



Subject: Payment and delivery conditions from 1 January 2023

Unstable markets and unreliable supply chains bring an element of uncertainty. In response to this, we have invested in our processes and in our level of stock. This has enabled us to maintain delivery times and stick to pre-agreed prices even despite this turbulent period. We would like to continue with this smooth process but will have to tighten our existing payment and delivery conditions to enable us to do so.

Payment conditions:

To keep to agreed prices from point of order through to final delivery, from 1/1/2023 we are asking everyone to make a down payment of 25% at the time of ordering. You will then have a guarantee that your price remains fixed, we can then guarantee you a production slot with the confidence we can purchase even the most price-sensitive materials to complete every order. Consequently, we will stop providing a payment term.

Our new payment conditions mean the 75% remaining balance must be paid when the trailer is reported as ready. You will be notified of this by email, accompanied by the trailer documents and the final invoice. If no final payment has been made after the trailer has been reported ready, you will be in default, and the trailer will remain the property of Vanclaes, with no entitlement for a return of the initial deposit.

Delivery conditions:

According to the HISWA General Conditions of Contract, Sale and Delivery (Article 7), you have 28 days from the invoice date to collect the trailer, or have it delivered to you. After 28 days, the item (boat trailer) is deemed delivered and the risk passes entirely to the customer. As you can imagine, we would like to avoid discussions about possible damages afterwards as well as a shortage of space on our premises due to long-term "storage". We will soon inform you about our additional transport options, and of course collection is always possible free of charge.



New Payment and Delivery Conditions as of 1/1/2023 at a glance

1. Down payment of 25% after order confirmation to obtain the agreed price and a production slot
2. Final payment of 75% upon notification of trailer completion/receipt of invoice by e-mail
3. Trailer must have left Vanclaes' premises within 28 days of notification of readiness
4. In the event of default, the trailer will be at Vanclaes' risk and expense after 28 days.
5. If the customer is in default, a fully paid trailer after 28 days will be charged € 100,= excl. VAT per week for storage costs.
6. If the customer defaults, a partially paid trailer will revert to Vanclaes' ownership after 28 days and the customer will no longer be entitled to a refund of that which has already been paid

All this is in accordance with the HISWA General Conditions of Contract, Sales and Delivery.
Nobody can foresee the future, of course, but with these renewed payment and delivery conditions, we fully intend to maintain as much stability with prices as we can going forward.