



## International Sales Details

The following document outlines the process and details of purchasing a No Profile Boat Lift for international sales. This will help in making the process as smooth as possible.

\* WAY MARINE DESIGN SHIPS ALL INTERNATIONAL SALES UNDER THE INTERNATIONAL TRADE TERM, EX WORKS ("EXW"). This term describes an agreement in which the seller is required to make goods ready for pickup at their factory. All other transportation costs and risk are assumed by the buyer.

### Phase 1

The first phase is to determine which lift is the right selection based on several determining factors. The length of the boat, weight, beam, and how it's powered. In addition, we need to know the depth of the water, the orientation of the lift, and the details on the piles. If we take this step by step, the process will be much easier.

### Phase 2

When Phase 1 is complete, we move to the quoting of the lift and details on the location of the lift and the end users information.

### Phase 3

The final phase includes the construction of the lift and the preparation to ship.

Let's get started.

### Phase 1

Enclosed are some specification documents to get the process started. When we have settled on the correct lift for your project, we will need the following information to complete the project.

\*Pile Placement Diagram

When we supply you with a final pile placement diagram, we will need this to be signed and returned to us along with:

\*Pile Details / If the lift will use ledger brackets instead of piles, these details will also have to be signed and returned.

\*Boat Details / length, weight, beam, and Center of Gravity of the vessel. when we have these details, we will submit a plan view drawing to show how the lift will sit on the lift.

\*Lift Orientation Sheet

\*Water Depths and Levels Sheet

\*Electrical Specifications

\*End User Information

\*Freight Information



## Phase 2

When we finalize all the details of the lift we will construct, we will submit a quote and submit for acceptance. A Sales Order will be submitted when you are ready to move forward. This will need to be signed and returned with a 50% deposit to place your lift into production. Enclosed you'll find our wiring instructions. All funds are to be in U.S. dollars.

## Freight Details

Way Marine Design's procedure for handling the freight issues are as follows.

We will arrange a freight quote to ship the lift to the U.S. Port of your choice. It will then be the responsibility of the purchaser to handle the the delivery of the lift from there. Way Marine Design does not arrange any shipping beyond the United States. The purchaser has the option to arrange the pick up of the lift from our factory and handle all the freight details getting the lift delivered to it's final destination.

We will crate the lift and supply all details concerning length, weight, and quantity of bundles to be picked up.

NOTE: The No Profile Boat Lifts can not be loaded in a conventional container. The components are too long to do this. The lift must be loaded on a flat bed trailer.

## Phase 3

Two weeks prior to the completion of the lift, a final invoice will be presented for final payment. When the balance is received, we will release the lift for shipping and schedule the freight procedure agreed upon in contract.