

2020 NATS Vendor Proposal



Vendor Name: Central Tools Inc **Main Contact:** Bob Pond
Program Date: 1/1/2020 - 12/31/2020 **Phone:** 401-524-8278 **Fax:** 401-461-5670
Product Line: Measuring/Torque **E-mail:** bpond@centraltools.com
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Website: www.centraltools.com **Accounts Payable Contact:** Cliff Tidd
Main Contact Address: Same **Phone:** 401-467-8211 **Fax:** 401-461-5670
City/State/Zip: _____ **E-mail:** ctidd@centraltools.com

1) **FREIGHT PREPAID POLICY:** _____ lbs (or) _____^{1000 US/1500 CAN/2000 PR,MX,USVI} Dollars
Drop Shipments: NO YES If YES, any minimum, or charge? Freight
Minimum Order: Tools: _____ Parts: _____
Handling Fee: _____

2) **PAYMENT TERMS:** 2% 10th Prox 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: 30%
Jobber To W/D: 28%

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

6) **OTHER GROUP DISCOUNTS:**

Ongoing: _____

Central brand torque WD less 15%

7) **WARRANTY POLICY:**

Period Of Time: Tools - 1 yr / Torque - 1 yr workmanship, 90 days calibration

Reimbursement: Repair or replace at our option

Procedure: _____

Credit Policy: _____

8) **STOCK ADJUSTMENT:**

% Of Sales: 5% prior year Offset Order: 2 for 1 Handling Fee: 15%, waived with 2 for 1

****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 3 % Of Accrual Based On: prior year

Explain Advertising Program:

50% payout, proof of performance.

What Is The Claim Procedure? Please explain: _____

Send supporting docs to Donna Dansereau

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
150,000	1%
160,000	1.5%
170,000	2%
185,000	2.5%
200,000	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
5% - 7.49%	1%
7.5% - 9.99%	1.5%
10% and over	2%

Minimum \$10,000 in purchases to qualify.

13) **VENDOR PROGRAM NOTES:**

Multiple blank lines for 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%

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.

Bob Pond

Factory Authorized Representative

1/6/2020

Date

Sandor Epstein

NATS Authorized Representative

1/7/2020

Date

WE VALUE YOUR PARTNERSHIP



NORTH AMERICAN TOOL SUPPLIERS