



## **ATI Super Damper Warehouse Distributor Program**

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Are you missing a lucrative sales opportunity? The Torsional Super Damper is one of the best selling harmonic balancer product lines on the market. ATI Super Dampers outperform all other dampers and are used by virtually every NASCAR Sprint Cup, Nationwide and Camping World team in the country. Shouldn't your company be a part of the excellence?

ATI's dampers are genuine race-quality parts. All machining is done in-house at ATI's Baltimore plant using state-of-the-art CNC equipment. At ATI, we take quality seriously! Our Super Dampers are a totally safe, zero defect product. There are virtually no comeback problems and no frustrated customers.

ATI is a Major Sponsor for the NHRA, IHRA, ASA, CRA and several other regional sanctioning bodies. ATI has over 40 years in the racing industry.

ATI Super Dampers are synonymous with easy sales and high profitability. With ATI products, you have the opportunity to offer the very best to your customers; products that are CNC quality, 100% inspected and that fit their applications without having to use a die grinder!

Setting up your WD account is easy! In order to receive WD pricing, you must order ten units per purchase order. You may order any mix of part numbers. You do not have to order ten of the same part number. Our pricing is competitive and structured with a large margin between WD and Racer Net. Please look over the enclosed material. We have provided "most popular" part numbers for your ordering convenience and a GM test report to illustrate the superior performance of our Super Damper.

Be sure that your customers aren't calling your competition to order their ATI Super Dampers. To you, it's no-hassle profit. Should you need any further assistance, please call toll-free (800) 284-3433 or (410) 298-4343 or e-mail JC Beattie at [jcbeattie@atiracing.com](mailto:jcbeattie@atiracing.com) or Randy Bruette at [rbrulette@atiracing.com](mailto:rbrulette@atiracing.com).

To learn more about ATI Performance Products' full line of products and services, visit us on-line at [www.atiracing.com](http://www.atiracing.com) or call our sales/technical department at 1-800-284-3433.

**Please note! As part of our WD Damper Program, our customers are invited to take advantage of additional savings on flexplates and adapter kits. Their savings are also outlined in this program. Further, our enclosed catalog contains our entire product line. If you would like information on becoming an ATI Warehouse Distributor for our entire product line, please call 800-284-3433 for more information. The ATI WD Damper program is a separate Dealer program from the "full line" Warehouse Distributor program.**

# **WD Program: Super Dampers, Flexplates & Adapter Kits**

The ATI Super Damper Warehouse Distributor Program is an inexpensive buy-in program based on quantity ordering per individual item which includes ATI's Super Dampers, Flexplates and Adapter Kits. To receive warehouse distributor pricing for dampers, you must order a minimum of 10 dampers. For flexplates, you must order a minimum of 10 flexplates and for adapter kits, you must order 5 kits. It couldn't be easier! This program is a separate program from the ATI Warehouse Distributor Program which is described elsewhere in this package.

## **Advantages to you!**

### **Promotional Items**

ATI offers distributors a variety of promotional materials including brochures, flyers, and digital art at no charge.

### **On-Site Technical Assistance**

The ATI Service and Display trailer attends National and Local Events throughout the year. On board our "mobile shop" racers will find a skilled technician, product displays and literature to assist them while at the track.

### **Advertising**

Your sales will increase through ATI's aggressive national advertising campaign. This program includes display advertisements placed in NHRA's National Dragster, IHRA's Drag Review, a variety of trade and automotive magazines as well as divisional mailers and direct mail pieces. The ATI technical staff also attends several trade shows and seminars throughout the year.

### **Contingency Posting**

ATI is a Major Sponsor with the NHRA, IHRA, Summit Sport Compact Series and ARCA as well as sponsoring a variety of other racing events throughout the year.

### **Technical Assistance**

Our tech staff is available Monday through Thursday 8:30 AM to 6:00 PM (EST) and Friday 8:30 AM to 5:30 PM to answer any questions and offer assistance to maximize your sales potential.

### **24 Hour Ordering**

Place your orders via our Fax line 24 hours a day. Dial (410) 298-3579 for Fax transmittal. E-mail orders should be sent to:  
**info@atiracing.com**

### **Toll-Free Ordering**

Place your orders by calling our toll-free hotline at (800) 284-3433.

## **Warranty**

ATI PERFORMANCE PRODUCTS, INC. warrants to the original Retail Purchaser that all products manufactured by ATI will be free from defects in material and workmanship for a period of 90 days from the date of its original purchase. ATI will repair or replace, at their option, any part, assembly or portion thereof which ATI's examination discloses to be defective. Transportation costs are not included. Disassembly by anyone other than an authorized ATI Representative voids all warranties.

