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Sales agreement

Owner details

Name: _____

Address: _____

Phone: _____ Email: _____

Details	Main	Reserve	Container	AAD
Manufacturer				
Type				
Date Manufactured				
Canopy/Harness Size				NA
Usage jumps				NA
Maintenance completed (relined)				
Item Target price (We can advise)				

Total target Price: _____ Total minimum price: _____

Commission is 10% for complete system sale and 15% if items are sold separately plus GST.

Minimum Commission (10% of the min. price): _____ x 0.3 = Exit or Listing Fee: _____

Type of sale (circle): Listing fee (1.) or Send us the equipment (2.)

Preference for sale (circle) - Quick Sale - Take time to achieve Target

Reason for sale: _____

Would you consider trading this in on new equipment? - Yes - No

I understand and agree with the Commission sales policy outlined in this document, including the minimum commission and exit fee and agree to allow Way Cool Industries Pty Ltd to broker the sale of my equipment which is listed in this document and sell it at any price above the Total minimum price.

Signed _____ Name _____ Date _____

Commission Sales Policy

We offer two way to sell your rig with us.

1. List your rig on our 2 websites with full colour professional advertisement listings while you retain possession of the equipment. We charge the exit fee below for this and deduct it from our commission when the rig is sold thereby making the listing free. See listing fee commission terms below.
2. You send us the rig and we sell it for you with no upfront payment and charge either a commission on the sale or an exit fee.

This policy has been designed to achieve the following:

- Second hand gear not sitting on our shelves for extended periods
- Be fair to all parties
- Have sellers set realistic sales goals
- Get second hand rigs out of cupboards and in the sky where they belong.

Valuation

Once we have all the information on the equipment we will run it through our costing software which will use the following parameters to evaluate the item values: Age, use, model currency, colour, harness size, demand for the equipment and the replacement cost based on the current exchange rate.

We will advise you of the appropriate retail selling value or target, the minimum sell price (target less 12%) and a trade/wholesale offer price (the price that we would be willing to purchase the equipment for or trade value on a new rig). We will compare these with your agreement and advise you on possible changes. We can do this before you send us the agreement if requested.

Fees

The commission is 10% plus GST of the Sale price for complete systems. The total minimum price is your lowest acceptable price for the complete system when sold by Way Cool to a third party and Way Cool's commission is to be calculated from and deducted from this sale price. The minimum commission is 10% of the minimum sale price.

The commission is 15% plus GST on all items if broken down and sold separately or for individual items. The minimum commission is then deemed to be 15% of the target price of each of the individual items for the purpose of exit fee calculation.

Exit fee is 30% plus GST of the minimum commission plus return shipping.

You will need to set a reasonable and achievable minimum price. This is how we get our minimum commission (10% of that price) even if you decide to sell it for less. This encourages you to be realistic about the minimum price you are prepared to accept. Our minimum fee is for handling, storage, advertising and sales efforts and is 30% of the minimum commission price, plus shipping back to you, should you change your mind.

We use the minimum price as a bottom line and will possibly sell the rig for that price without notifying you, however the more we sell it for, the more commission we receive so it is in everybody's interest to get top dollar. We will use your preference for the speed of sale as a guide

on the selling price to accept. If your minimum is too high and the rig doesn't sell, we will most likely contact you with any lower offers. (That's why it is smart to set a realistic minimum because we still get 10% of that regardless of the eventual sale price)

Here's an example rig:

- Sold at target \$3500
- Commission \$350 plus GST \$385
 - You receive \$3115
- Sold at minimum \$3080
- Commission \$308 plus GST \$338.80
 - You receive \$2741.20
- Sold at less than minimum \$2500
- Commission \$308 plus GST \$338.80
 - You receive \$2161.20
- Min Com \$308
- Exit or listing fee \$92.40 plus return shipping cost if applicable.

Listing fee commission terms

You must provide an accurate and honest description of the equipment for sale and provide quality photos so that we can list the equipment professionally.

We will broker the sale for you based on the information you provide.

We will collect monies from the purchaser.

After receipt on the purchase price we will notify you and you can send the equipment to the purchaser. If the purchaser is not happy with the equipment it will be returned and the purchase price will be refunded. The exit fee will also be forfeited in this case. Any subsequent sale will incur the full commission. This policy is designed to ensure that equipment is listed honestly.

After receipt and inspection of the equipment by the purchaser we will calculate the commission and subtract the listing fee already paid then deduct it from the purchase price and forward the balance to your bank account.

Shipping is the responsibility of the seller and we strongly recommend a courier service.

Listing information required:

Container

Manufacturer:

Type:

Harness Size: Fit body xxx Cm height and xxxxxxxx build. (average)

DOM: mm/yyyy

Colour: Mostly xxxxxxxx colour with limited xxxxxxxx colour center flaps and x colour Embroderly

Pin striping: Yes/No xxxxxxxx colour

Hardware: All Stainless/Hip and chest rings ???

Other: RSL or other extras

Main Canopy

Manufacturer:

Type:

Size:

DOM:

Colour:

Approx. use: XXXXX number jumps

Jumps on current line set: XXXXX number jumps

Reserve Canopy

Manufacturer:

Type:

Size:

DOM: mm-yyyy

AAD

Manufacturer:

Type:

DOM: mm-yyyy

Service Due: