

2018 NATS Vendor Proposal



Vendor Name: _____ **Main Contact:** _____
Program Date: _____ **Phone:** _____ **Fax:** _____
Product Line: _____ **E-mail:** _____
Phone: _____ **Fax:** _____ **Second Contact:** _____
Vendor Address: _____ **Phone:** _____ **Fax:** _____
City/State/Zip: _____ **E-mail:** _____
Website: _____ **Accounts Payable Contact:** _____
Main Contact Address: _____ **Phone:** _____ **Fax:** _____
City/State/Zip: _____ **E-mail:** _____

1) **FREIGHT PREPAID POLICY:** _____ lbs (or) _____ Dollars
Drop Shipments: NO YES If YES, any minimum, or charge? _____
Minimum Order: Tools: _____ Parts: _____
Handling Fee: _____

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

VOLUME ORDER DISCOUNTS OR EXTENDED DATING: Example: (\$5,000+ = 2%, 30-60-90)

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: _____

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

The Association of North American Tool Suppliers

809 East 42nd Street, Brooklyn, NY 11210 | p: 718.434.6287 | f: 718.434.4185 | www.natsonline.org | michelle@natsonline.org

6) **OTHER GROUP DISCOUNTS:**

Ongoing: _____

7) **WARRANTY POLICY:**

Period Of Time: _____
Reimbursement: _____
Procedure: _____

Credit Policy: _____

8) **STOCK ADJUSTMENT:**

% Of Sales: _____ Offset Order: _____ Handling Fee: _____

****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 _____ % Of Accrual Based On: _____

Explain Advertising Program:

What Is The Claim Procedure? Please explain: _____

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) _____

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

Date

NATS Authorized Representative

Date

WE VALUE YOUR PARTNERSHIP



STANLEY®

Engineered Fastening

2019 HELI-COIL/POP AM/RETAIL USA PROGRAM

SUPPLIER: STANLEY Engineered Fastening
A Stanley Black & Decker Company
4 Shelter Rock Lane
Danbury, CT 06810
Tel: 877-364-2781
Fax: 800-225-5614
Email: Emhart.cs@sbdinc.com

CONTACTS

PRODUCT MANAGEMENT: Ellesandra Calderon
Tel: (203) 837-3624 Fax: (800) 225-5614
Email: Ellesandra.Calderon@sbdinc.com

CUSTOMER SERVICE: Andrea Bargo, Heli-Coil Team Leader
Tel: (203) 837-3651 Fax: (800) 225-5614
Email: Andrea.Bargo@sbdinc.com

EFFECTIVE DATES: Upon receipt of signed agreement to December 31, 2019

PRODUCTS: HELI-COIL: Thread Repair Products
POP FASTENER: Blind Rivets, Rivet Tools, and Blind Rivet
Nuts

TERMS: 2% 15th Prox Net 30

FREIGHT: FOB Danbury. Freight allowed on \$500 or more.
Drop Ship Program: Displays and \$500 orders prepaid.

MINIMUM ORDER: \$100

VOLUME DISCOUNTS: From Warehouse Distributor Price Lists.

Dollar Order	Discount
\$100-499	12%
\$500-799	15%
\$800 and Up	20%

CHANGE OVER: Handled on individual basis. Contact manufacturer representative. 1.5 X offsetting order required.

HEADQUARTERS ALLOWANCE: 1% of previous year's purchases paid in January of the following year.

GROWTH REBATE: STANLEY Engineered Fastening will pay an incentive rebate based on increase of current year's net purchases over previous year's net purchases (*not to dollar \$1*). This rebate will be paid to the Group HQ in January of the following year.

Net Increase	Rebate
3.0%-6.0%	2%
6.1%-10.0%	5%
10.1% & Up	10%

ADVERTISING ALLOWANCE: STANLEY Engineered Fastening will pay 50% of the net cost of participating members advertising of Heli-Coil & POP-products up to a maximum of 0.75% of the members previous year's purchases. Proof of performance must accompany request for funds and prior authorization from Heli-Coil is needed. Payments will be made annually to the individual member warehouse by way of a credit memo.

PROMOTIONS: Customized for WD's needs

WARRANTY: Handled by manufacturer representative.

STOCK ADJUSTMENT: 5% of previous year's purchases eligible. 20% handling charge. Handling charge may be waived with accompanying order 1½ times the value of the return.

PRICE PROTECTION: 30-day advance notice of price increase.

CATALOG & IMAGES: Kate Turowska, NA Marketing Specialist
STANLEY Engineered Fastening
2500 Meijer Drive
Troy, MI 48084
Tel: (248) 677-9741
Email: Katarzyna.Turowska@sbdinc.com

FIELD HELP: Factory direct or manufacturer representatives. (Contact Ellesandra Calderon, Auto Aftermarket Product Manager, if you don't know who the representative is in your area).

