



Snomax® Europe



## Snomax® – Price list 2009 / 2010

Goal and strategy of Snow Makers AG is to develop and maintain customer relations and to be active at customers' disposal.

The Snomax® base price is *annually* adapted. Deadline is *September 1st*.

The Snomax® basic level price 2009/10 per Snomax® carton (carton of 10 pouches / 3800 m<sup>3</sup> water) amounts to:

**Euro 1290.--**



To remunerate long-term relationship and good references, we were launching a progressive price bonus program.

Discount and loyalty bonus system:

		Euro/carton
- For customer in the 1 <sup>st</sup> year	basic level	1290.--
- For customer in the 2 <sup>nd</sup> year	/./ 2 %	1263.--
- For customer in the 3 <sup>rd</sup> year	/./ 4 %	1238.--
- For customer in the 4 <sup>th</sup> year	/./ 6 %	1212.--
- For customer in the 5 <sup>th</sup> year	/./ 8 %	1186.--
- For customer in the 6 <sup>th</sup> year	/./ 10 %	1160.--
- For customer in the 7 <sup>th</sup> year or longer	/./ 12 %	1135.--

Purchase of > 50 Snomax® cartons, price on request.

At the beginning a basis need is determined and specified with the customer.

If no Snomax® is referred in one year, the aggregated rebate drops back in principle to the base price (basic level) of the current year. In order not to completely lose the aggregated rebate however, at least 70% of the basis need must be referred.

Price base: ex works CH-Steffisburg, excl. customs clearance, tariff costs and VAT (transportation costs, EU-customs clearance and customs duties will be shown on the order confirmation)

Payment conditions: Prepayment (standard): **6 % discount**

**In case of order and signed confirmation of order by fax or E-mail until September 15<sup>th</sup>: 6 % discount**

Comment: It is strictly prohibited to sell or distribute Snomax® to third parties or other countries.

As your competent partner in snowmaking, we look forward to a successful collaboration. For further questions we are at your disposal.



## Data for customs

Customs tariff number: 3504.0000

Country of origin: USA

EU-clearance: Into European countries, Snomax® will be shipped and invoiced from SMI Snow Makers AG, CH-3613 Steffisburg, **DDP** including customs clearance and customs duties, exkl. VAT

SMI-EU-customs No.: DE7374674

Other countries: Into other than EU-countries, Snomax® will be shipped and invoiced from SMI Snow Makers AG, CH-3613 Steffisburg, **DDU** excluding customs clearance, customs duties and VAT

**Attention, before receiving the goods, it is necessary to pay the VAT and tariff costs directly when importing.**

## Packing data

Gross weight 1 carton:  
(10 pouches) approx. 4 kgs

Weight 1 poche: 342 gr.

## Durability of the product unopened packings (pouches)

Uncooled: 1-2 weeks

Cooled 0°C to +10°C: ½ year

Chilled -18°C: from ½ - 1 year