

## **DELIVERY TERMS**

Sea Kayaking Finland

2012 Pre-Season Order to Sea Kayaking UK (SKUK)

30.9.2011

### **Goal**

Pre-season kayak order is based on the fact that Sea Kayaking U.K. in Wales has different wholesale discount for in-season vs. pre-season ordered kayaks. Due to this we get the kayaks more affordably as a pre-season order, and this is compounded by being able to get a better price on the freight if there is a larger quantity of kayaks ordered in the pre-season deal.

For Finnish paddlers this works very well, as few paddlers would anyway paddle in the ice, so winter is truly off-season for us.

### **Required Pre-season order quantity**

The pre-season order happens only if we do get enough firm orders (minimum of 7 GRP kayaks total) in time for the deadline. A firm order means that a client has ordered the kayak and shall pay the prepayment by its due date (about Nov 15<sup>th</sup>). In the unlikely case that there would not be enough orders, the Preseason order is cancelled and Sea Kayaking Finland will return the prepayments in full.

### **Order**

You order a kayak by filling the Kayak Order Form in english and sending it to Sea Kayaking Finland by e-mail at [info@seakayakingfinland.com](mailto:info@seakayakingfinland.com). Deadline for Order Forms is 23.10.2011. We can give help in filling the form, if need. The Order Form is extremely important, since its paper copy accompanies the kayak through manufacturing, and mitigates possible errors in the delivery content.

**Please be extra careful in specifying the colors of the kayak. If you specify by mistake a black hull color and a white seam, you will get a quite different looking kayak (if you intended to have a white hull and black seam)!**

### **Confirming your order**

Based on your filled Order Form, Sea Kayaking Finland will send you an invoice for the prepayment of 30 % of the total sum. As you pay this by its due date, you are confirmed to be in the preseason order, pending on the above condition on having enough firm orders for the pre-season. Since kayaks will be ordered from Wales at this point, the prepayment is not refundable if someone would change their mind over the winter. We have committed to taking the kayaks according to the Order Sheets already at this point.

### **Delivery Time**

After all of our orders as well as all orders from other dealers have gone to SKUK, they can plan their production for the winter and give us an estimate of delivery time. However, the exact delivery time will only be known about a week before the arrival of kayaks to Finland, as they actually have been shipped our way. The normal delivery timeframe is March – April.

### **Pickup**

Kayaks can be picked up from Sea Kayaking Finland after they have been checked by SKF1. All the kayaks that have customizations by Sea Kayaking Finland become available for pickup after those customizations (compasses, foot-pumps, hydraulic skegs) have been installed.

### **Final payment**

The 70 % remaining after the prepayment will be invoiced as soon as we know the exact delivery time, and its due date coincides with the delivery. Kayaks can be picked up only when they are fully paid.

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