

# 2020 NATS Vendor Proposal



Vendor Name: Lang/A & E Tools  
Program Date: 1/1/2020  
Product Line: Lang Tools  
Phone: 262-554-2300 Fax: 262-554-7503  
Vendor Address: 5501 21st Street  
City/State/Zip: Racine, WI 53406  
Website: www.langtools.com  
Main Contact Address: 510 S Broad St  
City/State/Zip: Lititz, PA 17543

Main Contact: Dan Reynolds  
Phone: 717-940-0741 Fax: \_\_\_\_\_  
E-mail: dreynolds@aetools.com  
Second Contact: Jason Horner  
Phone: 262-898-5924 Fax: 262-554-7503  
E-mail: jhorner@aetools.com  
Accounts Payable Contact: Rose Ann Lease  
Phone: 262-898-5921 Fax: 262-554-7503  
E-mail: rlease@aetools.com

1) **FREIGHT PREPAID POLICY:** \_\_\_\_\_ lbs (or) \$1200 Dollars  
Drop Shipments:  NO  YES If YES, any minimum, or charge? \$100 min if less a \$5 fee  
Minimum Order: Tools: \$100 Parts: No Min  
Handling Fee: \$5 if under \$100

2) **PAYMENT TERMS:** 1% 10th prox net 30 days Extended Dating?  YES  NO  
(NET, DAYS, AND/OR PROX) (SEE BELOW)

**VOLUME ORDER DISCOUNTS OR EXTENDED DATING:** Example: (\$5,000+ = 2%, 30-60-90)  
All products 5% off W.D.

### 3) **PUBLISHED STANDARD DISCOUNTS:**

**\*\* ALL NATS PRICE SHEETS MUST BE IN EXCEL FORMAT WITH AN ASSIGNED "NATS PRICE" COLUMN \*\***

List To Dealer: \_\_\_\_\_

Details: \_\_\_\_\_

User To Jobber: 33%

Jobber To W/D: 30%

Does not include 5%

4) **PRICE CHANGES:** Effective Date Of Current Group Pricing: 5/1/2018

Advance Notification Of Price Changes:  60 Days  90 Days  120 Days

6) **OTHER GROUP DISCOUNTS:**

Ongoing: Promotional discounts are available for members on a quarterly basis on Lang product when promoted in members flyer. Product selection will be agreed upon by both the member and Lang. Discounts will be determined at time of product selection

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

7) **WARRANTY POLICY:** See current price sheet for details

Period Of Time: \_\_\_\_\_

Reimbursement: Either credit memo or no charge replacement

Procedure: Request written authorization through customer service for return of alleged defective product for inspection, repair, credit or replacement

Credit Policy: Credit memo

8) **STOCK ADJUSTMENT:**

% Of Sales: 5% Offset Order: 2 for 1 Handling Fee: Up to 20%

**\*\*THESE FUNDS ARE TO BE PAID DIRECTLY FROM THE VENDOR TO MEMBER\*\***

9) **MARKET DEVELOPMENT FUNDS:** (ie. Trade Shows, Marketing Materials, etc.)

MDF Funds:  YES  NO

Details: \_\_\_\_\_

\_\_\_\_\_

10) **INDIVIDUAL MEMBER CO-OP/ADVERTISING ALLOWANCE:** (ie. Individual Catalogs/Flyers)

W/D Program 2 % Of Accrual Based On: Previous years purchases

Explain Advertising Program:

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

What Is The Claim Procedure? Please explain: Members to send in proof of performance with supportive billing to Jenny Soens at A & E Tools for 100% reimbursement until funds are depleted

\_\_\_\_\_

\_\_\_\_\_

11) **GROUP REBATE:** **\*\*REBATES PAID TO NATS HEADQUARTERS AND ARE DISTRIBUTED TO NATS MEMBERS\*\***

An annual rebate can be earned on the group's annual net purchases or % of growth. Please fill in details below.

ANNUAL PURCHASES OR % OF GROWTH		% OF REBATE
\$277,500-\$305,250		.5% rebate back to dollar one
\$305,251 & Up		1% rebate back to dollar one
2019 net purchases \$227,959 Growth amounts are based on 2017 net purchases of \$264,325		

12) **INDIVIDUAL REBATE:** **\*\*PAID TO:**  NATS HQ FOR DISTRIBUTION  DIRECTLY BY VENDOR TO MEMBER

Individual member rebate can be earned on growth over the previous year. Please fill in details below.

% OF GROWTH		% OF REBATE

13) **VENDOR PROGRAM NOTES:**

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

14) **NATS QUARTERLY FLYER PROGRAM:**

This program is a unique sales tool to help NATS members advertise select manufacturers and their product line. Flyer items are selected and agreed upon the members and manufacturers. We encourage all participating vendors to offer special pricing on new or popular items to help drive sales. To view a sample flyer, please contact Michelle.

Are you interested in participating in this flyer?  YES  NO

Flyer Ad Fee; \$650.00 for a full page ad or \$350.00 for a half page ad

**Have a unique idea for a promotion?**

NATS members are always interested in closeouts or group buys on select items, and group volume purchases.

Interested in a four or eight page flyer dedicated strictly to your product line?

Feel free to call or email us to discuss these opportunities further.

15) **HEADQUARTERS ALLOWANCE:** (% or \$ Amount) 1.5% previous quarters net purchases

Paid:  Quarterly (preferred)  Annually

This fee helps NATS headquarters operate and enables us to administer your program efficiently.

Upon submitting this form, please enclose all relative program information and send to [michelle@natsonline.org](mailto:michelle@natsonline.org) or [sandor@natsonline.org](mailto:sandor@natsonline.org). All participating vendors' agree to notify NATS headquarters of current price sheets, price updates, quarterly sales figures, promotions, new products, terms and conditions, warranty, and policies.

\*\*This proposal shall become a legal contract when signed and accepted by both the vendor and an authorized NATS representative. This contract will remain in effect for the calendar year listed on the top of page one. Any changes or revisions must be accepted and approved by both parties and confirmed with a new proposal form.

  
\_\_\_\_\_  
Factory Authorized Representative

1/15/2020  
\_\_\_\_\_  
Date

Sandor Epstein  
\_\_\_\_\_  
NATS Authorized Representative

1/16/2020  
\_\_\_\_\_  
Date

**WE VALUE YOUR PARTNERSHIP**

