

2021 NATS Vendor Proposal



Vendor Name: American Power Pull Main Contact: Edward Kraemer
Program Date: 1/1/21 to 12/31/21 Phone: 419-335-7050 Fax: 419-335-7070
Product Line: Chain Products, Cable Pullers, Load Binders, Web Straps, Hand Trucks E-mail: eskraemer@americanpowerpull.com
Phone: Fax: Second Contact: Gabby Amaya
Vendor Address: 2022 S Defiance St Phone: 419-335-7050 Fax: 419-335-7070
City/State/Zip: Archbold, OH 43502 E-mail: gstover@americanpowerpull.com
Website: www.americanpowerpull.com Accounts Payable Contact: Rebecca Shelhart
Main Contact Address: PO Box 96 Phone: 419-335-7050 Fax: 419-335-7070
City/State/Zip: Archbold, OH 43502 E-mail: rmosher@americanpowerpull.com

1) FREIGHT PREPAID POLICY: lbs (or) 1 200.00 Dollars
Drop Shipments: NO YES If YES, any minimum, or charge? \$10.00
Minimum Order: Tools: \$10.00 Parts: \$10.00
Handling Fee: 5%

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)
Please see attached price sheet for any volume discounts
Larger quantities than those on price sheet are available by individual request

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: 6/1/2021
Advance Notification Of Price Changes: 60 Days 90 Days 120 Days

6) **OTHER GROUP DISCOUNTS:**

Ongoing: _____

7) **WARRANTY POLICY:** Lifetime warranty on professional cable pullers, farm jack and 15002

Period Of Time: 25 year warranty on all other products, unless otherwise stated in catalog

Reimbursement: Abuse is not covered. Power Pulls are field destroy by factory rep for credit

Procedure: Chain hoists and chain pullers send back to factory for inspection and credit

Credit Policy: _____

8) **STOCK ADJUSTMENT:**

% Of Sales: not stated Offset Order: 1 1/2 to 1 Handling Fee: 15%

****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: previous year's purchases

Explain Advertising Program:

Will pay for print advertising. Claim must be sent to American Power Pull with
proff of performance. Credit memo will be issued and sent to member

What Is The Claim Procedure? Please explain: Please see above

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
\$10,000+	1%
\$25,000+	2%
\$50,000+	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

13) **VENDOR PROGRAM 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.


Factory Authorized Representative

3/10/21

Date

Sandor Epstein

NATS Authorized Representative

3/11/2021

Date

WE VALUE YOUR PARTNERSHIP

