

**Group 72002– Award 22752
FLEET MAINTENANCE SERVICES**

**Contractor and Pricing Information
February 3, 2015**

Contract #	Contractor & Address	Centralized Contract Contact	Federal ID NYS Vendor ID
PS66689	Automotive Rentals Inc. 4001 Leadenhall Road Mount Laurel, NJ 08054	Timothy Weick 4001 Leadenhall Road Mount Laurel, NJ 08054 (856) 439-7469 tweick@arifleet.com	Federal ID 21-0622527 NYS Vendor ID 1000008693
Questions for NYS contract users: 1-877-FLEET (1-877-353-3874) Emergency Services (24/7/365): 1-800-CAR-CARE (1-800-227-2273) Email: ImplementNY@arifleet.com			

ADDITIONAL CONTACT (Expedited Ordering)

Name: Leah Haas Title: Client Administrator Phone: (856) 778-1500 Fax: (856) 533-9084 Email: lhaas@arifleet.com

Payment/Ordering Information

Does Contractor offer Prompt Payment Discounts?	No. ARI currently offers the State a pricing structure that reflects 15 day pricing while still providing 30 day payment terms.
Does Contractor offer Electronic Access Ordering (EDI)?	Yes

Contract Pricing

Fleet Maintenance Service (Monthly Enrollment Plans)*	Administrative Fee
Monthly Enrollment Plan (Light Duty Vehicles) [Vehicles with a GVWR less than or equal to 16,000 lbs. (i.e., Class 1 through Class 4 Vehicles, as designated by the U.S. Department of Transportation); See Contract Section II.2 <i>Monthly Enrollment Plans</i>]	\$5.15 (per vehicle, per month)
Monthly Enrollment Plan (Medium to Heavy Duty Vehicles) [Vehicles with a GVWR equal to or greater than 16,001 lbs. (i.e., Class 5 through Class 8 Vehicles, as designated by the U.S. Department of Transportation); See Contract Section II.2 <i>Monthly Enrollment Plans</i>]	\$19.25 (per vehicle, per month)

*See Contract Section II.2 *Monthly Enrollment Plans, Paragraph Q, for the terms of retention bonuses offered for previous and continued enrollment in a Monthly Enrollment Plan.*

Fleet Maintenance Service (Per Occurrence)	Administrative Fee
Maintenance and Repair Service (Light Duty Vehicles) [Vehicles with a GVWR less than or equal to 16,000 lbs. (i.e., Class 1 through Class 4 Vehicles, as designated by the U.S. Department of Transportation); See Contract Section II.3 <i>Per Occurrence Plans</i> , Paragraph A <i>Maintenance and Repair Service</i>]	\$18.00 (per vehicle, per incident)
Maintenance and Repair Service (Medium to Heavy Duty Vehicles) [Vehicles with a GVWR equal to or greater than 16,001 lbs. (i.e., Class 5 through Class 8 Vehicles, as designated by the U.S. Department of Transportation); See Contract Section II.3 <i>Per Occurrence Plans</i> , Paragraph A <i>Maintenance and Repair Service</i>]	\$25.00 (per vehicle, per incident)
Accident Management (All-In) [See Contract Section II.3 <i>Per Occurrence Plans</i> , Paragraph B <i>Accident Management</i> , Subparagraph 1 <i>All-In</i>]	\$225.00 (per vehicle, per incident)
Accident Management (Documentation Only) [See Contract Section II.3 <i>Per Occurrence Plans</i> , Paragraph B <i>Accident Management</i> , Subparagraph 2 <i>Documentation Only</i>]	\$100.00 (per vehicle, per incident)
Accident Management (Repair Estimates Only) [See Contract Section II.3 <i>Per Occurrence Plans</i> , Paragraph B <i>Accident Management</i> , Subparagraph 3 <i>Repair Estimates Only</i>]	\$125.00 (per vehicle, per incident)
Accident Management (Appraisal Only) [See Contract Section II.3 <i>Per Occurrence Plans</i> , Paragraph B <i>Accident Management</i> , Subparagraph 4 <i>Appraisal Only</i>]	\$125.00 (per vehicle, per incident)
Accident Management (Subrogation Only) [See Contract Section II.3 <i>Per Occurrence Plans</i> , Paragraph B <i>Accident Management</i> , Subparagraph 5 <i>Subrogation Only</i>]	\$105.00 (per vehicle, per incident)
Accident Management (Subrogation Only) [See Contract Section II.3 <i>Per Occurrence Plans</i> , Paragraph B <i>Accident Management</i> , Subparagraph 5 <i>Subrogation Only</i>]	15% of the dollar amount recovered
Roadside Assistance (Light Duty Vehicles) [Vehicles with a GVWR less than or equal to 16,000 lbs. (i.e., Class 1 through Class 4 Vehicles, as designated by the U.S. Department of Transportation); See Contract Section II.3 <i>Per Occurrence Plans</i> , Paragraph C <i>Roadside Assistance</i>]	\$30.00 (per vehicle, per incident)
Roadside Assistance (Medium to Heavy Duty Vehicles) [Vehicles with a GVWR equal to or greater than 16,001 lbs. (i.e., Class 5 through Class 8 Vehicles, as designated by the U.S. Department of Transportation); See Contract Section II.3 <i>Per Occurrence Plans</i> , Paragraph C <i>Roadside Assistance</i>]	\$50.00 (per vehicle, per incident)
Towing (Light Duty Vehicles) [Vehicles with a GVWR less than or equal to 16,000 lbs. (i.e., Class 1 through Class 4 Vehicles, as designated by the U.S. Department of Transportation); See Contract Section II.3 <i>Per Occurrence Plan</i> , Paragraph D <i>Towing</i>]	\$30.00 (per vehicle, per incident)
Towing (Medium to Heavy Duty Vehicles) [Vehicles with a GVWR equal to or greater than 16,001 lbs. (i.e., Class 5 through Class 8 Vehicles, as designated by the U.S. Department of Transportation); See Contract Section II.3 <i>Per Occurrence Plans</i> , Paragraph D <i>Towing</i>]	\$50.00 (per vehicle, per incident)

