

## **Canadian Pricing and Sales notes.**

**Canadian sales** – All FWC camper units are be freighted to our yard near Vancouver, B.C., Canada. Our Canadian customers are welcome to pick them up at the showroom or we can make arrangements for delivery to most areas within Canada for an additional cost.

**What is the CDC that I see on your pricing?** The Canadian Destination Charge (CDC) is a combination of costs associated with importation and freight of each unit to Canada. It is made up of the cost of freight, brokerage fees, and a Canadian importation documentation fee.

**Why do you have a Foreign Exchange Rate (FER) calculation?** As the Foreign Exchange rate changes daily it makes it hard for us to just set a Canadian price. Instead of setting a single Canadian price that may not show a realistic exchange rate we show all our prices in US\$. To keep Canadian pricing as close to actual US\$ pricing as possible we use the daily foreign exchange rate as found at our bank. It can be found at; <https://www.vancity.com/Rates/>. Find - 'Buying US dollars' for the rate.

**At what point is the exchange rate fixed?** We set the exchange rate (FER) at two points during the production and payment process. The first rate is set when we take your deposit. This is calculated and based on receiving your deposit within five days. The final rate of exchange is set within five days of completion of the sale and delivery of your unit. This gives you the best chance at getting a good rate of exchange and in most instances evens out any fluctuation in the rate. It should be noted that if you prefer to know the set rate it is best to pay in US\$. Whatever currency your deposit is paid in the final payment must be the same.

**What are the requirements for payment?**

Deposit; 10% deposit at time of contract signing. 40% deposit prior to start of manufacture.

Please Note; If manufacture date and initial deposit are less then 8 weeks apart we will require the full 50% deposit in the initial payment.

Final payment; 50% plus any taxes (HST, GST, PST where required). Delivery (if required) and any installation charges are also payable at this time.

**Why do we have to pay 50% deposit?** The Manufacture requires it.

**What forms of payment do you accept?** We require payment by wire transfer, or bank draft, with the following exceptions. For the initial 10% deposit - to a maximum of C\$ 2000.00 - we will accept Visa or MasterCard. For any other payments we will accept these cards but will require a 3% surcharge.

**To avoid the exchange rate differential, can payment be made in US dollars?** Yes, we will accept your payment in US\$ as long as it is negotiable at a Canadian banking institution.

**Are the prices negotiable?** No. Your opportunity to deal factory direct and receive the same factory direct pricing - through the Canadian distributor - provides you the lowest possible price. We do not negotiate prices. We want to provide you the best possible service and the most knowledgeable sales staff, without the high-pressure sales environment.

**Canadian prices reflect different requirements as well as the additional freight, brokerage, importation and exchange rate costs.**

**Morrissey Industries Ltd. Four Wheel Campers Canada**

Email; [fwcc@shaw.ca](mailto:fwcc@shaw.ca) Phone; 1-866-553-9758

**SALES CONTRACT**

**Morrissey Industries Ltd. - Four Wheel Campers Canada**

161 Strong Rd., R.R. #1 Anmore, B.C. Canada V3H 5E9.

Phone: 1-866-553-9758 Fax: 604-469-9875 Email: [fwcc@shaw.ca](mailto:fwcc@shaw.ca)

Name : \_\_\_\_\_ Address: \_\_\_\_\_

City: \_\_\_\_\_ Province: \_\_\_\_\_ Postal Code: \_\_\_\_\_

Phone Home: ( ) \_\_\_\_\_ Work: ( ) \_\_\_\_\_ E-mail: \_\_\_\_\_

**Vehicle Information;**

Make: \_\_\_\_\_ Model: \_\_\_\_\_ Year: \_\_\_\_\_ Cab style: \_\_\_\_\_ Bed style/size: \_\_\_\_\_

Layout; Dinette \_\_\_\_\_ Settee/Bed \_\_\_\_\_ Date: \_\_\_\_\_ Sales: \_\_\_\_\_

Colour Fabric: \_\_\_\_\_ Requested (not guaranteed) delivery date; \_\_\_\_\_

<b>Camper Model:</b> _____	<b>Quoted in US\$</b>	<b>Payment schedule:</b> All Prices unless noted are in US\$.
	<b>Price:</b>	
<b>Options:</b> From attached worksheet. (Schedule A) Number; _____	US\$ _____	<b>Camper + options + CDC: Total US\$:</b> _____
<b>CDC</b> (Vancouver, B.C.)	US\$ _____	<b>Deposit 10%:</b> _____
(Auburn, Ont.)	US\$ 1235.00	<b>Deposit 40%:</b> _____
<b>Total</b>	US\$; _____	<b>Total Deposit:**</b>
<b>Tax</b> GST _____		<b>US\$:</b> _____ = <b>CS:</b> _____
PST _____		<b>FER (CS/US\$ Exchange Rate Factor):</b> _____
HST _____		<b>Outstanding Payment US\$:</b> _____
<b>Grand Total</b>	US\$ _____	<b>Tax GST/PST/HST US\$:</b> _____
		<b>Balance due at delivery **</b>
		<b>Total US\$:</b> _____
		<b>FER (CS/US\$ Exchange Rate Factor):</b> _____
		- to be calculated within 5 days of completion of sale.
		<b>Total CS:</b> _____
		<b>See notes below **</b>

**Notes:** \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_

**Customer signature:**  
 X \_\_\_\_\_ Date: \_\_\_\_\_

\* Any changes to this contract must be made by a written and signed (by both parties) "Change Order". \* Four Wheel Campers (FWC) reserves the right to make product changes without notice. \* Cancellation of an accepted agreement will incur fees up to the full amount of the deposit. \* This contract constitutes the entirety of the agreement between the customer and FWC and Morrissey Industries Ltd. (MIL) \* Customer must remove tailgate, bed liner, topper, etc. from truck and clean all sand, dirt and mud from beneath chassis and frame, prior to FWC Camper installation or further expenses will be incurred. \* Any modification made to product after receipt/delivery to customer may void warranty and will release FWC and MIL of any liability.  
**\*\*Please note; If manufacture date and initial deposit are less than eight (8) weeks apart we will require the full 50% deposit in the initial payment. \*\* All payments must be in the same currency**  
 \*Delivery and installation are not included in the above price.

Customer, please initial that you have read the above info, that in the adjacent box and on the reverse of this page:  
 \_\_\_\_\_

**Please make cheques payable to: Morrissey Industries Ltd.**

**\*\* All payments must be cashiers cheque or bank draft. Final payment is due upon delivery of Camper unit.**