



**Objective:** 5% increase of sales volume- compared to 2018.

## I. CONTRACT POLICY

### CONTRACT TYPES :

#### **DOMESTIC MARKET CONTRACTS:**

*Dealer type contract*

*Dealer type contract -monitoring phase*

*General type contract*

*Strategic type contract*

*Comision type contract*

#### **EXTERNAL MARKET CONTRACTS:**

*Purchase agreement*

*Comision agreement*

## II. PRICE POLICY

### **TYPE of DISCOUNTS:**

- **Trade discounts** –are granted based on contracts- for annual turnover of 10.000 - 2.200.000 EUR.
- **Financial discounts** –are granted for advance payments.
- Depending on the amount / product type / order are granted trade discounts per items.

## III. PROMOTION POLICY

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

	Fair theme	Place	period
1	CONSTRUCT AMBIENT EXPO	BUCURESTI	March 2019
2	METAL SHOW & TIB /INVENTIKA	BUCURESTI	May 2019
3	BIFE- SIM	BUCURESTI	September 2019
4	DEMO METAL-METAL SHOW	BRASOV	November 2019
1	CONSTRUCT AMBIENT EXPO	BUCURESTI	March 2019

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