



2010 Export Information/Terms

1. Production

Northstar has greatly benefited from lean manufacturing methods it has adopted and will continue to operate in this mode.

We have made great progress in production efficiencies and also the adoption of new technologies which produce higher quality and more consistent products.

Currently all our tube materials are CNC cut offering greater accuracy with our tubes.

80% of our FRP lamination for RIBs is now closed molded. Parts like hatches, consoles and other smaller FRP parts are now produced with RTM (Resin transfer molding) and a big majority of our hulls and decks are produced with Vacuum Infusion or LRTM. Both of these methods provide lighter, stronger and consistent laminates while reducing our environmental impact and providing a better working environment.

2. Models

Through an aggressive new model development scheme, Northstar is making an early introduction of 2011 model year products. Most of the '11 MY products will become available starting March 2010 and onwards.

There are substantial changes and model revamping taking place at Northstar. One of the key changes involves model name designations; they are now metric.

2011 model range is listed on the attached price sheet.

3. Ordering

Orders should be placed to either of the following persons – preferably to both:

Mr. Atilla Tümay – Sales Manager – atilla@northstarboats.com

Mrs. Hilal Kaya – Assistant Sales Manager – hilal@northstarboats.com

Also, please note, the plant will not accept phone orders and the communication will be in English. All orders will need to be sent in the form of filled out "order forms" (attached) and they must be e-mailed. You will receive the form back as an order confirmation with hull numbers, cost and delivery date in a maximum of 2 working days.

NorthStar AS

Mollafenari Yolu, Pelitli Köyü Mevkii, Gebze - KOCAELİ - TÜRKİYE
TEL : +90 262 751 26 86 FAKS : +90 262 751 26 84
Web : www.northstarboats.com e-mail : plant@northstarboats.com



We are still working to launch our internet ordering system and dealer intranet. You will be able to place your orders directly and will know when the boat will be produced and delivered. We will inform you in due course.

As explained earlier, NorthStar production system has been converted to lean production and we will produce no boats for stock. Therefore it is absolutely important to place orders in a timely manner.

Important note:

Due to variances in preference on steering choice among markets (mechanical, hydraulic, no steering, etc) we will need each and every order be entered with the choice of steering system. Standard boats do not include steering system unless specified. So please specify either Hydraulic or mechanical with your orders.

4. Shipping and Freight

The dealer needs to inform the shipping mode requested at the time of ordering the boats and Northstar will search for the best transport cost available.

Transport and insurance will be paid by the dealer. If no other instruction is given, we will automatically add transport insurance at the cost of 0.6% of the ex-works value for all shipments.

A standard documentation and handling charge of € 60.- will be added to all export invoices starting from April 1st, 2010.

5. Finance

Terms of sales are 60 days net for all regular invoices. This necessitate that each and every NorthStar customer willing to use these terms will need to be approved by our Export Insurance Company. To be approved, you will need to fill the attached "Account Approval" form – not available for certain countries.

For those, wanting to sort their own financing, there will be a prepayment discount of 1%.

6. Prices

NorthStar will be changing from a discount based price list to a net export price list. We do realize that, even in neighboring EU countries cost of landed products may vary. We expect that dealers set their own retail prices according to the realities of their markets.

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Early Bird discounts – additional – valid for orders to ship before 31.12:		
September	+5%	120 days
October	+3%	120 days
November	+2%	90 days
December	0%	60 days
January and on	0%	60 days
Prepayment discount	+1%	0 days

If the order cannot fill a truck (container or flat rack) a 6% handling fee will be added to the invoice.

- **For boats which need to ship by sea (flat rack) or low bed truck – over 25ft (260, 265 and 320):**

A down payment of 30% is required at the time of ordering. Balance needs to be paid as other boats. An order will only be entered and confirmed upon receipt of the 30% down payment.

7. Engine packages

Northstar will be offering Mercury engine packages for some certain HP levels. When an engine package is ordered, the boat will come pre rigged with remote control and gauges (RPM, Speedo, Volt, Trim). In case of a twin engine order, tie bar will also be supplied.

Engines will be shipped loose by the boat. Quantities at this price limited.

OUTBOARD	SHAFT	PRICE
F25 EFI	S	€ 3,255.-
F30 ELPT EFI	L	€ 3,720.-
F40 ELPT EFI	L	€ 4,300.-
F50 ELPT EFI	L	€ 4,500.-
F60 ELPT EFI	L	€ 4,735.-
75L OPTIMAX	L	€ 5,900.-

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90L OPTIMAX	L	€ 6,255.-
115L OPTIMAX	L	€ 6,600.-

8. Professional Products

Northstar has an independently running Professional products division which has produced some very successful products for Coast Guard, Navy, Army and Police duties. Our abilities are not limited to above and we can design and produce various working RIBs. For non standard product requirements please contact:

Mr. Murat Kaya – Pro Dept. Manager – murat@northstarboats.com

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