



NORTH SARDINIA SAIL

Via Roma, 33/35 - 56025 Pontedera (PI) ITALY - Tel. +39 0587 59124 - Fax +39 0587 255613

www.northsardinasail.it - info@northsardinasail.it

To ALL PARTNERS

Object: North Sardinia Sail 2012 price list and conditions

Pontedera, 29/08/11

Dear Partners,

thank you for the nice 2011 cooperation, we are very pleased to inform about our news for the incoming season.

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1. General considerations.

Despite the economic situation, NSS will continue with the politic of growing and renewing the fleet, trying to offer always the better boats at the best prices.

For 2012 we will introduce 3 brand new yachts, and we will renew our oldest ones (2001), with new teak deck, new sails, electric toilets, new hatches, new rigging, zero hours engine, completely re-gelcoated hull, renewed interiors; like a brand new one.

You will find them in our pricelist with the new definition 2001-2012, but despite the renewing they will remains in low cost line.

2. New Yachts

- ★ 1 NEW Jeanneau 379 (3 cab / 1 electric toilette)
- ★ 1 NEW Beneteau Oceanis 45 (4 cab / 2 electric toilettes)
- ★ 1 NEW Beneteau Oceanis 50 Family (5 + 1 cab / 3 + 1 electric toilettes)

3. Agency conditions

- The commission is 15% and it is calculated on the net price (without VAT)



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- For the agents that have done more than 8 booking in the last two years, the commission will be 20% (always calculated on the net price (without VAT))
- We will also recognize an extra 1% commission on the total amount of all bookings made directly troughs our web site in the season. The calculation will be done at the end of the season only for the bookings made trough the web, and those amounts will be refunded/ discounted within 31/12/2012.

Above Agency conditions will be applicable only after the signature of our 2012 Agency Agreement in attachment.

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4. Pricelist

- The new prices will be valid from 31/08/2011. In order to profit always by the latest prices and availabilities, we invite you to register in our ONLINE-BOOKING SYSTEM and to use it as much as possible ("request new account" through the Agency reserved area).

5. Advanced Booking Discount

- Due to the success of last years, also for the 2012 season we will continue with the ADVANCED BOOKING POLICY, we ask you strongly to help us in this way, because it's time to stop the politics of the last minute discounts, that does only damage in our business.

- ★ **15% Early Booking till 30/10/2011**
- ★ **10% Early Booking till 30/11/2011**
- ★ **5% Early Booking till 31/12/2011**
- ★ **3% Early Booking till 31/01/2012**

Best Regards

North Sardinia Sail
Simone Morelli