Fleet Maintenance Service (Other Products/Services)	Pricing
<p>Automotive Repair Shop Pricing and Discounts [For additional information, see Contract Section II.1 <i>Automotive Repair Shops</i>, Paragraph E4, and II.11 <i>Additional Fleet Maintenance Services</i>, Paragraph A]. Automotive Repair Shop rebates, discounts or rewards that are listed in the “Automotive Repair Shop Discounts” section below shall be applied to Authorized User costs. At the written request of NYSPRO or an Authorized User, the Contractor shall provide, for no additional fee, a list of pricing that National Account Vendors (i.e., Goodyear®, Firestone®, Pep Boys, Jiffy Lube®, and others, if available) would ordinarily charge the public at large (e.g., “posted prices” to any customer walking in off the street), and pricing they charge for the same products and services if provided as part of the State Contract.</p>	<p>See “Automotive Repair Shop Discounts” section below</p>
<p>Integration of Other New York State Contract Pricing [For additional information, see Contract Section II.11 <i>Additional Fleet Maintenance Services</i>, Paragraph B]. The Contractor shall have the ability for Authorized Users to receive contract pricing and benefits for Vehicle parts and services from other contracts held by OGS or Authorized Users, without the need for separate transactions, Purchase Orders, invoices, etc. At the written request of NYSPRO or an Authorized User, the Contractor shall endeavor to provide integration of third-party OGS or Authorized User contracts with this Contract. Upon mutual agreement with the third-party contractor, the Contractor must honor the specific pricing from other NYS contracts and list the pricing/discount on the Fleet Maintenance Services Contract invoices. This service shall be provided for no additional fee. The State currently has the following contracts for Vehicle parts and services integrated with this Contract:</p> <ol style="list-style-type: none"> OGS Group 30310, Award 22523, Automotive Parts and Supplies – Filters, (United Auto Supply of Syracuse West Inc. and Uni-Select USA Inc.), http://www.ogs.ny.gov/purchase/spg/awards/3031022523CAN.HTM; 	<p>\$0.00</p>
<p>Fuel Card Services Integration (OGS Contract) [For additional information, see Contract Section II.11 <i>Additional Fleet Maintenance Services</i>, Paragraph C <i>Fuel Card Services Integration</i>, Subparagraph 1 <i>OGS Contract</i>] Integration with the OGS Statewide fuel card services program (Group 79008, Award 22445, Fuel Card Services (WEX), http://www.ogs.ny.gov/purchase/snt/awardnotes/7900822445can.HTM). The cost of this service will be included in the Monthly Enrollment Plans fee</p>	<p>\$0.50 (per vehicle, per month)</p>
<p>Fuel Card Services Integration (Authorized User Contracts) [For additional information, see Contract Section II.11 <i>Additional Fleet Maintenance Services</i>, Paragraph C <i>Fuel Card Services Integration</i>, Subparagraph 2 <i>Authorized User Contracts</i>]</p>	<p>Fee to be negotiated with Authorized User</p>
<p>Telematics System (ARI/GeoTab Solution) [For additional information, see Contract Section II.11 <i>Additional Fleet Maintenance Services</i>, Paragraph D <i>Telematics</i>]. This all-in-one package includes data integration into ARI insights for alerts and reporting, consolidated contracts and billing, the expertise of the Technology Advisory Team, and first-level support and installation of GeoTab telematics devices. See http://www.geotab.com/ for information about GeoTab. <i>*Note: Average installation typically ranges from \$35 to \$85 per vehicle. A consolidation of vehicles to a designated installation location typically results in lower installation and travel costs per vehicle. Authorized User is required to enter into an End User Agreement with GeoTab prior to initiation of services (https://my.geotab.com/eula.html) OGS has not reviewed or approved this End User Agreement with GeoTab. An Authorized User seeking to acquire this offering must review the End User Agreement terms and conditions. An Authorized User is further responsible for having its counsel review and approve the End User Agreement prior to ordering. If any terms and/or conditions of the End User Agreement are not acceptable to Authorized User’s counsel, it is the responsibility of such counsel to negotiate any needed amendments.</i></p>	<p>\$50 for hardware; \$25 per vehicle, per month for service. Additional cost* for hardware installation.</p>

