

# 2021 NATS Vendor Proposal



**Vendor Name:** \_\_\_\_\_ **Main Contact:** \_\_\_\_\_  
**Program Date:** \_\_\_\_\_ **Phone:** \_\_\_\_\_ **Fax:** \_\_\_\_\_  
**Product Line:** \_\_\_\_\_ **E-mail:** \_\_\_\_\_  
**Phone:** \_\_\_\_\_ **Fax:** \_\_\_\_\_ **Second Contact:** \_\_\_\_\_  
**Vendor Address:** \_\_\_\_\_ **Phone:** \_\_\_\_\_ **Fax:** \_\_\_\_\_  
**City/State/Zip:** \_\_\_\_\_ **E-mail:** \_\_\_\_\_  
**Website:** \_\_\_\_\_ **Accounts Payable Contact:** \_\_\_\_\_  
**Main Contact Address:** \_\_\_\_\_ **Phone:** \_\_\_\_\_ **Fax:** \_\_\_\_\_  
**City/State/Zip:** \_\_\_\_\_ **E-mail:** \_\_\_\_\_

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1) **FREIGHT PREPAID POLICY:** \_\_\_\_\_ lbs (or) \_\_\_\_\_ Dollars  
Drop Shipments: NO YES If YES, any minimum, or charge? \_\_\_\_\_  
Minimum Order: Tools: \_\_\_\_\_ Parts: \_\_\_\_\_  
Handling Fee: \_\_\_\_\_

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)

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

### 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: \_\_\_\_\_

Advance Notification Of Price Changes: 60 Days 90 Days 120 Days

6) **OTHER GROUP DISCOUNTS:**

Ongoing: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

7) **WARRANTY POLICY:**

Period Of Time: \_\_\_\_\_  
Reimbursement: \_\_\_\_\_  
Procedure: \_\_\_\_\_  
\_\_\_\_\_  
Credit Policy: \_\_\_\_\_

8) **STOCK ADJUSTMENT:**

% Of Sales: \_\_\_\_\_ Offset Order: \_\_\_\_\_ 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: \_\_\_\_\_  
\_\_\_\_\_

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

W/D Program \_\_\_\_\_ % Of Accrual Based On: \_\_\_\_\_

Explain Advertising Program:  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

What Is The Claim Procedure? Please explain: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

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**

_____	_____
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____

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**

_____	_____
_____	_____
_____	_____
_____	_____
_____	_____
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_____	_____

13) **VENDOR PROGRAM NOTES:**

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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) \_\_\_\_\_

Paid:    Quarterly (preferred)    Annually

This fee helps NATS headquarters operate and enables us to administer your program efficiently.

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Upon submitting this form, please enclose all relative program information and send to [michelle@natsonline.org](mailto:michelle@natsonline.org) or [sandor@natsonline.org](mailto: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

\_\_\_\_\_  
Date

\_\_\_\_\_  
NATS Authorized Representative

\_\_\_\_\_  
Date

**WE VALUE YOUR PARTNERSHIP**



**NATS Vendor Program**  
**(Effective Jan 1, 2021 thru Dec 31, 2021)**  
**CPS Automotive**

<p>Freight</p> <p>Drop Shipments</p> <p>Minimum Orders</p>	<p><b>TOOLS &amp; CHEMICALS:</b> FOB Hialeah, FL. Prepaid on orders \$2,000 or more to a single destination within the 48 continental states.</p> <p><b>EQUIPMENT:</b> FOB Hialeah, FL. Prepaid on orders \$6,000 or more to a single destination within the 48 continental states. All orders under \$6,000 containing equipment are subject to a \$175 flat rate freight charge per pallet. Additional charges incurred for Lift Gate, Appointment, Re-Delivery, Inside Drop Off, Inside Pick Up, Schools/Colleges/Residential are the responsibility of the customer.</p> <p><b>MASTER CARTONS:</b> Orders must be placed in standard pack quantities. Orders will automatically be rounded up to the nearest standard pack quantity where applicable.</p> <p style="text-align: center;">Yes</p> <p>Minimum order of \$100 applies. Orders less than \$100 will be subject to a \$25 handling charge</p> <p>* Please refer to the guidelines page of the 2021 price list for further information</p>																
<p>Advertising Allowance</p> <p>Headquarters Allowance</p>	<p style="text-align: center;">1% rebate paid annually to NATS Members by credit note.</p> <p>Members must submit electronic proofs prior to printing for approval of part numbers, artwork and copy to qualify for rebate.</p> <p style="text-align: center;">Members must submit flyers to CPS Automotive for final approval.</p> <p style="text-align: center;">1% paid annually to NATS H.Q.</p>																
<p>CPS/UView Pricing</p> <p>MotorVac Pricing</p>	<p style="text-align: center;">U.S. Distributor price list less 20% on all part numbers.</p> <p>"98/99" series part numbers carry no discount. These are replacement components and are priced at net cost.</p> <p style="text-align: center;">MotorVac U.S. Distributor price list less 15% on Equipment and Chemicals</p>																
<p>Terms</p>	<p>Net 30 Days</p>																
<p>Promotions</p>	<p>CPS Automotive 2021 Spring Buy</p>																
<p>Stock Adjustment</p>	<p>Up to a maximum of 5% of annual purchases. One for one offsetting order required. No restocking fee if merchandise is in fully resalable condition. Maximum restocking fee of 25% will apply if other. Returned Goods Authorization Number (RGA) must first be obtained and appear on all documents. Stock adjustment period 10/1-12/1.</p>																
<p>Warranty</p>	<p>One Year Limited Warranty- Product free from defects in material and workmanship. Bulbs and lenses not warranted. The MiST Piezo Ultrasonic Transducer is warranted for 90 days. Spotgun and Spotgun Jr. injection guns warranted for life.</p> <p>RGA must be obtained for any product returned and marked with same.</p> <p>*Please refer to the guidelines tab on the 2021 price list for more information</p>																
<p>Group Volume Rebate</p>	<p>Paid at year end by check to NATS Headquarters based on the following:</p> <table border="0" style="width: 100%;"> <tr> <td>\$150,00-\$199,999</td> <td style="text-align: center;">0.5%</td> <td>\$350,000-\$399,999</td> <td style="text-align: center;">3.5%</td> </tr> <tr> <td>\$200,000-\$249,999</td> <td style="text-align: center;">1%</td> <td>\$400,000-\$499,999</td> <td style="text-align: center;">4%</td> </tr> <tr> <td>\$250,000-\$299,999</td> <td style="text-align: center;">2%</td> <td>\$500,000 +</td> <td style="text-align: center;">5%</td> </tr> <tr> <td>\$300,000-\$349,999</td> <td style="text-align: center;">3%</td> <td></td> <td></td> </tr> </table> <p>All rebates go back to dollar one.</p>	\$150,00-\$199,999	0.5%	\$350,000-\$399,999	3.5%	\$200,000-\$249,999	1%	\$400,000-\$499,999	4%	\$250,000-\$299,999	2%	\$500,000 +	5%	\$300,000-\$349,999	3%		
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\$300,000-\$349,999	3%																
<p>Order Information</p>	<p>Mail or Fax to:</p> <p>CPS Automotive  3600 Enterprise Way  Miramar, FL 33025  Tel: 800.277.3808...877.776.8486 Fax: 305.687.3743</p>																
<p>Contact Info</p>	<p>Dennis Eaton: U.S. Sales Manager - Cell: 281.687.4291  Anna Veltri: Customer Service - Anna.veltri@cpsproducts.com /Extension 251  same address and telephone/fax as above</p>																