

SHOPPING GUIDE NOT ONLY IN e-STORE www.konektor-kabel.cz

OPERATED BY THE COMPANY PEWTRONIC s.r.o.

VALID FROM 5th JUNE 2017

I. Introduction

This document builds on the BUSINESS TERMS AND CONDITIONS OF THE FIRM PEWTRONIC S.R.O. (you can find link here: http://www.pewtronic.com/wp-content/uploads/2017/07/Business_condition_PEWTRONICsro.pdf) and further specifies some procedures to make a purchase and also pricing policy. This document also describes how to create an order in e-STORE. The document is valid for customers from Europe and other world.

II. Discount policy

From mid-2014, we chose a transparent model of loyalty discount allocation based on customer's sales and business potential. We also added motivational discounts, which together with the previous one can reduce the basic selling price by up to 15%. **From July 5th 2017, was set quantity discounts for most products, which are automatically combined with the discount model below. That's why lots of items are at extraordinary prices...**

- Levels for individual discounts based on previous purchases.
Total purchase up to 10.000 CZK.....Discount for next purchase 0%
Total purchase 10.000 – 20.000 CZK.....Discount for next purchase 2%
Total purchase 20.001 – 100.000 CZK.....Discount for next purchase 5%
Total purchase 100.001 – 400.000 CZK.....Discount for next purchase 8%
Total purchase 400.001 – 1.000.000 CZK.....Discount for next purchase 11%
Total purchase 1.000.001 CZK and more.....Discount for next purchase 13%
- **Reward for purchase via e-STORE, when our administrative powers are spared is 1 % discount of the total amount**
- **Payment within 5 days of issued invoice is another discount for the registered customers and is calculated as 1 % discount of the total amount. This discount does not apply to the first trade, cash on delivery and invoices with a total amount of less than 15 000 CZK without VAT. You can consult the payment process and necessary accounting records with the accounting department e-mail: ucetni@pewtronic.cz**
- Please note, that some items will be fixed at a fixed price without the possibility of individual discounts. We reserve the right to not notify customers of it.

- The above discounts apply to invoice maturity up to a maximum of 20 calendar days from issuing. If a customer requests for a longer maturity period, he can be transferred to a lower discount group.

III. Description of the e-STORE

e-STORE was created to promote and sell goods and own products. The benefits of an e-STORE is to make the customer's request faster and better information about our products and services. Goods and order information are connected online with our internal information system. This allows you to inform about the prices and availability of the offered goods, but the main advantage is automated collection of orders and subsequent order processing. The subject of trade are passive materials for the construction of professional cable and radiorelay connections. This includes the necessary accessories for their physical assembly. It also belongs specific materials for installation in telecommunication switchboards focused on power supply, cable interface and their arrangement. A part of the offered goods also consists of cables with terminals for special applications.

e-STORE also fulfils the function of an electronic catalogue and offers a structured categorized list of items, their name, picture, order number PLUxxxxxx, detail, files for download, amount in stock, search option and filtration. The picture is always a product photo. The picture is always a product photo, captured to show its manufacture in realistic way. If the picture does not correspond to reality, there will be an alert to illustrative picture in the text. e-STORE will offer to registered users a display discount price at the assigned levels. For each product, this associated discount is indicated preview image and in detail is marked as an action discount with the calculation of the deposit. **Loyalty discounts are not counted with discounts for action products or special sale prices. An action discount is always preferred, although is not more advantageous necessarily!** Another advantage for registered users is the possibility to add specific products to "Favorites" and to have them in the list. The shopping cart "remembers" the inserted items for 10 days. In the "My account" section you will find your favorites, Previous orders, and the options to edit your address information.

