

2020 NATS Vendor Proposal



Vendor Name: Innova Electronics, Corp. Main Contact: Rick Miali
Program Date: 1/1/20 Phone: 714-241-3985 Fax: 714-432-7511
Product Line: Test Equipment E-mail: RickM@equus.com
Phone: 888-466-6821 Fax: 714-432-7511 Second Contact: MarinaWeinhold
Vendor Address: 17352 Von Karman Ave. Phone: 714-424-6767 Fax: 714-432-7511
City/State/Zip: Irvine, CA 92614 E-mail: Marina.Weinhold@innova.com
Website: www.innova.com Accounts Payable Contact: Jessica Lopez
Main Contact Address: 17352 Von Karman Ave. Phone: 714-241-33004 Fax: 714-432-7910
City/State/Zip: Irvine, CA 92614 E-mail: Jessica.Lopez@innova.com

1) FREIGHT PREPAID POLICY: lbs (or) 2,000 Dollars
Drop Shipments: [X] NO [] YES If YES, any minimum, or charge?
Minimum Order: Tools: 500 Parts: 500
Handling Fee: N/A

2) PAYMENT TERMS: 2% 10th Prox Extended Dating? [] YES [X] NO
(NET, DAYS, AND/OR PROX) (SEE BELOW)

VOLUME ORDER DISCOUNTS OR EXTENDED DATING: Example: (\$5,000+ = 2%, 30-60-90)
30% + 15% off Jobber (When in standard carton qty.)
30% + 15% + 10% off Jobber (When in master carton qty.)

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:
Jobber To W/D:

4) PRICE CHANGES: Effective Date Of Current Group Pricing: 3/1/19
Advance Notification Of Price Changes: [] 60 Days [X] 90 Days [] 120 Days

6) **OTHER GROUP DISCOUNTS:**

Ongoing: _____

7) **WARRANTY POLICY:**

Period Of Time: 1-year limited warranty from date of delivery
Reimbursement: Credit
Procedure: Contact Sales Dept. (Marina Weinhold) to obtain an authorized/signed RMA
Returns without a valid RGA number will be rejected
Credit Policy: _____

8) **STOCK ADJUSTMENT:**

% Of Sales: 3% Offset Order: 3 to 1 Handling Fee: 15%

****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 5 % Of Accrual Based On: payments received

Explain Advertising Program:

Paid to members directly.

5% of payments received - paid quarterly via credit memo w/ Proof of Performance.

What Is The Claim Procedure? Please explain: _____

Send all co-op claims to Jessica.Lopez@innova.com w/ proof of performance.

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) 2%

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 or 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

12/27/19

Date

Sandor Epstein

NATS Authorized Representative

1/2/2020

Date

WE VALUE YOUR PARTNERSHIP