<p>Telematics/GPS Data Capture [For additional information,see Contract Section II.11 <i>Additional Fleet Maintenance Services</i>, Paragraph E <i>Telematics/GPS Data Capture</i>] The Contractor, at the written request of an Authorized User, shall provide integration of telematics/GPS data for individual Authorized User accounts. Integration shall be provided for individual Authorized User contracts. Authorized User telematics/GPS data shall be provided to the Contractor via either the Authorized User or directly from the telematics/GPS provider.</p>	<p>Fee to be negotiated with Authorized User</p>
<p>Internal Shop Data Storage [For additional information,see Contract Section II.11 <i>Additional Fleet Maintenance Services</i>, Paragraph F <i>Internal Shop Data Storage</i>] At the written request of an Authorized User, the Contractor shall designate the Authorized User-owned maintenance and repair facility(ies) as an Automotive Repair Shop for use with the Contract, so that Authorized Users may utilize data storage services for these facilities in conjunction with the Contract. Contractor shall provide Authorized Users who utilize this service with data capture or record keeping of Vehicle maintenance and repairs provided at these Authorized User-owned maintenance and repair facilities, with data entered by the Authorized User. There may be a monthly rate per Vehicle enrolled for this service, or the Contractor may allow an Authorized User to enter repair/service history and other Vehicle data for no additional fee for this data tracking. Participation in this program by Authorized Users shall be voluntary, and these Vehicles shall not participate in the Preventive Maintenance program offered by the Contractor. This service shall be identified on the Authorized User’s monthly invoice as “Data Storage Service.” Participating Authorized Users with Authorized User-owned maintenance and repair facilities will manage their own parts inventory, mechanic productivity, overhead, etc.</p>	<p>Fee to be negotiated with Authorized User</p>
<p>Internal Shop Management System (ARI Garage Management System) [For additional information,see Contract Section II.11 <i>Additional Fleet Maintenance Services</i>, Paragraph G <i>Internal Shop Management System</i>]. All-inclusive management solution for fleets that utilize outside vendors and operate internal maintenance facilities. ARI’s Garage Management System (GMS) helps manage technicians, vehicle preventive maintenance (PM) schedules, and unscheduled repairs and parts inventories – while simultaneously consolidating all vendor-in/vendor-out data.</p>	<p>\$400 (per garage, per month)</p>
<p>Driver Training Services [For additional information,see Contract Section II.11 <i>Additional Fleet Maintenance Services</i>, Paragraph H <i>Driver Training Services</i>]</p>	<p>\$6 (per module; see “Driver Training Services” section below)</p>
<p>Driver Safety Programs [For additional information,see Contract Section II.11 <i>Additional Fleet Maintenance Services</i>, Paragraph I <i>Driver Safety Programs</i>] ARI offers a full menu of safety services designed to help the State improve driver performance, lower accident rates, and streamline administrative efforts and costs. These services are available separately, or they can be combined to offer a more comprehensive program. Safety services include:</p> <ul style="list-style-type: none"> • Motor Vehicle Records (MVRs). • Skills Assessment • Safety Policy Testing <p>*Note: Additional vendor administration and NYS pass-through fees apply to MVRs.</p>	<p>Motor Vehicle Records (MVRs) \$7* (per occurrence) Skills Assessment \$15 (per occurrence) Safety Policy Testing \$2,000 (one-time fee), plus \$6 (per exam)</p>

Automotive Repair Shop Pricing and Discounts

The following Automotive Repair Shop rebates, discounts or rewards that shall be applied to Authorized User costs. Discounted services range from 10 to 20 percent off normal retail prices.

