

2022 NATS Vendor Proposal

Vendor Name: Shop Vac USA, LLCMain Contact: Chris SanfordProgram Date: Nov 1, 2022-Dec 31, 2023Phone: 919-605-5194 Fax: 800-752-2434Product Line: Wet-Dry VacuumsE-mail: chris.sanford@skhandtool.comPhone: 800-822-5575 Fax: 800-752-2434Second Contact: Mary BerronesVendor Address: 2323 Reach RoadPhone: 570-326-0502 Fax: 800-752-2434City/State/Zip: Williamsport, PA 17701E-mail: lauren.hoth@skhandtool.comWebsite: www.sktools.comAccounts Payable Contact: Diane PysherMain Contact Address: 302 Bridewell CourtPhone: 570-321-7210 Fax: 800-752-2434City/State/Zip: Cary, NC 27518E-mail: dpysher@shopvac.com1) **FREIGHT PREPAID POLICY:** _____ lbs (or) \$1,500 DollarsDrop Shipments: NO YES If YES, any minimum, or charge? see belowMinimum Order: Tools: \$1500.00 Parts: \$200.00Handling Fee: Drop ship: Accessories, master pack quantities only.2) **PAYMENT TERMS:** Net 30 Days 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/a3) **PUBLISHED STANDARD DISCOUNTS:****** ALL NATS PRICE SHEETS MUST BE IN EXCEL FORMAT WITH AN ASSIGNED "NATS PRICE" COLUMN ****

List To Dealer: _____

Details: See attached Excel workbook

User To Jobber: _____

for NATS pricing

Jobber To W/D: _____

4) **PRICE CHANGES:** Effective Date Of Current Group Pricing: August 1, 2022Advance Notification Of Price Changes: 60 Days 90 Days 120 Days

5) **OTHER GROUP DISCOUNTS:**

Ongoing: n/a

6) **WARRANTY POLICY:**

Period Of Time: One year. Contact customer service
Reimbursement: _____
Procedure: _____

Credit Policy: _____

7) **STOCK ADJUSTMENT:**

% Of Sales: No set program Offset Order: Will review case by case Handling Fee: No, if resalable

****THESE FUNDS ARE TO BE PAID DIRECTLY FROM THE VENDOR TO MEMBER****

8) **MARKET DEVELOPMENT FUNDS:** (ie. Trade Shows, Marketing Materials, etc.)

MDF Funds: YES NO
Details: No set funds, but will look at on an individual basis

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

W/D Program 3% % Of Accrual Based On: 2022 Net
Explain Advertising Program:

Shop-vac branded products and contingent on a pre-approved marketing plan. Send proof of performance and claims to chris.sanford@skhandtool.com. Advertising will be paid by check directly to each memmer

What Is The Claim Procedure? Please explain: _____

10) **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
10% Growth	5% Paid on incremental growth

11) **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
15%	.5%
25%	.75%
50%	1%

12) **VENDOR PROGRAM NOTES:**

Blank lined area for Vendor Program Notes.

13) 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.

14) 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 or 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.

DocuSigned by:
Chris Sanford
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Factory Authorized Representative

11/10/2022
Date

Sandor Epstein
Sandor Epstein
NATS Authorized Representative
11/10/2022
Date

WE VALUE YOUR PARTNERSHIP