THERE IS NO OTHER EXPRESS WARRANTY EXCEPT AS STATED HEREIN. ANY AND ALL IMPLIED WARRANTIES OF FITNESS AND MERCHANTABILITY ARE LIMITED IN DURATION TO THE DURATION OF THIS WARRANTY. THE LIABILITIES OF ATI CORPORATION ARE LIMITED SOLELY AND EXCLUSIVELY TO REPLACEMENT AS STATED HEREIN AND DO NOT INCLUDE ANY LIABILITY FOR ANY INCIDENTAL, CONSEQUENTIAL, OR OTHER DAMAGES OF ANY KIND WHATSOEVER, WHETHER ANY CLAIM IS BASED UPON THEORIES OF CONTRACT, NEGLIGENCE OR TORT. SOME STATES DO NOT ALLOW LIMITATIONS ON HOW LONG AN IMPLIED WARRANTY LASTS, OR THE EXCLUSION OR LIMITATIONS OF INCIDENTAL OR CONSEQUENTIAL DAMAGES, SO THE ABOVE LIMITATIONS AND EXCLUSIONS MAY NOT APPLY TO YOU. THIS WARRANTY GIVES YOU SPECIFIC LEGAL RIGHTS, AND YOU MAY ALSO HAVE OTHER RIGHTS WHICH VARY FROM STATE TO STATE.

# Fast Movers

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The following Fast Movers list shows ATI's best-selling Super Dampers by application. To receive warehouse distributor pricing a minimum combination of any 10 dampers must be ordered per purchase order.

| <b>Chevrolet</b> |                                 |                       |                                   |
|------------------|---------------------------------|-----------------------|-----------------------------------|
| <b>PART #</b>    | <b>OUTER DIA</b>                | <b>SHELL MATERIAL</b> | <b>APPLICATION</b>                |
| 917060           | 7"                              | Steel                 | Chevy BB, 1-piece Hub/Inner Shell |
| 917740           | 7"                              | Steel                 | Chevy 454, External Balance       |
| 917780           | 7"                              | Steel                 | Chevy SB & Pontiac 4 cyl          |
| 917781           | 6 <sup>3</sup> / <sub>8</sub> " | Steel                 | Chevy SB/90* V6                   |

# Operating Procedures

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## Placing orders

Orders may be made Monday through Friday from 8:30 AM to 5:30 PM EST. by calling (800) 284-3433 or (410) 298-4343. Most parts can be shipped UPS within 24 hours. "Next Day" and "Second Day Air" orders MUST BE PLACED BY 3:30 pm EST. ATI also has a Fax line for your convenience. Dial (410) 298-3579 for Fax transmittal. E-mail orders may be sent to [info@atiracing.com](mailto:info@atiracing.com). Please be advised that transmission and converter orders MUST be placed with an ATI technician!

## Payment options

Orders may be placed using MasterCard or Visa, money order or check, upon approval. If using a credit card, include the name of the card holder, the card number and expiration date on the card. Specify quantity, part number, part description, price and any other necessary information. Some orders will require detailed specifications of your car. Also include your name, full street address (no P.O. Box numbers), city, state, zip code and phone numbers where we can contact you during the day and in the evening.

## Credit Programs

Minimum order: \$500.00. Upon credit approval, ATI will extend credit toward any ATI-manufactured product. A down payment of 25% is required. The balance must be paid within six months, with interest charged on the balance.

## Transmissions & Torque Converters

Due to the specialized nature of these items, it is extremely important that you speak with an ATI technician regarding your combination. ATI will recommend a specific trans/converter combination based on your information.

## Core Allowances

Core allowances will be refunded to customers who return their used transmissions where required. Once these transmissions have been inspected and determined to be rebuildable, payment will be mailed. Cores must be returned within 30 days.

## Crating Charges

All ATI transmissions are shipped in crates, which can be used to ship your core back to ATI. The crating charge is \$50.00 for most Powerglides and Turbos and \$60.00 for Ford and Chrysler. It is non-refundable.

## C.O.D.

There is an additional \$6.00 charge on all C.O.D. orders. C.O.D. shipments will be sent "Certified Check or Money Order" unless other arrangements have been made in advance. For open account status or company check, request an ATI credit application.

## UPS Delivery

Packages weighing up to 150 pounds can be sent via UPS. UPS can not be delivered to P.O. boxes! Transmissions do not ship UPS!

## Returns and Exchanges

All returns are subject to prior approval only by authorized ATI personnel. All returns, other than warranty adjustments, must be returned for processing within 5 to 7 working days of the original purchase date and must be accompanied by supporting documentation stating purchase date, purchase price, invoice number, purchasing store and sales person.

