



HISTORY OF O'Reilly Automotive, Inc.

O'Reilly Automotive, Inc. officially started in the auto parts business in Springfield, Missouri, in November of 1957. However, its historical background in the automotive business, as well as the family's quest for opportunity and advancement, may be traced back to a much earlier time.

Michael Byrne O'Reilly immigrated to America in 1849, escaping from the hard times of the potato famine which struck Ireland in 1845-46. Settling in St. Louis, he worked his way through school to earn a law degree, and then pursued a career as a title examiner.

His son, Charles Francis O'Reilly, attended college in St. Louis and went to work in 1914 as a traveling salesman for Fred Campbell Auto Supply in St. Louis. By 1924, Charles had become familiar with the Springfield area, having traveled by train to sell auto parts throughout the territory. He recognized the region as an area of growth and opportunity and asked to be transferred there. By 1932, he had become manager of Link Motor Supply in Springfield, and one of his sons, Charles H. (Chub) O'Reilly, joined the company. Together they provided the leadership and management that made Link the predominant auto parts store in the area.

In 1957, Link planned a reorganization, which would have included the retirement of 72-year-old Charles F. O'Reilly, and the transfer of Chub O'Reilly to Kansas City. Since neither agreed with these plans, they made the decision to form their own company, O'Reilly Automotive, Inc. They opened for business on December 2, 1957 with one store and 13 employees at 403 Sherman in Springfield. Their sales totalled \$700,000 in 1958, their first full year of business. Due to the hard work and ability of the original employees, several of whom were stockholders in the company, the business grew and prospered from its very first year.

By 1961, the company's volume had reached \$1.3 million — the combined volume of O'Reilly Automotive and Ozark Automotive Distributors, a division formed to serve independent automotive jobbers in the area. In March of 1975, annual sales volume rose to \$7 million, and a 52,000 square-foot facility at 233 S. Patterson was built for the O'Reilly/Ozark warehouse operation. By that time, the company had nine stores, all located in southwest Missouri.



Looking back on
a proud past...
looking ahead to
a great future!



The long range plans and stability of the company were solidified by a public offering of company stock in April 1993. Since that time, the Company has grown through the opening of new stores, as well as through numerous mergers and acquisitions, and currently operates stores in 43 states, including Alaska and Hawaii.

The company continues to plan for growth and expansion, projecting the addition of 200 new locations in 2014.



Our Executive Management team

Executive officers of the company include David O'Reilly, Chairman of the Board; Greg Henslee, President and Chief Executive Officer; Tom McFall, Executive Vice President/Chief Financial Officer; Ted Wise, Executive Vice President of Expansion; and Jeff Shaw, Executive Vice President of Store Operations and Sales.

Throughout this time the underlying spirit and philosophy of O'Reilly Automotive, Inc., has been one of growth and progress, both for the company and its team members. This remains the policy to which the company is dedicated today.

CORPORATE MISSION STATEMENT

"O'Reilly Automotive intends to be the dominant supplier of auto parts in our market areas by offering our retail customers, professional installers, and jobbers the best combination of price/quality provided with the highest possible service level.

In order to accomplish this mission, O'Reilly will provide a benefit and compensation plan that will attract and keep the kind of people that will enable the company to reach its goals of growth and success."



FACTS AND FIGURES

- O'Reilly Auto Parts refers to company-owned stores. Ozark Automotive refers to sales to independently-owned jobber customers. O'Reilly/Ozark refers to the distribution centers and corporate offices, serving both O'Reilly stores and Ozark jobber customers
- O'Reilly Auto Parts was founded in 1957 and began with one store in Springfield, Missouri.
- There are currently 4,311 stores in 43 states:

STATE	#STORES	STATE	#STORES	STATE	#STORES
ALABAMA	114	LOUISIANA	99	OKLAHOMA	116
ALASKA	14	MAINE	35	OREGON	57
ARIZONA	133	MASSACHUSETTS	4	PENNSYLVANIA	1
ARKANSAS	103	MICHIGAN	126	SOUTH CAROLINA	83
CALIFORNIA	511	MINNESOTA	113	SOUTH DAKOTA	12
COLORADO	88	MISSISSIPPI	73	TENNESSEE	151
FLORIDA	115	MISSOURI	190	TEXAS	614
GEORGIA	178	MONTANA	26	UTAH	59
HAWAII	12	NEBRASKA	34	VIRGINIA	52
IDAHO	36	NEVADA	51	WASHINGTON	150
ILLINOIS	165	NEW HAMPSHIRE	18	WISCONSIN	100
INDIANA	108	NEW MEXICO	45	WYOMING	18
IOWA	69	NORTH CAROLINA	139	W. VIRGINIA	5
KANSAS	75	NORTH DAKOTA	15		
KENTUCKY	67	OHIO	137		

Stores are serviced by 26 distribution centers (DCs):

