

# 2021 NATS Vendor Proposal



Vendor Name: Sunex Tools Main Contact: Dennis Kellagher  
Program Date: 1/1/2021 - 12/31/2021 Phone: 443-819-5155 Fax: \_\_\_\_\_  
Product Line: Sunex Tool Line E-mail: denniskellagher@suextools.com  
Phone: 877-768-3939 Fax: 864-834-7954 Second Contact: Mike Lack  
Vendor Address: 315 Hawkins Rd Phone: 864-380-9911 Fax: \_\_\_\_\_  
City/State/Zip: Travelers Rest, SC 29690 E-mail: mikelack@intlsv.com  
Website: SUNEXTOOLS.COM Accounts Payable Contact: Kelly Metoyer  
Main Contact Address: 1491 E. Poinsett St. Ext Phone: 864-660-8022 Fax: 864-334-5771  
City/State/Zip: Greer, SC 29651 E-mail: kellymetory@visllcusa.com

1) **FREIGHT PREPAID POLICY:** \_\_\_\_\_ lbs (or) \$3000 Dollars  
Drop Shipments:  NO  YES If YES, any minimum, or charge? WD Pays Freight  
Minimum Order: Tools: \$50 Parts: \$25  
Handling Fee: \$10 fee for orders under \$25

2) **PAYMENT TERMS:** 2% 30, NET 31 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: Platinum Pricing  
User To Jobber: 35%  
Jobber To W/D: 30%

4) **PRICE CHANGES:** Effective Date Of Current Group Pricing: \_\_\_\_\_ Foreign/Domestic Increases from Tariffs, commodities, currency, labor, freight, etc not subj to 60 day notice  
Advance Notification Of Price Changes:  60 Days  90 Days  120 Days

6) **OTHER GROUP DISCOUNTS:**

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

7) **WARRANTY POLICY:** See Sunex Tools Warranty Policy

Period Of Time: Category/Product Specific  
Reimbursement: \_\_\_\_\_  
Procedure: \_\_\_\_\_  
Credit Policy: \_\_\_\_\_

8) **STOCK ADJUSTMENT:**

% Of Sales: 1% PY purchases--No prod. inc. slip of 1000 to S \_\_\_\_\_ Offset Order: N/A Handling Fee: N/A

**\*\*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: MDF funds to be determined with each NATS member.  
\_\_\_\_\_

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

W/D Program 1% % Of Accrual Based On: Previous Year Purchases  
Explain Advertising Program:  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
What Is The Claim Procedure? Please explain: Refer to Sunex CO-OP Policy for Details  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

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
Prior Year + 5%	1.0% Rebate
Prior Year + 10%	2.0% Rebate
Prior Year + 15%	3.0% Rebate
Prior Year + 20%	4.0% Rebate

13) **VENDOR PROGRAM NOTES:**

2021 Platinum Price file subject to change without notice due to Foreign/Domestic Increases from Tariffs, commodities, currency, labor, freight, etc not subj to 60 day notice

2021 Return Authorization Policy

2021 Warranty Policy

2021 Past Dues Collection Policy

2021 Shipping Discrepancy Policy

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) 1.25% of Current Year Purchases

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](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.

*Dennis Kelloper*  
Factory Authorized Representative

3-26-21  
Date

*Sandor Epstein*  
NATS Authorized Representative

4/1/2021  
Date

**WE VALUE YOUR PARTNERSHIP**

