

# 2021 NATS Vendor Proposal



**Vendor Name:** Clore Automotive  
**Program Date:** January 1, 2021  
**Product Line:** Professional Battery Service  
**Phone:** 913.310.1050 **Fax:** 913.310.1075  
**Vendor Address:** 8735 Rosehill Rd., Suite 220  
**City/State/Zip:** Lenexa, KS 66215  
**Website:** www.cloreautomotive.com  
**Main Contact Address:** same as above  
**City/State/Zip:**

**Main Contact:** Jim Chasm  
**Phone:** 913.310.1051 **Fax:** 913.310.1075  
**E-mail:** jchasm@cloreautomotive.com  
**Second Contact:** Jim O'Hara  
**Phone:** 913.310.1053 **Fax:**  
**E-mail:** johara@cloreautomotive.com  
**Accounts Payable Contact:** Trudy Lange  
**Phone:** 913.310.1085 **Fax:**  
**E-mail:** tlange@cloreautomotive.com

1) **FREIGHT PREPAID POLICY:** \$3,000 USA lbs (or) \$5,000 Canada Dollars  
Drop Shipments:  NO  YES If YES, any minimum, or charge? same as prepaid w/approval  
Minimum Order: Tools: Parts:  
Handling Fee:

2) **PAYMENT TERMS:** 2% 30, net 60. Extended Dating?  YES  NO  
(NET, DAYS, AND/OR PROX) (SEE BELOW)

**VOLUME ORDER DISCOUNTS OR EXTENDED DATING:** Example: (\$5,000+ = 2%, 30-60-90)  
Varies by promotion and product.

### 3) **PUBLISHED STANDARD DISCOUNTS:**

**\*\* ALL NATS PRICE SHEETS MUST BE IN EXCEL FORMAT WITH AN ASSIGNED "NATS PRICE" COLUMN \*\***

List To Dealer: NATS Special Quote Details:  
User To Jobber:  
Jobber To W/D:

4) **PRICE CHANGES:** Effective Date Of Current Group Pricing: Updated with new products 1/4/2021  
Advance Notification Of Price Changes:  60 Days  90 Days  120 Days

6) **OTHER GROUP DISCOUNTS:**

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

7) **WARRANTY POLICY:** 2021 warranty Policy Attached

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

8) **STOCK ADJUSTMENT:**

% Of Sales: 2% net sales w/ Offset Order: no Handling Fee: 20%

**\*\*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:  
2021 Clore Advertising Program attached.

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

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

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



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% of member's net purchases.

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.

Jim Chasm

1/4/2021

Sandor Epstein

1/5/2021

Factory Authorized Representative

Date

NATS Authorized Representative

Date

**WE VALUE YOUR PARTNERSHIP**



NORTH AMERICAN TOOL SUPPLIERS