

2021 NATS Vendor Proposal



Vendor Name: Merit International Enterprises, Inc Main Contact: Aurelio A Vigil  
 Program Date: 02-18-2021 Phone: 3056351011 Fax: 3056351077  
 Product Line: Access Tools E-mail: sales@accesstoolsusa.com  
 Phone: 3056351011 Fax: 3056351077 Second Contact: Julian Packin  
 Vendor Address: 1628 NW 28th Street Phone: 3056351011 Fax: 3056351077  
 City/State/Zip: Miami, FL 33142 E-mail: sales@accesstoolsusa.com  
 Website: accesstoolsusa.com Accounts Payable Contact: Julian Packin  
 Main Contact Address: 1628 NW 28th Street Phone: 3056351011 Fax: 3056351077  
 City/State/Zip: Miami, FL 33142 E-mail: sales@accesstoolsusa.com

1) **FREIGHT PREPAID POLICY:** -- lbs (or) \$2,500.00 Dollars  
 Drop Shipments:  NO  YES If YES, any minimum, or charge? \$5.00 Fee Per Order  
 Minimum Order: Tools: n/a Parts: n/a  
 Handling Fee: n/a

2) **PAYMENT TERMS:** 2% 10 Days, Net 30 Extended Dating?  YES  NO  
 (NET, DAYS, AND/OR PROX) (SEE BELOW)

**VOLUME ORDER DISCOUNTS OR EXTENDED DATING:** Example: (\$5,000+ = 2%, 30-60-90)  
n/a

3) **PUBLISHED STANDARD DISCOUNTS:**

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

List To Dealer: <u>----</u>	Details: <u>-----</u>
User To Jobber: <u>----</u>	List to Jobber = <u>30%</u>
Jobber To W/D: <u>----</u>	Jobber to WD = <u>30%</u>

4) **PRICE CHANGES:** Effective Date Of Current Group Pricing: 02-1 82021  
 Advance Notification Of Price Changes:  60 Days  90 Days  120 Days

6) **OTHER GROUP DISCOUNTS:**

Ongoing: N/A  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

7) **WARRANTY POLICY:**

Period Of Time: 90 Days Against Manufacture Defect  
Reimbursement: \_\_\_\_\_  
Procedure: Email sales@accesstoolsusa.com with RMA request.  
\_\_\_\_\_  
Credit Policy: Credit will be issued once item(s) on RMA received and approved

8) **STOCK ADJUSTMENT:**

% Of Sales: n/a 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: n/a  
\_\_\_\_\_

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

W/D Program -- % Of Accrual Based On: --  
Explain Advertising Program:  
Individual Member Advertising Opportunities will be Evaluated on a Case-By-Case Basis.

What Is The Claim Procedure? Please explain: n/a  
\_\_\_\_\_  
\_\_\_\_\_

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
n/a	n/a

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
n/a	n/a

13) **VENDOR PROGRAM NOTES:**

We will provide a 2% Rebate to be applied to whichever program NATS feels is best.

We do not utilize inflated List Prices to allow for large discounting, we use functional prices with standardized discount structures. This 2% rebate can be applied to any program / allowance required. This will be given in the form of a credit towards future orders when an Invoice is submitted with reporting for the rebate request.

**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) n/a**

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.

  
\_\_\_\_\_  
Factory Authorized Representative

02-18-21  
Date

Sandor Epstein  
NATS Authorized Representative

2/22/2021  
Date

**WE VALUE YOUR PARTNERSHIP**

