

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

Mid-year 2020 we dropped our prepaid amount from \$1,000.00 to \$500.00 to help our suppliers order a smaller amount during the COVID Crisis. We are extending this offer through the end of Q2 2021.

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: \_\_\_\_\_

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



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**





**SALES POLICIES AND PROGRAMS**  
**VESSEL TOOLS U.S.A., INC**  
**2701 PLAZA DEL AMO**  
**TORRANCE CA 90503**

**Sales Polices & Programs from Jan 1<sup>st</sup> 2021**

**Payment Terms**

Payment Terms are **2% within 10 days of receipt of invoice Net 30 Days** and past due thereafter. Accounts unpaid after 30 days will be subject to a late payment charge of 1-1/2% per month or portion thereof. This is equivalent to an annual rate of 18%.

**Minimum Order** is **one tool, freight paid by account, no minimum on parts, freight paid by account.**

**Opening Order** is **\$1,000.00** net invoice value; orders are to be placed with VESSEL TOOLS U.S.A., INC email [sales@spairusa.com](mailto:sales@spairusa.com). Drop-Sip Programs are on a cost-plus freight basis.

**Freight Policy**

Pre-Paid freight on orders with a net invoice value of **\$1,000.00 or greater** shipped to a single location within the continental United States and Hawaii - Canadian Pre-Paid Freight is **\$2,500.00** USD. Orders will be shipped **F.O.B. Origin** on the carrier of VESSEL TOOLS U.S.A., INC choice.

**Cooperative Advertising Program** VESSEL TOOLS U.S.A., INC offers a cooperative advertising program, subject to important qualifications and requirements. Prior approval and proof of performance are required; please contact Sandy Allen Sales Manager for further information.

**Warranty Policy**

VESSEL TOOLS U.S.A., INC offers a limited warranty against defects on all products. Basic warranty coverage is as follows:

Limited Warranty – All Products One (1) Year from Date of Purchase. Warranty Procedure:

*Defect products within warranty will be replaced or repaired, and are not to be destroyed in the field.*

- Faulty products within Warranty are to be returned to VESSEL TOOLS U.S.A., INC customer service center address below;
- VESSEL TOOLS U.S.A., INC / SP AIR SERVICE DEPARTMENT  
2701 PLAZA DEL AMO TORRANCE CA 90503
- 855-438-5313 Toll Free
- 614-529-6600 Office Phone

**Stock Adjustment Policy**

VESSEL TOOLS U.S.A., INC will consider annual stock adjustment returns in accordance with established policies usually a 5% of previous years purchases are allowed. Requests should be made in writing to a Sandy Allen Sales Manager at [flyer@epud.net](mailto:flyer@epud.net).

(2)

**Orders Processing and Warranty:**

Daisuke Yamamoto  
VESSEL TOOLS U.S.A., INC  
SP Air Service Department  
2701 Plaza Del Amo  
Torrance CA 90503  
Toll Free: 855-438-5313  
TEL: 614-529-6600

Sandy Allen  
National Sales Manager  
541-935-9628 Office, 541-953-0679 Cell, 614-529-6700