



NIADA

MEMBER BENEFITS & SERVICES GUIDE

The National Independent Automobile Dealers Association (NIADA) is committed to providing members with the highest quality, competitively priced member benefits and services. To accomplish this objective, NIADA Member Services has partnered with many industry leaders that offer excellent services, products and discounts to help our members grow their business, protect their assets and enhance their profitability.

NIADA assists our dealer members by offering many member-only savings and unique deals on products and services that you use in your daily operations for your business.

JOIN. BENEFIT. PROFIT. GROW.

NIADA

The NIADA National Member Benefits Program was developed to help members grow and profit in this competitive market. We offer member-only savings on many products and services. If you have questions, feel free to contact us at 800-682-3837.

Business Supplies, Printing & Shipping Services



A more human resource.™

NIADA members benefit from a minimum discount of 25% and waived setup fee (a \$200 value) if they are a New ADP customer.

Members that are existing ADP clients can save up to 25% off or in some cases receive a FREE month of services. ADP provides solutions that fit your business needs and help you process and manage your payroll anywhere, anytime. ADP also offers solutions for HR & Hiring, Workers Comp, 401k/Retirement and more. Visit niada.savings4members.com.



NIADA Members save **10% off** the Web price on more than 30,000 office supplies through the Office Depot

Partner Program. Set up your account online at tinyurl.com/office depot-niada. For customer support call: 888-263-3423.



Business Advantage™

NIADA members receive discounts on Ink, Toner, Paper, Breakroom

and Technology products PLUS everyday savings on thousands of business essential items. Exclusive pricing on copy, print, and customized promotional items. Visit niada.savings4members.com and register today.



StrategicSource is a leading strategic partner in the delivery

of spend management consulting and service solutions, providing customized state-of-the-art services and solutions to assist companies in reducing the costs of supplies and services and optimizing their profits. Visit www.strategicsource.com



NIADA Members have access to better shipping discounts on UPS Air letters, UPS Air packages (1 lb.+), UPS International imports and exports, UPS® Ground

shipments; Savings on UPS Freight® shipments over 150 lbs., UPS Next Day Air®, UPS Next Day Air Saver®, UPS Worldwide Express® export, UPS Worldwide Saver® export, and UPS Worldwide Expedited® export shipments for up to four weeks after you enroll. To sign up, call 1-800-636-2377 or visit www.savewithups.com/niada for more information on services and discounts.

Business Utilities Savings



NIADA members have access to APPI Energy as a data-driven procurement solution to manage and

reduce electricity and natural gas supply costs for members on an ongoing basis. Every day, APPI Energy identifies the wide range of energy supplier prices across the U.S., and utilizes that data to provide the lowest prices available among many vetted, competing suppliers. To access this member benefit, contact Carrie Shepard at APPI Energy at 667-330-1167.

Car Sharing Services



DriveltAway offers a turn-key program, including software platform, insurance coverage and training, to get a dealer immediately ramped up and profitable in self-service Car Sharing and other vehicle subscription model businesses. DriveltAway is the exclusive provider of the "Lyft Your Down Payment" and "Drive For Your Down Payment™" programs, enabling new Ride Sharing drivers to raise vehicle purchase down payment cash, by driving a temporary dealership rental or "subscription service" vehicle. Visit driveltaway.com for more information.

Communications Savings



Commercials On Hold (COH) works with NIADA members to create on hold messages as a marketing tool that helps generate inquiries and sales. NIADA members have access to a total turnkey solution and receive a 10% discount on any service option. Visit www.commercialsonhold.com/NIADA or call 800-832-4653

Credit Report Savings



700Credit is the leading source of credit reporting

and compliance solutions designed for the automotive industry. Features include Credit Reports, Compliance Solutions, verifying identity including red flags, Adverse Action, Risk Based Pricing Notices, Privacy Notices and Pre-Screen solutions which include soft pulls with FICO scores up front in Sales Process. Integration with most CRM and DMS solution providers, including Dealertrack and RouteOne. NIADA members receive preferred pricing on Credit Reports, Free Compliance Assessment and Free 30 day trial of all compliance products. Learn more at 866-273-3848 or www.700credit.com/niada.php.

Dealer Management Systems



As a leading provider of

dealership management solutions, DealerCenter gives dealers full control over sales, customer and inventory management, credit reports, and financing. As an authorized reseller, DealerCenter provides integrated access to major credit bureau services, book services, vehicle history reports and other services popular with independent dealers including valuable add-ons including Dealer Websites, Buy Here Pay Here, CRM, and Online Ad Post. NIADA members receive 25% off the Ultimate Dealer Package that includes DMS, CRM, Custom Dealer Website, OAP, and Book Value Services. For more information, please call 888-669-2669 and mention code "NIADA".



