

## 2020 NATS Vendor Proposal



Vendor Name: SFA Companies Main Contact: Keith Tucker  
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Product Line: OmegaLift, Hein-Werner, Porto-Power, Blackhawk, Bone, E-mail: keith@sfacompanies.com  
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Website: www.shinnfuamerica.com Accounts Payable Contact: Tanya Nichols  
Main Contact Address: 10939 North Pomona Avenue Phone: 816-891-6390 Fax: 816-891-6599  
City/State/Zip: Kansas City, MO 64153 E-mail: tanya@sfacompanies.com

1) **FREIGHT PREPAID POLICY:** \_\_\_\_\_ lbs (or) 2000.00 Dollars  
Drop Shipments:  NO  YES If YES, any minimum, or charge? \$50.00 minimum for dropship  
Minimum Order: Tools: \$50 Parts: none  
Handling Fee: no handling fee for dropship, Regular freight policies apply. \$5 handling fee on orders under \$50.00

2) **PAYMENT TERMS:** net 60 Extended Dating?  YES  NO  
(NET, DAYS, AND/OR PROX) (SEE BELOW)

**VOLUME ORDER DISCOUNTS OR EXTENDED DATING:** Example: (\$5,000+ = 2%, 30-60-90)  
Extended terms may be discussed on orders over \$20,000.00. All extended terms will have to be approved  
by SFA senior management

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

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

List To Dealer: n/a Details: \_\_\_\_\_  
User To Jobber: 30% \_\_\_\_\_  
Jobber To W/D: 30% \_\_\_\_\_

4) **PRICE CHANGES:** Effective Date Of Current Group Pricing: 9/24/2018  
Advance Notification Of Price Changes:  60 Days  90 Days  120 Days

6) **OTHER GROUP DISCOUNTS:**

Ongoing: SFA extends a custom ANATS price to members in all professional brands. In addition SFA will participate in both group and individual member promotions as approved by SFA management.

7) **WARRANTY POLICY:** published warranties vary by brand

Period Of Time: Varies by brand, one year on OmegaLift, two on Hein-Werner, 90 days on Pro-lift

Reimbursement: will vary depending on product and failure

Procedure: Contact SFA customer service with serial number and a description of the failure. can be contacted at customerservice@shinnfuameriac.com or at 888-332-6419

Credit Policy: Credit issued upon review and approval of warranty claim by SFA

8) **STOCK ADJUSTMENT:**

% Of Sales: 3% of previous year Offset Order: 2 for 1 Handling Fee: 15% if the previous conditions aren't met

**\*\*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: Member purchases

Explain Advertising Program:

2% advertising allowance will only be paid on advertised SFA products with proof of advertisement and a list of advertised products

Rebates will be paid annually based on yearly purchases

What Is The Claim Procedure? Please explain: \_\_\_\_\_  
Member must submit copies of current ads on a quarterly basis as proof of advertisement along with a list of products advertised

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
\$1,150,000.00-1,249,999.99	1%
\$1,250,000.00-1,349,999.99	2%
\$1,350,000.00-1,449,999.99	3%

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
10%	2%
20%	3%
25%	4%
Will be paid to NATS HQ for distribution on a yearly basis	

13) **VENDOR PROGRAM NOTES:**

Repair parts and BVA industrial items are sold at a net/net price and are not applicable for any back end percentages

End User MAP pricing is in place for brands Banner, Blackhawk Automotive, Bone Creeper, Blackhawk Automotive Platinum Series, BVA Hydraulics, Hein-Werner Automotive, Omega Lift, and Porto-Power and will be strictly enforced throughout the entire distribution channel, MAP pricing will be temporarily adjusted based off specific promotion runs for a temporary time period

Price levels are based off of \$2000 prepaid price sheet

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%

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

1/29/20  
Date

  
NATS Authorized Representative

2/1/2020  
Date

**WE VALUE YOUR PARTNERSHIP**