DC LOCATION CITY	STATE	TOTAL SQ FEET	WAREHOUSE	DOUBLE DECKING	OFFICE
Mobile	AL	324,789	200,000	101,068	23,721
Little Rock	AR	130,169	93,640	29,329	7,200
Phoenix	AZ	388,091	353,570	30,000	4,521
Moreno Valley	CA	557,478	407,000	140,478	10,000
Stockton	CA	730,456	519,840	200,996	9,620
Denver	CO	333,742	222,000	99,242	12,500
Lakeland	FL	603,209	388,125	195,944	19,140
Atlanta	GA	504,350	358,000	134,350	12,000
Des Moines	IA	262,211	190,400	63,486	8,325
Chicago	IL	523,962	363,500	135,971	24,491
Indianapolis	IN	672,911	405,675	251,928	15,308
Lewiston	ME	140,261	104,455	26,729	9,077
Detroit	MI	363,262	262,000	71,262	30,000
Minneapolis-St Paul	MN	342,332	241,436	83,232	17,664
Kansas City	MO	307,728	209,000	90,018	8,710
Springfield	MO	476,724	422,145	50,275	4,304
Billings	MT	136,584	102,292	26,850	7,442
Greensboro	NC	451,600	299,600	142,000	10,000
Oklahoma City	OK	327,287	270,667	50,000	6,620
Knoxville	TN	159,766	111,562	39,204	9,000
Nashville	TN	317,190	270,571	45,406	1,213
Dallas	TX	463,000	344,000	98,000	21,000
Houston	TX	553,895	430,958	101,657	21,280
Lubbock	TX	283,806	200,000	76,896	6,910
Salt Lake City	UT	304,732	204,500	90,432	9,800
Seattle	WA	545,165	388,000	145,790	11,375

FACTS AND FIGURES CONT'D

✓ The corporate offices are in Springfield, MO, with some departments also having corporate functions in Phoenix, AZ. Divisional offices are located in Springfield, MO; Houston, TX; Nashville, TN; Atlanta, GA; Indianapolis, IN; Springdale, OH; Pomona, CA; and San Jose, CA; and there are 50 regions spread throughout the 43 states.

✓ O'Reilly/Ozark employment totals 67,761 as follows:

57,945 STORES 7,082 DISTRIBUTION CENTERS 2,734 OFFICES

✓ The O'Reilly/Ozark distribution centers stock 135,903 part numbers, totaling approximately \$455,598,245 at W.D. cost. They give overnight service (Monday through Friday) to all O'Reilly stores and 179 independent auto parts stores. A fleet of 1,183 DC tractors and trailers average 3,624,840 miles per month.

✓ Ozark currently serves 179 independent jobber store accounts, all of which are Parts City Auto Parts affiliates. There are two Ozark regional field sales managers, and 9 full-time outside sales representatives who call on these customers.

✓ Average number of lines filled by Distribution Center:

Mobile, AL	37,116	Atlanta, GA	56,099	Kansas City, MO	40,644	Dallas, TX	79,691
Little Rock, AR	19,915	Des Moines, IA	34,050	Springfield, MO	41,855	Houston, TX	96,090
Phoenix, AZ	42,486	Chicago, IL	8,617	Billings, MT	11,942	Lubbock, TX	31,681
Moreno Valley, CA	70,495	Indianapolis, IN	68,577	Greensboro, NC	49,904	Salt Lake City, UT	26,960
Stockton, CA	88,928	Lewiston, ME	10,782	Oklahoma City, OK	48,291	Seattle, WA	66,859
Denver, CO	27,764	Detroit, MI	51,234	Knoxville, TN	22,969		
Lakeland, FL	18,597	Minneapolis, MN	53,018	Nashville, TN	44,429		

✓ The O'Reilly/Ozark distribution centers, offices and stores use IBM - I - Series computers as well as IBM and Linux servers.

✓ The stores are divided into eight divisions (Central, Southern, Eastern, Northern, Northeast, Northwest, Southeast, and Southwest), 50 regions and 419 districts, with six to 18 stores in each district reporting to a district manager.

✓ O'Reilly prototype stores average 6,800 square feet, with an average inventory of 23,603 SKUs however, stores range from 1,916 to 30,000 square feet with an inventory of 804 to 71,424 SKUs.

✓ Most stores are open seven days a week: 7:30 a.m. – 9:00 p.m. Monday Saturday; and 8 a.m. – 7 p.m. Sunday.

✓ The O'Reilly fleet of delivery vehicles totals 14,472. Approximately 98% of O'Reilly stores provide delivery service, averaging from one to six trucks.

✓ O'Reilly currently has an approximate 60/40 mix of cash/charge business and 86,944 professional/commercial accounts.

✓ Five stores include a machine shop (one is actually a stand-alone shop.)

✓ 493 stores mix automotive paint (DuPont, BASF, Sherwin Williams and Nason); all stores turn drums/rotors and test starters/alternators; and many stores make hydraulic hoses and turn flywheels.

✓ All stores have "sales specialists" who make outside sales calls on a regular schedule, in addition: 527 full-time O'Reilly territory sales managers; 15 PBE Sales Representatives.

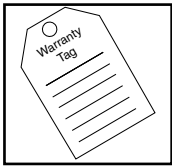


our
#1
Priority

CUSTOMER SATISFACTION



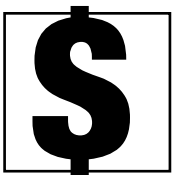
Courteous, knowledgeable team members to assist you.



Professional "no hassle" returns policy on the products we sell.



Largest Inventory of auto parts, tools, and accessories in the area.



Low prices guaranteed.