

2020 NATS Vendor Proposal



Vendor Name: Midtronics, Inc. Main Contact: Gabe Vazquez
 Program Date: 1-1-2020 Phone: 630-321-8072 Fax: 630-352-3345
 Product Line: Battery Service E-mail: gvazquez@midtronics.com
 Phone: 800-776-1995 Fax: 630-352-3345 Second Contact: Rob Salach
 Vendor Address: 7000 Monroe Street Phone: 630-321-8089 Fax: 630-352-3345
 City/State/Zip: Willowbrook, IL 60527 E-mail: rsalach@midtronics.com
 Website: www.midtronics.com Accounts Payable Contact: Chad Norton
 Main Contact Address: 7000 Monroe Street Phone: 630-321-8009 Fax: 630-352-3344
 City/State/Zip: Willowbrook, IL 60527 E-mail: cnorton@midtronics.com

1) **FREIGHT PREPAID POLICY:** _____ lbs (or) \$2,000 Dollars
 Drop Shipments: NO YES If YES, any minimum, or charge? _____
 Minimum Order: _____ Tools: n/a Parts: n/a
 Handling Fee: n/a

2) **PAYMENT TERMS:** 1% 10 Net 30 Days Extended Dating? YES NO
 (NET, DAYS, AND/OR PROX) (SEE BELOW)

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

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: 25%

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: 5% off WD

7) **WARRANTY POLICY:** Limited Warranty - Rework and Return Only

Period Of Time: 1 year from date of delivery to end-user

Reimbursement: n/a

Procedure: Do not accept units at WD. Instruct customer or end-user to contact us directly as per the product instruction manual. 1-866-592-8052. RMA required

Credit Policy: n/a Do not accept units at WD. Credits will not be issued.

8) **STOCK ADJUSTMENT:**

% Of Sales: 5 Offset Order: 1 for 1 Handling Fee: 5%

****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 invoiced sales

Explain Advertising Program:

Midtronics encourages members to advertise and stock those products. Midtronics will reimburse member up to 3% of prior year purchases toward the advertising of Midtronics products. Midtronics Account Manager should be actively involved in determining product mix, presentation order where possible, and art & copy for all ads. This helps ensure accuracy.

What Is The Claim Procedure? Please explain: _____

Member Sends Midtronics a copy of the flyer and a copy of the invoice to the attention of Gabe Vazquez for review. Valid claims will receive credit of up to 3% of prior year purchases.

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% current year promotions. Staffed office required.

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

12/20/19
Date

Sandor Epstein
NATS Authorized Representative

12/31/2019
Date

WE VALUE YOUR PARTNERSHIP

