

2020 NATS Vendor Proposal



Vendor Name: Streamlight, Inc. Main Contact: Kevin Burger
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Website: www.streamlight.com Accounts Payable Contact: Dana Fox
Main Contact Address: 30 Eagleville Rd. Phone: 610-631-0600 Fax: 610-631-8875
City/State/Zip: Eagleville, PA 19403 E-mail: accounting@streamlight.com

1) FREIGHT PREPAID POLICY: lbs (or) \$1,000.00 Dollars
Drop Shipments: [] NO [x] YES If YES, any minimum, or charge? \$1,000.00
Minimum Order: Tools: \$400 -full master pack qty Parts: \$50.00 minimum
Handling Fee:

2) PAYMENT TERMS: Net 60 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)
N/A

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: March 1, 2020 - 50%, 10%, 7% off MSRP.
User To Jobber: N/A No discount on weapon mounted lights or
Jobber To W/D: N/A lithium metal batteries.

4) PRICE CHANGES: Effective Date Of Current Group Pricing: 3/1/2019 - 2/29/2020
Advance Notification Of Price Changes: [x] 60 Days [] 90 Days [] 120 Days

6) **OTHER GROUP DISCOUNTS:**

Ongoing: _____

7) **WARRANTY POLICY:** Please see attached warranty

Period Of Time: _____
Reimbursement: _____
Procedure: _____

Credit Policy: _____

8) **STOCK ADJUSTMENT:**

% Of Sales: 1% py net invoiced sales Offset Order: Yes 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: 1% previous year net invoiced sales (less all credits, debits, checks and returns). 1% MDF to be managed by Streamlight NA Manager and individual NATS buyer. SL has final approval for usage of funds and proof of performance is required. Paid by credit memo.

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

W/D Program 2 % Of Accrual Based On: PY net invoiced sales

Explain Advertising Program:

2% accrual is based on previous year net invoiced sales of individual NATS member less all credits, debits, checks and returns.

What Is The Claim Procedure? Please explain: The individual NATS member must submit co-op claims with proof of performance. Claims will be reimbursed via credit memo.

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
10% - 14% growth	1% rebate
15% - 19% growth	1.5% rebate
20% + growth	2% rebate

All rebates are based on previous year net invoiced sales less all credits, debits, checks and returns

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
N/A	

13) VENDOR PROGRAM NOTES:

* 1% restock allowance is based on individual NATS member previous year net invoiced sales (less all credits, debits, checks and returns).

Handling charge is waived if merchandise is received in fully resaleable condition upon Streamlight inspection and return is accompanied with an equal of offsetting order. Members can only return items that are less than 1 year old from original purchase date and a current Streamlight catalog item. Accessories, parts, color Stingers and color Strions cannot be returned.

* Purchase orders will only be accepted up to NATS member credit limit.

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% based on PY net invoiced sales less all credits, debits, checks and returns.

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

12/12/19
Date

Sandor Epstein
NATS Authorized Representative

12/31/2019
Date

WE VALUE YOUR PARTNERSHIP

