio are proud to offer a new battery program to you, our valued customer.

Exide offers the most extensive line of automotive and light truck batteries in the world with sizes and power levels to fit 97 percent of vehicles on the road today. Whether you exclusively service Saab or you also service economy cars, luxury sedans, classic muscle cars, trucks, or anything in between, Exide and Orio offer a battery program that will work for you.



ORIO EXIDE BATTERY PROGRAM (CONT.)

Program Features

- Premium products - positioned for future market demands
- Highly competitive pricing (see page 10)
- 40-month full warranty (Extreme Products) – No pro rata
- 20-month full warranty (Classic Series) – No pro rata
- Change over program
- Nine and twelve-unit stocking assortments (predetermined or customized), based on your needs
- Nationally accepted warranty
- Meet or exceed OE specifications
- Roadside assistance (Extreme Products)
- Battery tester programs

Program Details

- All OSC locations will be given their Exide servicing branch location, contact information, and delivery schedule
- The minimum for stocking assortments is nine (9) units
- Exide will handle the physical set-up and review the program with your team
- The minimum weekly order quantities for batteries is three (3) units
- Batteries are delivered weekly
- Orders can be generated by either Exide Technologies via our weekly telemarketing process or the account can call/fax/email orders to their servicing Exide branch for processing. If telemarketing is selected, the locations will be telemarketed 48 hours prior to the delivery day
- To see price details, see page 10



ORIO EXIDE BATTERY PROGRAM (CONT.)

To Participate

- Fill out registration form (see next page) and fax or email to:
Marc Russo
Executive Director, Sales and Marketing
Orio Auto Parts
866-402-4130
Fax: 855-435-6746
marc.russo@orioautoparts.com
- An Orio representative will contact you to complete the process.
- As an added bonus for signing up with us we are including an Opening Incentive. Start your stocking program before March 1st, 2017 and we will send you a Saab Camp Chair.



ORIO EXIDE BATTERY PROGRAM (CONT.)



Battery Program Registration Form

Customer Information

Company Name: _____

Orio Account Number: _____

Street Address: _____

City: _____ State: _____ Zip: _____

Contact Name: _____

Phone Number: _____

Do not fill out - Exide will provide this information

Ship to Number: _____

Servicing Branch: _____

Branch Coordinator Name: _____

Coordinator Email Address: _____

Branch Phone Number: _____

Exide Local Sales Manager Name: _____

Exide Sales Manager Phone Number: _____

Order Day: _____

Delivery Day: _____

ORIO EXIDE BATTERY PROGRAM (CONT.)

Classic Assortment (20-month free replacement)		EXTREME Assortment (40-month free replacement)		Fitment Applications
PT#	Customer Cost	PT#	Customer Cost	Makes Within Groups
24FC	\$54.80	24FX	\$79.84	SAAB , ACURA, ALFA ROMEO, FORD, HONDA, INFINITI, ISUZU, KIA, LEXUS, LINCOLN, LOTUS, MAZDA, MERCURY, MITSUBISHI, NISSAN, PONTIAC, SCION, SUZUKI, TOYOTA
78C	\$67.66	78X	\$79.84	SAAB , AM GENERAL, BUICK, CADILLAC, CHEVROLET, DODGE, GMC, HUMMER, ISUZU, OLDSMOBILE, PONTIAC, SATURN
65C	\$69.64	65X	\$79.84	CHRYSLER, DODGE, FORD, JEEP, LINCOLN, MAZDA, MERCURY, MITSUBISHI, RAM
35C	\$57.66	35X	\$79.84	SAAB , ACURA, CHEVROLET, FORD, GEO, HONDA, INFINITI, ISUZU, KIA, LEXUS, MAZDA, MERCURY, MITSUBISHI, NISSAN, PONTIAC, SCION, SUBARU, TOYOTA
L3/48C	\$89.21	L3/48X	\$95.75	SAAB , ASTON MARTIN, AUDI, BENTLEY, BMW, BUICK, CADILLAC, CHEVROLET, CHRYSLER, DODGE, FERRARI, FORD, GMC, HUMMER, HYUNDAI, JAGUAR, JEEP, KIA, LEXUS, LOTUS, MASERATI, MERCEDES-BENZ, MINI, PEUGEOT, PORSCHE, ROLLS ROYCE, SATURN, VOLKSWAGEN, VOLVO
75C	64.60	75X	79.84	BUICK, CADILLAC, CHEVROLET, CHRYSLER, DODGE, GMC, ISUZU, OLDSMOBILE, PLYMOUTH, PONTIAC, SATURN
34C	61.74	34X	79.84	ALFA ROMEO, BUICK, CHEVROLET, CHRYSLER, DODGE, EAGLE, FORD, JAGUAR, JEEP, LAMBORGHINI, LAND ROVER, NISSAN, PLYMOUTH, PONTIAC, SATURN, SUZUKI, VOLKSWAGEN
51RC	56.61	51RX	79.84	ACURA, HONDA, LEXUS, MAZDA, MITSUBISHI, NISSAN, TOYOTA
L4/94RC	96.27	L4/94RX	103.17	AUDI, BMW, BUICK, CADILLAC, CHEVROLET, CHRYSLER, DODGE, GMC, JAGUAR, JEEP, LAND ROVER, MERCEDES-BENZ, PONTIAC, PORSCHE, RAM, VOLKSWAGEN, VOLVO
59C	66.32	59X	79.84	FORD, LINCOLN, MAZDA, MERCURY
47C		L2/47X	95.75	SAAB , AUDI, BENTLEY, BMW, BUICK, CHEVROLET, DODGE, FIAT, GMC, HYUNDAI, JAGUAR, KIA, LAND ROVER, LOTUS, MERCEDES-BENZ, MERKUR, MINI, PONTIAC, RENAULT, SATURN, SMART, STERLING, SUZUKI, VOLKSWAGEN, VOLVO
49C	98.61	L5/49X	116.42	ASTON MARTIN, AUDI, BMW, CHEVROLET, DODGE, FREIGHTLINER, HYUNDAI, JAGUAR, JEEP, LAMBORGHINI, LAND ROVER, MASERATI, MAYBACH, MERCEDES-BENZ, PORSCHE, RAM, ROLLS ROYCE, VOLKSWAGEN, VOLVO
26RC	58.32	26RX	\$79.84	SAAB , CHRYSLER, DAIHATSU, DODGE, GEO, HONDA, MITSUBISHI, PLYMOUTH, SUZUKI

ORIO PARTS FOR SAAB



Orio Parts for Saab

- Mann Filters
- Pagid Brakes
- Suplex Springs
- 20% Savings over OE