## Stock Adjustment Policy

- All returns are subject to prior approval of ATI.
- All returns must be accompanied by supporting documentation stating purchase date, purchase price and invoice number.
- All returns are subject to a 15% restocking charge unless a 1 for 1 offsetting order is attached to the return. No handling charge will apply if a 1 for 1 offsetting order is attached.
- Merchandise eligible for return must be shown in our most recent price list & purchased within the past 12 months.
- Items MUST be in current saleable condition, one year old or newer. Age of item will be dictated by date of original invoice. Items must be in their original packaging. If packaging is damaged, a 5% repacking charge will be applied.
- Custom orders such as, but not limited to, tires, race converters, any non-ATI manufactured products are NON-RETURNABLE under any circumstances.
- All returns must be shipped prepaid.



# Credit Application

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Please print or type legibly and return completed form by fax at (410) 298-3579 or by mail.

For Company Check OK

For Open Account

## Company Information

Firm Name: \_\_\_\_\_ Phone: \_\_\_\_\_

Address: \_\_\_\_\_ Fax: \_\_\_\_\_

City: \_\_\_\_\_ E-mail: \_\_\_\_\_

State: \_\_\_\_\_ Zip: \_\_\_\_\_ Website: \_\_\_\_\_

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## Business Type *If a partnership, this application must be signed by all partners*

Corporation

Partnership

Individual

*List principle owners and home addresses, social security numbers, etc. of same.*

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Type of Business: \_\_\_\_\_ Total # of Employees: \_\_\_\_\_

At present location since (date): \_\_\_\_\_ Year Established: \_\_\_\_\_

Incorporated or Articles of Partnership filed in the State of: \_\_\_\_\_

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## Bank Reference

Name: \_\_\_\_\_ Account #: \_\_\_\_\_

Address: \_\_\_\_\_ Person to Contact: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_ Phone: \_\_\_\_\_

Business License #: \_\_\_\_\_ Registered under (Name): \_\_\_\_\_

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## Financial Information

as of (date): \_\_\_\_\_ Yearly Sales: \$ \_\_\_\_\_

Credit Line Needed: \$ \_\_\_\_\_ Gross Profit: \$ \_\_\_\_\_

Accounts Receivable: \$ \_\_\_\_\_ Inventory: \$ \_\_\_\_\_

Accounts Payable: \$ \_\_\_\_\_ Cash: \$ \_\_\_\_\_

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**Credit References** *List only active suppliers - one local and three out-of-state.*

Name: \_\_\_\_\_ Phone: \_\_\_\_\_

Address: \_\_\_\_\_ Fax: \_\_\_\_\_

City: \_\_\_\_\_ E-mail: \_\_\_\_\_

State: \_\_\_\_\_ Zip: \_\_\_\_\_ Website: \_\_\_\_\_

Name: \_\_\_\_\_ Phone: \_\_\_\_\_

Address: \_\_\_\_\_ Fax: \_\_\_\_\_

City: \_\_\_\_\_ E-mail: \_\_\_\_\_

State: \_\_\_\_\_ Zip: \_\_\_\_\_ Website: \_\_\_\_\_

Name: \_\_\_\_\_ Phone: \_\_\_\_\_

Address: \_\_\_\_\_ Fax: \_\_\_\_\_

City: \_\_\_\_\_ E-mail: \_\_\_\_\_

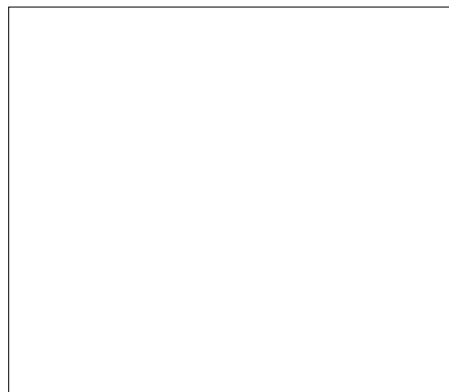
State: \_\_\_\_\_ Zip: \_\_\_\_\_ Website: \_\_\_\_\_

I/We as applicant(s) for credit authorize you to obtain such information, personal and business, as you may require from the bank and trade references given in the above application which is furnished by me/us for the purpose of obtaining credit, and I/we certify that this application had been accurately completed and represents current data. In consideration of the granting and extension of credit by Seller to the undersigned, it is hereby agreed that the undersigned will promptly pay all sums when due. In the event of non-payment, the undersigned does hereby agree to pay in addition to the principle amount due, any service charges, all collection charges incurred by the Seller, including charges made by a collection agency up to but not exceeding 30% of the principle balance due and in the event of suit, reasonable attorney's fees and court costs.

Auth. Signature: \_\_\_\_\_

Title: \_\_\_\_\_

Company Name: \_\_\_\_\_



Corporate Seal

**If Incorporated**

President: \_\_\_\_\_

Vice President: \_\_\_\_\_

Treasurer: \_\_\_\_\_