

2023 NATS Vendor Program Proposal



Vendor Name: Associated Equipment Corp. Main Contact: Joe Mocerino
Program Date: January 1, 2023 Phone: 630-951-8100 Fax:
Product Line: Chargers, Testers, Jump Starters, Cables, & Accessories E-mail: joseph.mocerino@associatedequip.com
Phone: 314-385-5178 Fax: 314-385-3254 Second Contact: Darnett Porter
Vendor Address: 5043 Farlin Ave. Phone: 314-679-2512 Fax: 314-385-3254
City/State/Zip: St. Louis MO 63115 E-mail: darnett.porter@associatedequip.com
Website: www.associatedequip.com Accounts Payable Contact: Theresa Venegoni
Main Contact Address: 6574 Shagbark Ct. Phone: 314-679-2531 Fax: 314-385-3254
City/State/Zip: Lisle IL 60532 E-mail: theresa.venegoni@associatedequip.com

1) FREIGHT PREPAID POLICY: lbs (or) \$2,000.00 USA Mainland, \$3,100.00 Canada Dollars
Drop Shipments: [] NO [x] YES If YES, any minimum, or charge? \$20.00
Minimum Order: Tools: \$100.00 Parts: \$20.00
Handling Fee: \$10.00

2) PAYMENT TERMS: 2% 30, Net 31 Days 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)

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: Please reference current NATS price sheet
User To Jobber: Approx. 25% Premier rev 042922
Jobber To W/D: Approx. 25%

4) PRICE CHANGES: Effective Date Of Current Group Pricing: Premier rev 042922
Advance Notification Of Price Changes: [x] 60 Days [] 90 Days [] 120 Days

5) **OTHER GROUP DISCOUNTS:**

Ongoing: TBD

6) **WARRANTY POLICY:** See Attached

Period Of Time: _____

Reimbursement: _____

Procedure: _____

Credit Policy: _____

7) **STOCK ADJUSTMENT:**

% Of Sales: 5% of previous years purchases

Offset Order: 2 for 1

Handling Fee: 20%

****THESE FUNDS ARE TO BE PAID DIRECTLY FROM THE VENDOR TO MEMBER****

8) **MARKET DEVELOPMENT FUNDS:** (ic. Trade Shows, Marketing Materials, etc.)

MDF Funds: YES NO

Details: _____

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

W/D Program 1.5 % Of Accrual Based On: Previous year's net total group purchases, excluding US20' and service parts

Explain Advertising Program:

Advertising funds paid only on member publications that feature Associated Equipment products.

What Is The Claim Procedure? Please explain: NATS will provide Associated Equipment to the

Attn: of Theresa Venegoni copies of publications, and/or proof of advertising as well as an invoice

no later than January 15, 2024, Once management has reviewed and approved, a check will

be issued in the amount of 1.5% of the previous years total group net purchases, excluding US20's and service parts.

10) **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
\$500,000.00 - \$749,999.99	2%
\$750,000.00 - \$999,999.99	3%
\$1,000,000.00 +	4%

11) **INDIVIDUAL REBATE:** ****REBATES PAID TO NATS HEADQUARTERS AND ARE DISTRIBUTED TO NATS MEMBERS****

Individual member rebate can be earned on growth over the previous year. Please fill in details below.

% OF GROWTH	% OF REBATE
N/A	N/A

12) **VENDOR PROGRAM NOTES:**

The model # US20, and service parts do not count toward annual rebate dollars, and overall program funding.

Members payment terms must be current to qualify for program funds.

A 1.5% finance charge, will be assessed to all past due amounts.

All Damage/Shortage claims must be made within 7 business days of receipt.

13) 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.

14) HEADQUARTERS ALLOWANCE: (% or \$ Amount) 2% not counting the US20's and service parts.

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

2/21/2023
Date

Sandor Epstein 

NATS Authorized Representative

2/23/2022
Date

WE VALUE YOUR PARTNERSHIP