DealWRITER is an online DMS platform that enables your

dealership to get instant credit approvals, 24/7 availability, tools to manage and book inventory, credit report integration, drive sales, work deals, and obtain financing. Included, technology based marketing tools that give you tracking and business reports. Watch deal status in real time. Print contracts and forms and receive same-day funding. DealWRITER is free to use and so is our first rate training and live dealer support. NIADA members receive priority funding when contracts are received within 48 hours of approval. PROMO CODE: NIADA MEMBERSHIP ID #. To learn more, contact your local branch or visit us online: www.lobelfinancial.com 800.871.8051

Document Supplier Solutions



Reynolds & Reynolds is part of the NIADA National Affinity Partnership Program and the leading documents

supplier to automobile retailers in the U.S. and Canada. Reynolds products deliver better business results by streamlining dealer processes, reducing compliance risk and promoting dealerships powerfully and consistently. They also provide license plate frames, ad plates (inserts), decals, key tags, windshield stickers, promotional items and many other printed products. NIADA members save up to 25% off most products. For more information, contact an account manager at 877-912-3651 and reference NIADA.

Education & Training Resources

USED CAR DEALER MAGAZINE



All NIADA members receive a monthly copy of Used Car Dealers Magazine. Each issue provides a wealth of information and education for every facet of your dealership. Members can view online, ucdmagazine.com to search issues for keywords and phrases, link directly to advertisers' websites, and share articles and columns.



The power of the NIADA Dealer 20 Groups comes from the dealers themselves working and sharing their ideas and real world experiences with each other. Visit niada20groups.com to hear more and start achieving your goals today!

Franchise Opportunities



U-Save provides discount car rental prices with top-of-the-line

auto rental customer service. U-Save has partnered with NIADA to offer franchise opportunities to existing used car dealers. U-Save can be easily added to your existing facility, which helps drive traffic, create inventory to retail, and provides additional revenue for your location. Existing NIADA members will receive a \$1,000 discount off the initial franchise fee, and we will contribute \$1,000 to the member's home state chapter. Contact Jason Brown at (601) 707-3947 or jbrown@usave.com.

Fuel, Parts, Tools, Repairs, Service & Tire Sales

ALLDATA® NIADA members are able to take advantage of ALLDATA's trusted automotive repair information and expert support at a discounted price. Give your technicians the best set of automotive software tools available. ALLDATA's bundle includes OEM-direct automotive repair data, a verified repairs database, on-call phone support from expert technicians and the Mobile app for tablets. To learn more and sign up, call 1-844-889-6915 or visit www.ALLDATA.com/NIADA.



NIADA Members receive deeper

discounted upfront prices, a Quarterly Electronic Ordering Rebate, as well as a Tiered Quarterly Volume Rebate. AutoZone understands your growing cost of business including recon and repair work and has put together an offer for NIADA members to help reduce those costs. Hot-Shot Deliver, Stocking Programs, Monthly Promotions, Tools & Equipment, On-Line Ordering, Brake Bundles, Core-Deferral and 48-hour labor claim reimbursement are just a few of the many things that AutoZone offers. Get started by visiting autozonepro.com/niada and set up an account.

Tools/Equipment - looking for high quality service department tools/equipment at lucrative prices? The AutoZone-NIADA Tool, Shop Supply and Equipment member benefit program is your answer. The program includes over 40,000 items that you use in your vehicle service operation whether you need us to outfit your entire shop or you are looking for that one specialty or diagnostic tool. NIADA members have access to purchase tools, shop supplies and equipment items at discounted prices and earn additional discounts if ordered electronically through autozonepro.com/niada or call 1-877-298-6651.



Cooper Tire is a 100 year old USA tire company with headquarters in Findlay, Ohio

and one of the largest selections of passenger and light truck replacement tires in the industry. Cooper Tire has a long heritage of partnering with independent automotive service centers across the USA. Cooper Tire will offer you a tire program that will allow you to earn \$ incentives, train your people, access to POS materials and national consumer promotions, and more to maximize your tire sales revenue and profits. Please send an email to NIADA@CooperTireInsideSales.com or call (877) 705-9510 to learn about how to qualify and enroll in our programs.



With more than 70 years of service, Safelite knows auto glass. Safelite was founded in 1947 and has grown to more than 720

locations nationwide. Safelite provides complete windshield, side glass, and back glass replacement services, along with windshield repairs and also has the ability to recalibrate cameras for vehicles with Forward Collision Alert and Lane Keep Assist features. Safelite can perform 'Static' and 'Dynamic' ADAS calibration services. NIADA members receive preferred pricing. To learn more or get a quote, call 888-800 4527.



NIADA members can cut their overall fuel management costs by up to **15%**. Save at least 5 cents per gallon at more than

20,000 stations nationwide including Exxon Mobil, Phillips 66, Conoco, 76, Sunoco, Stripes and Circle K. Whether your business is large or small, a fuel card is a powerful expense management tool that will help you drive more profits to your bottom line. Track and monitor your fuel spending and eliminate hours of paperwork. Keep your vehicles moving with unmatched value, control and quality. Accepted at thousands of retail fuel locations nationwide. Visit niada.savings4members.com to start saving today. For more information about Wex Fuel Cards, call 844-346-3746.

