



## Payment Terms and Financing Options

Net 30

No additional leasing or financing options are available from Jasper Holdings.

Proposed order process:

- 1) Sourcewell participating entity contacts the Jasper Holdings company via phone, e-mail, or online link to exclusive landing page.
- 2) Sourcewell participating entity identifies as Sourcewell entity and established account with Jasper Holdings Inc Subsidiary that they wish to do business with.
- 3) Jasper Holdings company's Inside Sales Representative works directly with Sourcewell entity to identify product needed.
- 4) Jasper Holdings company's Inside Sales Representative provides Sourcewell entity with pricing, availability, and other key information requested.
- 5) If the account is already setup, Jasper Holdings company will offer the customers payment terms or provide other options for payment.
- 6) Jasper Holdings does not utilize a dealer network; all sales are transacted within the Jasper Holding's corporate structure.
- 7) Every Sourcewell entity that is interested in purchasing automotive parts and supplies from Jasper Holdings will need to disclose their Sourcewell affiliation PRIOR to ordering the first order. From that point on, the Sourcewell participating entity will be listed as a program participant with the account labelled with the Jasper Holdings control number assigned to Sourcewell.
- 8) Sourcewell will receive a quarterly report from Jasper Holdings that will disclose: Overall Sales, Program Participation and, Sourcewell participation fee. All reports are generated and audited internally. All sales will be reported quarterly to Sourcewell.
- 9) Jasper Holdings does accept the P-Card payment process. No additional fees would apply for the use of a P-Card by the Sourcewell partnering entity.
- 10) Jasper Holdings' pricing model provides for a percentage discount range *off* MSRP.
- 11) Jasper Holdings' pricing model provides for a percentage discount range *off* MSRP by product category. Jasper Holdings reserves the right, in its sole discretion, to determine the appropriate category for a particular product. The following are the product categories and the percentage discount range *off* MSRP in each category.

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815 Wernsing Road • Post Office Box 650 • Jasper, Indiana 47547-0650  
Phone (812) 482-1041 • (800) 827-7455  
Fax (812) 634-1820 • www.jasperengines.com • e-mail: sales@jasperengines.com

**Sourcewell Contracted Discount Pricing off MSRP:**

Air conditioning, heating, cooling, and climate control: 15-20% off MSRP

Alternators, starters, batteries, electrical, and ignition systems: 15-20% off MSRP

Bearings - ball and roller: 15-20% off MSRP

Belts, hoses, gaskets, and seals: 15-20% off MSRP

Brakes Assembly and related components: 15-20% off MSRP  
Bumpers, body, cab, and chassis parts: 15-20% off MSRP  
Emission and exhaust: 15-20% off MSRP

Engine and drive train: 4-20% off MSRP

Filters - oil, fuel, air, and transmission: 15-20% off MSRP  
Oils and lubricants - regular and synthetic: 15-20% off MSRP  
Pumps - fuel and water: 15-20% off MSRP

Safety and security systems: 15-20% off MSRP

Interior & exterior parts and accessories: 5-20% off MSRP  
Lamps, lighting, mirrors, & wiring: 15-20% off MSRP

Pumps - fuel and water: 15-20% off MSRP

Suspension, shocks, struts, and steering: 15-20% off MSRP  
Wipers and washers: 15-20% off MSRP

Heating and cooling (engine): 15-20% off MSRP  
Vehicle paint and primer: **N/A**

Tires, OEM vehicle parts, and garage and fleet maintenance equipment, tools and supplies as described in RFP Section II. B. 1. b.: 15-20% off MSRP

**Sub-Category Breakout:**

Filters-Oil, fuel, air, and transmission: 15-20% off MSRP

Alternators, starters, batteries, electrical, and ignition systems: 15-20% off MSRP

Engine and drive train: 4-20% off MSRP  
Gas Engine = 15-20% off MSRP

Diesel Engine = 10-13% off MSRP

Industrial Engine 10-13% off MSRP  
Marine Engine = 15-20% off MSRP

Transmission (Light Duty) = 15-20% off MSRP

Transmission (Medium Duty) = 4-15% off MSRP  
Transmission (Heavy Duty) = 4% off MSRP

Transfer Case = 15-20% off MSRP

Differential (Medium Duty) = 15-20% off MSRP  
Differential (Heavy Duty) = 4% off MSRP

Gear Boxes = 4% off MSRP

Diesel Fuel and Air Components = 15% off MSRP





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