Mutual contract

Non ( exclusive ) distribution agreement

Effective th Jan 2024

Between

Haecker Automation GmbH

And

GANA

Preample:

Both parties hereby declare to have the serious intention working close together in a long termed partnership, based on mutual trust, honesty and outspokenness targeted to increase the market-share of the manufacturers products and the turnover of the sales partner in the country/area listed above.

NDA

In case customer request NDA, Haecker review and keep confidential based on customer document.

Sample evaluation:

In case, sample is necessary, Haecker organize someone who carries on Sampling.

As soon as sample arrival, within 72 hours, provide sampling target schedules e.g 1 weeks, 2 weeks.

Sample sending by GANA, Sample sending back by Haecker

Sampling cost, in case invest machine, do free of charge.

Sampling report, after sampling, providing sample result in document.

Quote:

Quote provide within 72 hours since request.

Quote is divided initial budgetary quotation, which is rough configurations and price for initial review for investment by the customer side, and interim quote, and final quotation with full and customize quote with the result of sample evaluation or without in case skipping over by the customer.

For interim quotation, due to customers request by end user or customer purchase department,

It could ask several times, for this Haecker release quote within 72 hours since request.

Items below,

* Prices: 20% of list price, 15% of part list price from Quotation,
* Terms: ex work (others), flexible payment by end customers (30/60/10 or 50/50 or 100 after FAT)
* Discount: Markup (adjustable from list price)
* Warranty: 1 year after FAT
* Country of origin: after EUFTA, Haecker provides its authorization number and related sentence from originality of the product or part, or machines.
* Installation : for the first machine, Haecker organize to dispatch engineer for installation and training for 1 weeks or 2 weeks in customer site.
* After further installation, cost will be shared or adjust percentage of it after FAT.

P.O

After order released by the customer, Hacker provides its order confirmation within 72 hours working days after receive.

Manufacturing

GANA chart: after order received, Haecker provides general gant chart for manufacturing schedule

As well as preacceptance schedule ( before shipment )

Pre-acceptance

Haecker provides hotel reservation for pre-acceptance test procedure

Haecker provide acceptance plan in written document at least 4 weeks in advance

After PAT, provide shipment details in document to GANA.

Communication

For emailing or telephone conversation dealing with technical and general items asking by GANA, Haecker Replies without delay (48 hours reply)

Other update

For market application and newly updated machine and parts, share without delay or let GANA knows in advance

Duration

Every 2 years update mutually to adjust items by items.

Others,

For sales and engineer training and sales expectations, please, comment or state so that both parties are work together with firmly.

Participation show

Duties of distributor

Important

Miscellaneous