



Dr.EW Johnny Heikell
Soukan rantatie 68 B
FI-02360 Espoo
FINLAND

CONDITIONS OF SALE

In-house seminar "Helicopter EW"

(Stand: June 2009)

- **The price** for the four-day in-house seminar is **€7,500 plus travel expenses and cost of course material** for a maximum of 10 seminar participants. Additional participants at **€250 each plus cost of course material**. Prices are exclusive of taxes and fees imposed by authorities in the Customer's country.
- **The price** for an optional fifth day is **€1,500** plus costs for an additional hotel night.
- **Travel expenses:** The instructor travels tourist class and lodges in business class hotels. The need for hotel nights is 4-5 nights in Europe and 5-6 nights outside Europe, unless otherwise is agreed. Airport and local trips are mainly by taxi.
- **Course material** will be delivered by courier service (DHL, FedEx, TNT, etc.) in advance. The course material consists of paper copies in color, placed in a binder, of the 400+ slide PowerPoint presentation. Soft copies of the material are not part of the agreement. The Customer shall name a local contact person to whom the consignment will be addressed.
- **Terms of payment:** The basic fee of €7,500 shall be paid in advance, at least two weeks prior to the seminar. Payment for travel costs, course material, additional students, and possible local taxes and fees is due 30 days net after date of Seller's invoice (with 11% interest on late payment), which is presented after the seminar. Payments shall be transferred to the following Finnish bank account: Handelsbanken 313130-3182227, IBAN: FI8631313003182227, BIC: HANDFIHH.
- **Local arrangements:** The Customer shall ensure that local trade and other rules do not hinder the seminar. The Customer arranges a suitable seminar venue including overhead projector, mid-morning and afternoon refreshments, and possibility for lunch. The Seller provides the computer and files needed for the presentation (European power socket); the Customer shall reserve a spare computer for emergencies (with PowerPoint 2003 and CD-ROM). The Seller shall be notified of special local conditions in advance (e.g. remote location, facility restrictions, simultaneous major events, etc.).
- **Cancellation policy:** The Customer is liable for costs incurred to the Seller if an agreed seminar is canceled by the Customer; e.g. costs due to cancellation of air tickets and hotel rooms, seminar preparations, etc. The Seller reserves the right to cancel a seminar in case of extraordinary events beyond his influence, such as strikes, natural catastrophes, travel predicaments, political conflicts, instructor's sudden illness or death of a close relative, etc. The Seller is not liable for the Customer's costs if a seminar is canceled.
- **Refund policy:** Full refund will be made for advance payments if the seminar is canceled by the Seller.
- **Additional notes:** Fixed-price all-inclusive seminar packages can be offered for a specified number of participants at agreed locations.