

Terms & Conditions of Sale - Export

Last updated: 27 July 2020

1. Terms of contract

Any Goods supplied by us to you shall be subject to these Terms unless we agree in writing to change them. If you accept Goods from us, that action by you will be deemed to be acceptance of these Terms, despite anything that may be stated to the contrary in your enquiries or your order.

2. Price

2.1 The price for Goods will be either as quoted to you in writing or, if no written quotation is provided, as set out in our standard price list applying at the time of delivery.

2.2 Quotations will remain valid for a period of 30 days from the date of such quotation, and where applicable, are based on the information and/or tender specification provided by you. We may amend or withdraw a quotation before an order in respect of the relevant quoted Goods is accepted by us in accordance with clause 4.

2.3 Unless otherwise agreed in writing or as set out in a relevant quotation, all prices are exclusive of transport, freight, insurances, duties, levies, taxes, packing, crating or storage recovery, and other rates and charges (including bank charges) in respect of the Goods. These will be charged at the rates applying at the time of delivery. If we arrange freight, the freight costs will be provided on order confirmation and confirmation of delivery address.

2.4 Prices quoted are based on materials being available when required, and any increase due to necessary substitution of other materials will be charged to you. We will notify you of any such price increase.

2.5 Unless specified on the quotation, all prices exclude installation.

2.6 For SKOPE remote cabinets no condensing units, compressors, electronic thermostats, solenoids, or hand valves are supplied (unless otherwise stated).

3. Payment

3.1 Unless we have agreed in writing to extend credit to you, you must pay for Goods in full before delivery.

3.2 We will accept an irrevocable Letter of Credit on terms satisfactory to us.

3.3 Where we have agreed in writing to extend credit to you, you must pay for Goods in full, without deduction or set off, within 30 days of the end of the month of invoice, unless otherwise agreed as per purchase order. Your payment is made only when funds have fully cleared through the bank system into our bank account. For any orders greater than the value of \$USD50,000 a promissory note will be required.

3.4 If a purchase of Goods will exceed your credit limit, we may require payment of the excess before delivery.

Payment for made to order Goods

3.5 We may require a deposit on order confirmation and prior to manufacture for made to order Goods. You will be advised where this is applicable. Unless otherwise agreed:

- a) if you have credit terms, the deposit will be charged on order confirmation and must be paid in accordance with your payment terms
- b) if you do not have credit terms, you must pay for the Goods in full on order confirmation.

3.6 For Irinox and SKOPE ITV made to order Goods we require a 50% deposit on order confirmation. If you have credit terms, clause 3.4 (a) applies for remaining 50%. If you do not have credit terms, payment will be required in full on order confirmation.

3.7 If full payment for the Goods is not made by the due date, then without prejudice to any other rights or remedies available to us:

- a) we may cancel or suspend the delivery of further Goods;
- b) we may charge interest on overdue monies on a daily basis at 5% per annum above the current overdraft rate charged by our bankers at that time, and interest shall continue to accrue both before and after judgment;
- c) you will be responsible for all costs (including legal costs on a solicitor/client basis) incurred by us in recovering such monies;

- d) we may supply information about the default for publication on any credit agency's database;
- e) where we have agreed in writing to extend credit to you, we may decline to extend further credit to you and require payment in cash before delivery of any further Goods;
- f) any discount offered to you will be deemed to be withdrawn, and you will be liable for the full invoice price; and
- g) we may remove any additional incentives.

3.8 We may accept and apply payments from you in respect of any indebtedness, and we will not be bound by any conditions or qualifications attaching to the payments.

3.9 Where we have agreed to extend credit to you, we may, from time to time at our discretion, vary your credit limit with us or close inactive accounts.

3.10 Despite clauses 3.1, 3.2 and 3.3 above or any agreement to the contrary, all payments shall become immediately due and payable if you breach these Terms or default under any agreement with us (and in the case of any default which may be remedied, fails to remedy the same within 7 days of receiving notice specifying the default), become insolvent or commit any act of bankruptcy, a receiver, liquidator or statutory manager is appointed over any of your assets or undertaking or you make or attempt to make an arrangement or composition with your creditors.

4. Acceptance

An order shall become binding upon us only when we accept the order in writing by issuing you an order acknowledgment. Order forms and other documents you provide to us to make amendments to orders you have already placed must clearly identify the changes requested. Our acceptance of these changes must be in writing with an order re-acknowledgment.

5. Ownership

5.1 Ownership in the Goods shall not pass to you at the time of delivery, but will remain with us until we have received full payment, in cash or cleared funds, of all monies owing by you to us.

