

In the context of pandemic alert and the state of emergency, having unpredictable economic effects, a decrease in turnover of min. 9% is estimated for 2020 compared with 2019.

I. CONTRACTUAL POLICY

CONTRACT TYPES :

DOMESTIC MARKET CONTRACTS:

Dealer type contract

General type contract

Strategic type contract

Comision type contract

EXTERNAL MARKET CONTRACTS:

Purchase agreement

Comision agreement

II. PRICE POLICY

TYPE of DISCOUNTS:

- **Trade discounts**
 - **Contractual discounts** –are granted based on contracts- for annual turnover of 10.000 - 2.200.000 EUR.
 - **Item discounts** – are granted based on amount ordered and product type
- **Financial discounts** –are granted for advance payments.

III. PROMOTION POLICY

- Domestic exhibition - direct or indirect (through dealers or direct offers) - participation

	Fair theme	Place	period
1	CONSTRUCT AMBIENT EXPO	BUCHAREST	April 2020
2	METAL SHOW & TIB	BUCHAREST	May 2020
3	BIFE- SIM	BUCHAREST	September 2020
4	DEMO METAL	BRASOV	November 2020

- Foreign exhibition – direct participation

	Fair theme	Place	period
1	GRIND TEC	AUGSBURG/GERMANY	March 2020

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