

General Manager: Viorel POPOVICIU

Objective: 12% increase in turnover compared with 2023.

I. CONTRACTUAL POLICY

CONTRACT TYPES :

DOMESTIC MARKET CONTRACTS:

Dealer type contract

General type contract

Strategic type contract

FOREIGN MARKET CONTRACTS:

Purchase 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	AMBIENT CONSTRUCT EXPO	BUCHAREST	March 2024
2	METAL SHOW TIB	BUCHAREST	May 2024
3	TIB	BUCHAREST	May- June 2024
4	DEMOMETAL VEST	ARAD	June 2024
5	BIFE SIM	BUCHAREST	September 2024
6	DENTA / ROMEDICA	BUCHAREST	October 2024
7	INDAGRA/ INDAGRA FOOD	BUCHAREST	November 2024
8	DEMOMETAL BRASOV	BRASOV	November 2024

- Foreign exhibition – direct participation

	Fair theme	Place	period
1	GRINDING HUB	STUTTART/GERMANIA	May 2024

Sales Manager
Liana GIURGIU