5.2 Until all such monies have been paid:

- a) you will keep the Goods separate from any other goods in your possession, and properly stored, protected and insured, and identified as our property;
- b) all sums received from any insurance claim made in respect of loss of or damage to the Goods shall be treated as if they were proceeds of sale and held by you on the same terms as those set out in clause 5.2(d) below, and you will also hold on trust for us and, if required by us, forthwith assign to us the benefit of any insurance claim made in respect of the Goods;
- c) if the Goods are mixed with, or incorporated or processed by you into other goods, those other goods shall be separately stored and marked so as to be identifiable as being made from or with the Goods and you will notify us of the location of such goods;
- d) where the Goods are sold to you as inventory for resale, we authorise you to resell them in the normal course of your business at full market value, provided that (i) the resale shall be as principal in relation to your sub-buyer but, as between you and us, you will sell as our fiduciary agent and bailee and (ii) you hold the proceeds of the resale on trust for us, and pay them into a separate bank account without mixing them with other monies and (iii) you shall not represent to any third parties that you are in any way acting for us and we will not be bound by any contracts with third parties to which the you is a party and (iv) you shall hold any claim against any third party sub-purchaser on trust for us;
- e) we may, at any time, require you to deliver the Goods (which have not been resold) to us and, if you fail to do so forthwith, our employees and agents may enter any premises where the Goods might be stored and recover them, and you agree to indemnify us, on demand, against any costs, loss or liability incurred by us in our exercise of this right (including legal costs on a full indemnity basis); and
- f) you will keep records of any Goods owned by us.

6. Risk and delivery

6.1 Delivery of the Goods will take place when they are received by a carrier for delivery to you, or the time they are received by you or your agent, whichever is earlier. When you ask us to deliver Goods directly to another person, that person takes possession of the Goods for you as your agent.

6.2 We will make every effort to ensure delivery of Goods is on time. However, we shall not be liable to you for any failure to deliver on a specified date or within a specified period, however that failure was caused. If you wish to postpone the requested date for delivery of Goods ordered, you must notify us in writing. Without limitation to the earlier provisions of this clause 5.2, any alteration to the requested delivery date shall be deemed to be accepted by us when we re-acknowledge your order. Should a change of address be required it must be notified to us in writing and is subject to our agreement. You shall be responsible for meeting our reasonable costs for storage of the Goods until the new delivery date; such storage costs to be charged at the rates applicable at the time you notify us of your request to delay delivery.

6.3 Without limiting clause 6.2, we shall not be liable for the failure to deliver or complete any order where such failure is occasioned by Act of God, fire, accident, war, strike, lock-out, shortage of labour, lack of skilled labour, breakdown of plant, non-delivery of raw materials, difficulty in procuring components or materials, delays by suppliers or sub-contractors, delays in transit, delays by you, legislative governmental or other prohibitions or restrictions, or any other events of any kind whatsoever which are beyond our control.

6.4 Despite clause 5 above, risk in respect of the Goods shall pass to you on delivery in accordance with clause 6.1 above. You are responsible for insurance of the Goods from that time.

6.5 Without limiting the previous provisions of this clause 6, all claims for shortages or delivery damage must be made to the carrier and us within 48 hours after delivery. No claim will be accepted if you have signed a delivery docket or otherwise confirmed that the Goods were received in good condition.

7. Returns and cancellation

7.1 Goods that are obsolete, incomplete, damaged or otherwise imperfect cannot be returned.

7.2 Goods may be returned for credit only if we have agreed in writing, and they are received by us in the same condition as they were delivered to you and you comply with any returns procedures notified by us.

7.3 If we agree that Goods can be returned a service charge at our current rate (currently the greater of \$20 or 20% of the price of the Goods), any freight charges, and any deduction for damage caused by you may be deducted from the amount credited to you for the returned Goods. Custom-made Goods or Goods procured to your order are subject to a 100% restocking fee.

7.4 Unless covered by our returns procedures mentioned above, we will arrange the collection and transport of any Goods returned to us under this clause 7, and will be entitled to inspect the condition of the Goods upon collection or upon arrival of the Goods. Our assessment of the condition of the Goods will be conclusive. No responsibility is accepted by us for items lost or damaged in transit during return to us.

7.5 You may not cancel an order for Goods, wholly or partly, once it has been accepted by us unless we have agreed in writing. As a condition of giving our consent, we may require reimbursement of any costs (including materials, handling fees and labour) incurred by us in connection with the order up to the date of our consent.

7.6 In addition to our rights under clause 3.4(a) above, we may cancel or suspend an order for Goods, wholly or partly and without liability to you, in any of the circumstances set out in clause 3.7 above or if fulfilling the order becomes impractical or uneconomic due to any cause beyond our control.

8. Warranties and liability

8.1 All Goods supplied have a 12 months parts only warranty (Warranty). Any warranty exclusions published on our website at the time of acceptance of your order will apply to the Warranty (but to avoid doubt, no other warranty terms shall apply).

8.2 To the fullest extent permitted by law:

- a) our liability under these Terms is in substitution for, and to the exclusion of, all other warranties, representations, conditions or obligations imposed or implied by law, statute or otherwise in relation to the Goods; and
- b) all liability for any other direct or indirect cost, loss, liability or damage (including special or consequential loss or loss of profits) of any kind is expressly excluded.

9. Personal information

9.1 You authorise us to collect and hold personal information from any source we consider appropriate to be used for identification, credit, administration, service and marketing purposes. You further authorise us to disclose personal information held by us for these purposes to any other person.

9.2 If any personal information required by us is not provided, we may not be able to provide the requested credit and/or supply Goods to you.