IV. Registration and access to the user's e-STORE section

Everyone interested in our products can register for the e-STORE. Registration is created by using a form, which is located on e-STORE website (at the top right – "Register"). If you want to create a registration for your own company, you must tick the box "Register as a company". Whatever you choose, is required to fill in all required data marked with "*". After completing the form send with the button "Register as...." Then will come a registered email confirms successful registration with your data. Now you can make orders in e-STORE already as a registered user. See the next paragraph for more information. In case of discrepancies, we will always contact you. If you have a problem with creating accounts, you can call in working hours to the Sales Department: +420 382 201 920 or e-mail: obchodni@pewtronic.cz

V. Buying

Buying in the e-STORE can be done by registered user, but also unregistered user. A registered user can use benefits and bonuses of previous purchases (more in paragraph II.). Every user has access to all the goods and also to all the documentation and data on the specific product.

In e-STORE you can search for goods using a search engine into which the specific product name will be written. Another option is "Advanced Search", where you can enter not only the name but also the Manufacturer's catalog number, Seller's Stock No (PLU), Category or Main selector. The last option is to search goods through categories of goods - a horizontal menu that will guide you through the groups of e-STORE. Items are listed in the catalog by specialization, so the knowledgeable buyer is led to a successful purchase.

In the detail of the product it is possible to see if the product is in Stock, Delivery time, usually Delivery, MOQ, Catalog number, PLU, Main parameter, Guarantee, Price and Amount prices, **which are always given without VAT**. After selecting the product in the required quantity, it is possible to switch immediately to the shopping cart or continue Buying. If you opt for the "Go to the shopping cart", you can still here change required amount of selected items. If you are satisfied with the contents of the Cart, you can go to the Checkout - to complete the ordering information. More in paragraph VI. **For cables with assembled ends you can order the length according to your requirements. Easily insert selected item into your cart and in "Comment" box write the desired length. We will tell you recalculated price and adjust the price in the order as soon as possible. We will start order processing your approval of the changed prices.**

We reserve the right to charge a handling fee for rewind metric cable winding outside the nominal winding. It is usually mentioned at the item.

VI. Passing through cashier

After completing the contents of the Cart, use the button "GO TO CHECKOUT" and get to the section "Delivery and Payment", here you have to choose the county or region of delivery. **Country selection must be the same as the delivery address in the next section of the checkout**, otherwise, you will not be able to continue to "Order Summary". With the selection of the state, they will always be offered Transport options, which correspond to the total weight of the consignment. It is also possible to choose a personal pick-up with option "Collection at the branch". You can also choose a form of payment. This option is only for registered customers. Unregistered customers can use just option "Bank credit transfer, ADVANCE PAYMENT". More information about payments you will find in "BUSINESS TERMS AND CONDITIONS". On the right of screen is Order Summary, where you can check the sum of the prices.

To confirm all the data, click the button "Continue". Then you move to the section "Personal data" and here you fill invoice a delivery data. If you have filled out all the necessary address information to complete the order, click the button "Continue" – to move to the last section. If you are a registered user, all your data will be automatically completed.

If you do not want to change your delivery address and so on, there is no need to fill the data again.

Last section of Checkout is "Order Summary". That will allow you to check all your data and eventually write a short note into the box "Comment" (length of cable, delivery priorities, etc.). The last step is to check the box "Souhlas S Obchodnimi Podminkami" / "I agree with the business condition". Then, you are allowed to finish the order by button "Finish", which means sending a binding purchase order. The order is sent for processing and the buyer receives a copy of the order to registered emails. This notification message is a confirmation of receipt of the order. You can then track the order status through your customer account.

VII. Tariff of Transport

From June 5th 2017 we always offer more types of transport by destination and the Buyer chooses the most advantageous for him. Unfortunately, we cannot create a pricing table for all carriers, destinations and all goods weights. This table would be very confusing.

For pallet shipments, a fee is included for the pallet itself and is marked as "Handling"

In case of high price of ordered goods (over 50 000 CZK), we always negotiating additional good insurance. Costs for insurance will be added to the transport cost.

Dipl.Ing.Pavel Pewner, CEO, 4th July 2017 Písek, Czech Republic