



Proven purchasing power.

Facts about Purchasing Equipment on the NSA Program:

Distributor or Direct

A. If a contract does not specify this price is good through distribution, you must buy direct. Refer to the private side of www.nansa.org

1. On average, a member will save 10% over distributor's cost. The reasons why are that your distributor often has a higher cost to purchase the equipment than an NSA member and the distributor has expenses attached to that sale such as:

- a.** Shipping
- b.** Cash flow / cost of money
- c.** Administrative
- d.** Commissions

2. When you buy through distribution instead of the NSA direct program you miss out on rebates.

3. Often a distributor has to order the product; so buying direct is not always an issue of timing.

4. NSA pricing is confidential and should not be shared with distributors.

B. Buying through your NSA direct program gives you better purchasing power.

1. The more NSA members buy direct through the programs the easier it is for NSA to negotiate better terms.

2. NSA contracts often extend over normal payment terms.

3. Free shipping is available for orders of a certain amount. Contracts vary.

4. Training, set-up, and consultation are all offered through the manufacturer's reps, with your direct purchases.

5. Your distributors can still service any direct purchases or you can use an NSA vendor partner for service.

6. Direct relationship with manufacturing means you have the opportunity to give input to technology and equipment (concerns, questions, suggestions, etc.). Ever wish a certain attachment was easier to change? Now, you can tell them direct.

For questions or more information, please contact your NSA Representative:

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