

Sailteck's Expert Reseller account terms

Sailteck aims to work with Expert Resellers where Expert means having:

- a deep expertise in performance sailing
- a thorough understanding of Sailteck's products and the alternatives
- Sailteck referenced on their own website and visible in-store
- stock of Sailteck product, allowing immediate delivery and service

To maximize reseller engagement and product understanding, Sailteck works directly with a chosen network of resellers without passing through a country distribution intermediary.

Reseller discounts are applied when orders are placed through Sailteck's web portal and paid on order. The minimum order quantity is 3 units of SK01 and to encourage larger order sizes, a fixed delivery and handling fee is applied regardless of order size, see attached pricing summary. It is advisable to purchase accessories (bracket / cradle) ahead of demand.

Sailteck offers international currency pricing so that resellers do not need to carry exchange-rate risk. Sailteck dispatches under Incoterm DDP (delivered duty paid). Resellers must have valid VAT/GST numbers.

Dispatch is within 24 working-hours so long as stock is available. Sailteck aims to have stock available at all times. In the event of stockout, notification of the expected delivery date is provided before payment is taken.

The 25% Expert Reseller discount is offered so that resellers can spend time with customers to explain and promote Sailteck, not as a mechanism for discounting to end users. The Expert Reseller account is a privileged account.

SH code

SH 9014 1000 90