9.3 You authorise any person or company to give us information that we may require in response to our credit and other enquiries. You understand that this information can include any information about your credit worthiness, credit standing, credit history or credit capacity that credit providers are permitted to give or receive from each other under applicable privacy laws.

9.4 You understand that they have a right of access to, and may request correction of, personal information held by us about you.

9.5 The personal information collected by us will be held by us at our head office in New Zealand as stated on the credit application form or notified to you from time to time.

9.6 Where used in this clause 9, the word "you" includes your directors and shareholders.

10. Intellectual property

10.1 Neither we nor our suppliers transfer to you any right, title or interest in any copyright, trade marks, patents or other intellectual property rights in or relating to the Goods.

10.2 You warrant that any designs, drawings or specifications which you provide to us will not infringe any intellectual property rights of any third party, and you agree to indemnify

us, on demand, against any liability we may suffer as a result of our use of those designs, drawings and specifications.

11. Guarantee

11.1 The Guarantor/s jointly and severally unconditionally guarantee to us the due and punctual payment by you of all outstanding monies including but not limited to the account balance, interest and collection costs owing by the you to us.

11.2 The liability of the Guarantor/s shall not be affected by the granting of time, credit or any indulgence or other concession to you or to any person giving any similar guarantee. This guarantee is to be a continuing guarantee and shall remain in force until released in writing by us.

11.3 We may as regards a Guarantor/s determine from time to time not to enforce the guarantee and may from time to time make any arrangement or compromise with the Guarantor/s without such compromise affecting in any way the obligations of Co-Guarantor/s.

11.4 This guarantee shall apply to the final balance owing by you to us and until all the monies guaranteed have been paid in full we shall have priority over the Guarantor/s in respect of any bankruptcy or liquidation by you.

11.5 If any payment made to us by you or on your behalf is avoided by law such payment shall not be deemed to have discharged or affected the liability of the Guarantor/s.

11.6 This guarantee is in addition to and not in substitution for any other security or right which we may have in respect to your indebtedness and may be enforced against the Guarantor/s without first having recourse to any such securities or rights and without taking steps or proceedings against you.

11.7 As between the Guarantor/s and us the liability of the Guarantor/s shall be deemed to be that of principal debtor.

11.8 As a separate and independent provision the Guarantor/s hereby agrees to keep us fully indemnified against all damages, losses, costs and expenses arising from any failure of you to pay the monies hereby granted.

12. General terms

12.1 **Amendments:** We may amend these Terms from time to time by notifying you, including by publication of the revised Terms on our website.

12.2 **Waiver:** No delay or failure by us to exercise our rights under these Terms operates as a waiver of those rights. A partial exercise of those rights does not prevent their further exercise in the future.

12.3 **Severability:** If a court decides that part of these Terms is unenforceable, the part concerned shall be deleted from the rest of these Terms, which will then continue in force.

12.4 **Law:** Notwithstanding this, we shall have the right to take legal proceedings relating to these Terms in any other courts with jurisdiction including but not limited to the courts of the Dubai International Financial Centre (including the Small Claims Tribunal therein) and you expressly agree to the jurisdiction of such courts.

12.5 **United Nations Convention for Sale of Goods:** The United Nations Convention on Contracts for the International Sale of Goods shall not apply to the sale and purchase of the Goods.

13. Defined terms and interpretation

13.1 In these Terms, the following words have the following special meanings:

"**Goods**" means (i) all refrigeration products and other goods supplied by us to you at any time, including spare parts, and includes any goods described by item or kind on any relevant order form, packing slip or invoice, on the basis that each such order form, packing slip or invoice shall be deemed to be incorporated in and form part of these Terms and (ii), except where the context otherwise requires, all services supplied by us to you at any time, whether in conjunction with the supply of goods or otherwise;

"**Guarantor**" means anyone named as a guarantor on your credit application;

"**our website**" means the SKOPE website from time to time published at www.skope.com;

"**Terms**" means these terms and conditions of sale;

"**we**", "**our**", "**us**" means SKOPE Industries Limited, SKOPE Services Limited, SKOPE Finance Limited, SKOPE Australia Pty Limited and any of their related companies (as defined in

"**you**" means the customer named in the attached credit application order form or in an invoice for Goods.

13.2 For convenience, these Terms have been grouped under different headings, but the headings do not affect the meaning of these Terms.

13.3 In these Terms references to any law include any changes to that law which are in force from time to time.

Contact Us

If you have any questions or comments regarding these Terms and Conditions please contact us.

CONTACT US >

Customer Services

AUSTRALIA

Freephone: **1800 121 535**

Email: **skopec@skopec.com**

NEW ZEALAND

Freephone: **0800 947 5673**

Email: **skopec@skopec.com**

INTERNATIONAL

Phone: **+64 3 983 3800**

Email: **skopec@skopec.com**

SKOPE Head Office

Street Address

SKOPE Industries Ltd

57 Princess Street

Riccarton

Christchurch 8041

NEW ZEALAND

PO Box

SKOPE Industries Ltd

PO Box 1091

Christchurch 8140

NEW ZEALAND