

# 2021 NATS Vendor Proposal



Vendor Name: Killer Tools & Equipment Corp Main Contact: Mario Harders  
Program Date: 2/11/21 Phone: 916-988-2289 Fax: 916-988-2296  
Product Line: Collision repair, tool storage, sanitizing products E-mail: Mario@killertools.com  
Phone: 916-988-2289 Fax: 916-988-2296 Second Contact: Tim Gerhards  
Vendor Address: 6105 Main Ave, Suite 11 Phone: 916-988-2289 Fax: 916-988-2296  
City/State/Zip: Orangevale, CA 95662 E-mail: tgerhards@killertools.com  
Website: KillerTools.com Accounts Payable Contact: Ericka  
Main Contact Address: Same Phone: 916-988-2289 Fax: 916-988-2296  
City/State/Zip: Same E-mail: ericka@killertools.com

1) **FREIGHT PREPAID POLICY:** \_\_\_\_\_ lbs (or) \$2500 Dollars  
Drop Shipments:  NO  YES If YES, any minimum, or charge? Min \$20.  
Minimum Order: Tools: \$20. Parts: \$20  
Handling Fee: \$9. surcharge on less than \$20. PO

2) **PAYMENT TERMS:** 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)

3) **PUBLISHED STANDARD DISCOUNTS:**

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

List To Dealer: 50% discount to dealer Details: Killer Tools will give NATS member our best discount which is 50% of suggest retail on all but ART245 line products  
User To Jobber: 30%  
Jobber To W/D: 40%

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:** In house repair replace.

Period Of Time: 3 month - lifetime depending on product, 1 year typically

Reimbursement: \_\_\_\_\_

Procedure: 1. Call 1-800-369-4262 for field diagnosis. If issues can not be resolved through phone or video calls an RGA can be issued for in house repair and service. \_\_\_\_\_

Credit Policy: Must be in unused, resellable condition

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

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

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) 1%

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

02/10/21  
\_\_\_\_\_  
Date

Sandor Epstein  
\_\_\_\_\_  
NATS Authorized Representative

2/10/2021  
\_\_\_\_\_  
Date

**WE VALUE YOUR PARTNERSHIP**

