



## 2014/2015 DIRECT CONTAINER EARLY BUY PROGRAM

As a valued BEKA customer, we are pleased to bring you our 2014/2015 Direct-Container Early Buy Program. Following are guidelines for the program and should help you in planning your order. If you have questions, we're here to help you. Please contact us at our head office at 905.669.4255 or via email at [sales@bekacasting.com](mailto:sales@bekacasting.com)

### ORDER PLACEMENT:

To make certain that your order is accurate, we have instituted the following quality control procedure.

ACTION	TIME FRAME
Customer faxes order to BEKA	Day 1
BEKA inputs order.	Day 2 – 4
BEKA reviews and confirms order and alerts customer of any 'over/under' issues*	Day 3 – 10
Final order confirmation sent to customer. (No changes after final confirmation)	Day 4 – 10
Order is sent to China for fulfillment.	Day 5 – 10
Manufacturing/shipment/delivery (estimated at 12 weeks)	Day 10 onward

\* *Over/Under*: In order to maximize your purchase and ensure quality and value, we strive to achieve an optimum load capacity for each container. If it looks like your container is either too full or not quite at capacity, we'll work with you to adjust your order to arrive at an optimum level. In doing so, please bear in mind that only *full sets* should be either added or deleted.

### GUIDELINES:

- Orders placed by September 30, 2014 will receive a 5% discount on items.
- No discounts on Wicker products.
- There will be a **3-5%** price increase for **ALL** new or in-season/re-orders placed after September 30, 2014. Please enquire with us prior to placing re-orders to ensure you have our most accurate pricing.
- **2 collections only** with a maximum of 14 items, two frames colors and 1 fabric color per container.
- Cast and Wicker products cannot be mixed. Separate containers for each
- Delivery to you can be scheduled at your convenience, no earlier than 12 weeks from Final Order Confirmation, and **no later than December 31, 2014 for initial customer orders.**
- Minimum order is one full container. Sorry, no LCL containers are permitted.

*Please note: Although we strive to bring you the best quality possible, some damage/breakage of product during shipment is normal (@ about 1 – 2%). Once you've received your order, please report any damage to us immediately. We will do everything possible to correct the problem, replacing/crediting items as necessary. We appreciate your understanding and cooperation.*

### TERMS

- F.O.B. Shanghai, China.
- 30% deposit within **15 days of submitted final order(s)**, with the balance due 30 days R.O.D. To avoid any delays with your orders, please make sure that the deposit monies are submitted.  
*\*\*Orders will not be manufactured if the deposit is not received\*\**

**Note:** Freight, customs and duties are the responsibility of the customer.

***Thank you for choosing BEKA to be part of your business.***