



## Lanzoni s.r.l.

Via S. Prospero, 32 A/1  
40026 Imola (BO) - Italy  
tel. +39 0542 614010 - fax +39 0542 614012

Cod. fisc. 03744640370 - Part. IVA 00803591205  
Isr. Trib. BO n. 60875 - C.C.I.A.A. BO n.312947  
info@lanzonisrl.com - http://www.lanzonisrl.com

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### GENERAL SALES CONDITIONS

#### OFFER

The CLIENT must send a fax-email with a request for an OFFER of products that he or she is interested in specifying the PRODUCT CODES AND DESCRIPTION as indicated in the catalogue on the web site [www.lanzonisrl.com](http://www.lanzonisrl.com).

#### ORDER

After reading the OFFER and the conditions included in the document, the CLIENT must send a PURCHASE ORDER via fax-email (preferably on its company letterhead) including the PRODUCT CODES AND DESCRIPTION requested with reference to the number and date of the OFFER.

The client must also send a document including the COMPANY NAME AND BANK CODES (swift code) in order to set up a bank exchange network after verifying the credit institutes of both parties.

#### CONFIRMATION OF ORDER

Upon receipt of the order, Lanzoni will send a CONFIRMATION OF ORDER via fax-email that must be returned STAMPED AND SIGNED by the client as confirmation of the products ordered and as acceptance of the conditions for transport, payment and other conditions established and described in the sales report included in this document.

#### DELIVERY

The delivery times are as follows:

1. Up to 2000 m (n. 2 pallets x 1000 m) – 10 working days
2. From 3000 m to 5000 m (n. 3/4/5 pallets x 1000 m) – 20 working days
3. From 6000 m to 10000 m (n. 6/7/...10 pallets x 1000 m) to be agreed upon

All three conditions are subordinated by the confirmation date and the conditions of the orders.

#### PACKAGING

The goods, once contained in boxes as described in the PDF catalogue, will be packed in pallets (n. 1 pallet = 1000 m) and immobilised on the pallet using flexible film and/or binding with a neutral seal.

The packages will then be photographed using a digital camera and sent via email to the client before delivery as confirmation of the integrity of the goods.

Any packaging that is different from what described above will be evaluated and discussed with the CLIENT and quantified with an extra cost.

#### TRANSPORTATION

The type of transport means and/or carrier chosen, relative transport and/or carrier costs and any insurance costs for the goods must be paid by the Client. The client will be totally responsible in case of irreparable damages to the packaging and the goods contained inside during transportation to the client's warehouse.

During loading photographs of the goods will be made using a digital camera showing the mode and status of the positioning of the packaging onto the carrier. The photos will be sent to the client via email as a total GUARANTEE of the integrity and safety of the goods before dispatch.



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The CLIENT will be notified via fax-email that the goods are ready for delivery at least 48 hours (or at a time to be agreed upon) before dispatch. The notification will contain the number of batches, weight, cubic metres (size and cubic weight of the packages) in order to facilitate placement and final payment.

### PAYMENT

In the sales agreement with the CLIENT, the prices and bank transfer currency for payment (deposits on orders and final payments on invoices) will be in €/EUROS.

For invoices of sums less than € 5,000.00 euros (five thousand) payment must be made as follows:

- 30% deposit of the total amount via BANK TRANSFER upon confirmation of order (stamped and countersigned as described in previous paragraphs) and the FINAL AMOUNT to be paid via BANK TRANSFER when the goods are ready IN OUR WAREHOUSE BEFORE DISPATCH.

For invoices of sums between € 5,000.00 euros (five thousand) and €10,000.00 euros (ten thousand) payment must be made as follows:

- 40% deposit of the total amount via BANK TRANSFER upon confirmation of order (stamped and countersigned as described in previous paragraphs) and the FINAL AMOUNT to be paid via BANK TRANSFER when the goods are ready IN OUR WAREHOUSE BEFORE DISPATCH.

For invoices of sums greater than €10,000.00 euros (ten thousand) payment must be made as follows:

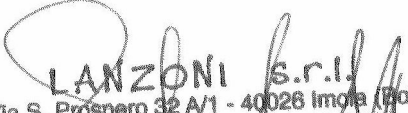
- STANDBY LETTER OF CREDIT, which must be sent by the Client's bank to: BANCA CREDITO COOPERATIVO RAVENNATE E IMOLESE swift ICRA IT MMF20 together with the return of the confirmation of order.

Failure to fulfil one or more of the sales conditions (confirmation of order, payment deposit, letter of credit or other supporting documentation) will lead to the cancellation of all orders and/or confirmation of orders made by the CLIENT.

In the case of payment via LETTER OF CREDIT, a draft of the letter must be sent via fax or email before the CLIENT gives his or her credit institute authorisation for opening the letter, in order to make any bilateral modifications of the documents requested in these sales conditions so as to limit added bank costs and/or other non-specified costs.

Changes to the payment modes of this sales agreement will be made once the sales rapport is consolidated and only at our discretion.

We require knowledge of any other sales documents that need to be attached on your behalf or for the country of destination (for example, a certificate for the CHAMBER OF COMMERCE REGARDING GOODS ORIGIN and all other sales documents (orders, confirmation of order, invoices, payments, transportation documents) AUTHENTICATED BY THE EMBASSY OF THE COUNTRY OF DESTINATION present here in Italy with further added costs to the sales agreement.

  
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