Insurance & Prescription Drug Savings



LTC Financial Partners, LLC (LTCFP) is one of the nation's most experienced long term care agencies. Their passion is to help their clients obtain long term care insurance with the flexibility of choosing benefits that are tailored to their needs. LTCFP has developed a long term program that includes free educational resources and premium discounts for NIADA members and their families. Contact LTCFP toll-free at 877-736-5086 or visit www.niadaltc.com. This is a solicitation for insurance. Policies underwritten by Mutual of Omaha Insurance Company, Omaha, NE.



Suracy Insurance offers a comprehensive set of tools for the small business community, focusing on workers' compensation coverage for small to mid-sized businesses.

Their affiliated insurance carriers are rated "A" (Excellent) by A.M. Best Company, a widely recognized provider of ratings, financial data and news. Suracy Insurance champions the small business owner – those who built their businesses from the ground up – and helps them protect their business. Call 844-290-6868 to get your free quote today.



Individual vision insurance from VSP® gives you access to the services and products you need to care for your eyes. The VSP Standard Plan offers members

comprehensive coverage for exams and glasses (or contacts) with additional savings. NIADA members will get a basic pair of glasses to suit their prescription needs while saving over \$200. Plus save an additional 20% on lens enhancements such as anti-glare coating and on additional pairs of glasses or sunglasses. Members who choose the Premium Plan* receive an additional allowance on progressive lenses and typically save more than \$300. For more information visit <http://tinyurl.com/VSP-NIADA> or call 800.785.0699. *This offer is not available in all states.

Internet Search Engine Application



VehiclesNETWORK is a nationwide automotive software development firm that offers affordable online solutions for independent auto dealers. NIADA members have

access to a FREE website SEO review and analysis. Specializing in SEO (Search Engine Optimization) we can help improve your online results by increasing your website's visibility. Call: (888) 750-6845 or visit www.seocardealerwebsites.com for more details.

Payment Processing



Staying ahead of the day to day operations of your business is one of the most

crucial components of long-term success. NIADA members have access to money-saving payment processing solutions and tools that will help you grow your business along with fraud protection services and data breach support to help you protect it. Learn more about what we can do for your business here. Heartland has a new merchant sign up special for members only, visit go.heartland.us/niada for details.

Uniforms & Site Services Savings



UniFirst offers custom uniform and facility service programs. NIADA

members receive uniform and facility service savings of 20%-40% off with no up-front set-up charges, 25% off all UniFirst catalog purchases and free work shirt pressing. Visit niada.savings4members.com or call 844-346-3746.

Vehicle History & Pricing Guide Discounts



AutoDataDirect, Inc.

Auto Data Direct (ADD), offers web-based access to vehicle information dealers need to protect their assets and enhance

profitability. Through ADD, dealers can search state databases to verify owner and lienholder information and retrieve the most accurate, current vehicle information. Also available is a low-cost Vehicle History Report including lien and national theft data, helpful for dealers evaluating a potential purchase or taking a vehicle on trade. NIADA members receive free account activation with promo code NIADAMEMBER. For more information, visit add123.com/niada, or contact Michael Samaan at 866-923-3123, email: msamaan@add123.com.



With today's thin margins, profitable deals often hinge on reliable, up-to-date information from an

independent source. Black Book has set the standard for timely, independent and accurate vehicle values. Black Book delivers smartphone apps with up to the minute pricing information, VIN scanning, vehicle history reports, auction run lists and more. For a 7 day free trial, visit www.blackbookauto.com or call 800-554-1026



CARFAX delivers solutions that help dealers increase the success

of their used car operations. Connect easily with online shoppers looking for the right car with the right history on CARFAX® Used Car Listings™. Use the CARFAX® Vehicle History Report™ to pay the right price at acquisition, build confidence when advertising, close more deals at retail and keep cars well-maintained in your service bays. Dealers have access to CARFAX through 500+ industry partners and free CARFAX point-of-sale materials. Qualified NIADA members can now save up to \$200 on a new CARFAX® Advantage™ Dealer subscription. Visit www.carfaxonline.com or call 877-606-9119 for more information.

Vehicle Transportation



Autosled provides seamless digital vehicle shipment options for dealers, transporters, auctioneers, brokers, and individuals that are relocating. New and used cars, trucks, motorcycles, classic and luxury vehicles are delivered nationwide. Autosled offers

enclosed and open door- to- door transport with services including custom price quotes, secure online payments, electronic accounting and invoicing, online vehicle shipment scheduling, verified transporter insurance and a vetted network. Vehicles delivered through Autosled are protected, with real-time GPS vehicle tracking, and instant communication with transporters throughout the process. For more information, visit: www.autosled.com

Waste/Recycling Services



Save 25% off your current waste & recycling services. With the Waste Focus program you will

receive a 3-year pricing commitment, no up-front costs, no hauler contracts, and no more hauler negotiations. Plus, you keep 55% of the total monthly savings and never have to worry about your waste & recycling needs again. Visit niada.savings4members.com