2015 National Account Pricing for Common Services					
Service	Goodyear	Firestone	Michelin	Jiffy Lube	AVG
Tire Rotation (Lt Duty, Car)	\$14.00	\$14.00	\$16.00	N/A	\$14.67
Wheel Balance - each	\$10.95	\$9.50	\$12.00	N/A	\$10.82
Flat Tire Repair	\$14.00	\$12.99	\$14.00	N/A	\$13.66
Valve Stem	\$3.00	\$3.00	\$3.50	N/A	\$3.17
Transmission service (Pan Drop)	\$79.70	\$80.00	\$120.00	N/A	\$93.23
Transmission service (Flush)	\$119.95	\$139.99	\$140.00	N/A	\$133.31
Alignment (4 wheel)	\$74.95	\$69.99	\$75.00	N/A	\$73.31
Alignment Check	\$29.00	\$21.99	\$29.00	N/A	\$26.66
Front Disc Brakes (pads)	\$149.95	\$159.95	\$150.00	N/A	\$153.30
Rear Disc Brakes (pads)	\$162.30	\$169.99	\$170.00	N/A	\$167.43
Rear Drum Brakes	\$135.95	\$139.99	\$140.00	N/A	\$138.65
Wheel Bearing Grease (repack)	\$32.50	\$68.99	NL	N/A	\$50.75
Wiper Blade Installed (each)	\$18.00	\$18.99	\$12.50	N/A	\$16.50
Labor Rates					
Zone 1	\$78.00	\$74.00	\$92.00	N/A	\$81.33
Zone 2	\$80.00	\$77.00		N/A	\$78.50
Zone 3	\$85.00	\$82.00		N/A	\$83.50
Metro	\$89.00	\$83.00	\$100.00	N/A	\$90.67
Major Metro	\$91.00	\$89.00	\$105.00	N/A	\$95.00
Avg	\$84.60	\$81.00	\$99.00	N/A	\$88.20
Engine Diagnostic	FLR	\$89.99	\$99.99	N/A	\$94.99
Brake Inspection	\$24.00	\$14.99	\$25.00	N/A	\$21.33
Cooling System Test	\$89.95	\$69.99	\$90.00	N/A	\$83.31
Charging System Test	\$24.99	\$25.99	\$25.00	N/A	\$25.33
AC Performance Check	\$39.95	\$45.99	\$45.00	N/A	\$43.65

5Qt Service	Goodyear	Firestone	Michelin	Jiffy Lube	AVG
Lube, Oil Filter / Conventional Oil	\$27.95	\$27.99	\$27.00	\$34.99	\$29.48
Lube, Oil Filter / Syn Blend				\$49.99	\$49.99
Lube, Oil Filter / Synthetic	\$44.95	\$42.99	\$59.00	\$64.99	\$52.98
Motor Oil / Conv or Syn Blend / Qt	\$3.50	\$3.10	\$3.50	NL	\$3.30
Motor Oil Full Syn / Qt	\$7.00	\$6.10	\$8.50	NL	\$6.55

NL-Not Listed
 FLR - Flat Labor Rate

** pricing is based on estimates only and can vary by vehicle application

Driver Training Services

The following online driver training modules are offered under the contract:

Aggressive Driving	Intersections and Right-of-Way
Alcohol, Drugs and Driving	Limited Visibility Conditions
Avoiding Animals and Debris	Parking Lot Safety
Avoiding Auto Theft	Proactive Driving
Avoiding Crashes	Sharing the Road with Others
Cell Phone & Texting Distractions	Speed Management
Changing Lanes	Towing and Trailers
Driving and Adverse Weather	Understanding Distracted Driving
Drowsy Driving Causes & Countermeasures	Understanding Drowsy Driving
Eco Driving Techniques	Understanding Eco Driving
Emotions and Driving	Vehicle Backing Safety
Highway Driving	Vehicle Maintenance
Safety Devices	Cargo Van Safety
Low Speed Vehicle Safety	Passenger/Shuttle Van Safety

Once a training module is completed by a driver, the driver will receive a certificate of completion.