

Dear Sirs,

We are very interested in your full range of products.

Can You pls send to our Hq , full doc and export pricing .

Preferred: in English /doc on paper(double) + electronic+pricing+oem discount+terms (deleverytime/payment/warranty/)

We are **Mic-group**

- **EtapYachting**
- **Mic Industries**
- **Mic Electronics**
- **Xtech**

- Leisure group division:



- **EtapYachting** , Sailing Yachts from 20 – 50 feet
- Motor Yachts

(we are the only world manufacturer of **unsinkable** sailing yachts in the world; expected annual production quantities of yachts: 1000 /year.)
(www.etapyachting.com)

- Industrial products division :



- **Gemini** generators from 2 – 7000 kva,
- Gemini windmills from 0.5 to 50 Kw
- Gemini Invertors



- **Michigan** Compressors from 1 – 200 Hp)



- **Kjellberg** welding and cutting machines
(www.mic.be)

Industrial distribution

- Engines gasoline and diesel
- Electrical motors
- Electrical equipment
(cable/switches/cee plugs/contactors/etc)
- Batteries
- Rubber hoses
- General industrial products

- Software division



- **Universe** E.R.P. and manufacturing software
(www.xtech.be)

Manufacturing and distribution : - divisions

- **Belgium** (Lokeren) (hq ,purchasing ,manuf. and general sales)- Europe
- **Poland** (Stettin) (manufacturing and sales east europe) – Eastern Europe
- **India** (Chertala/Cochin) manufacturing and Pacific sales – Pacific

We are very much interested in your overall production program, for our manufacturing and sales (on oem – base).

Ordering and invoicing can be from Belgium, Poland or India ; depending from your possibilities or wishes.

Pls send us urgently full catalogues and export price list for reasonable quantities.

For our records, and easy working, pls fill in annex supplier file .

Nice greetings,

Toni de Pape
Purchasing manager;

Full address :

Mic group

Dykstraat, 15

Be – 9160 Lokeren

Belgium

Tel : +32.9.348 48 46

Fax: +32.9.348 95 16

Email : info@mic.be

Ref:474-966

Our Policy

Our purchasing strategy is to develop **long lasting relations** with our suppliers.

Some of our suppliers are still from the beginning in 1970 our basic support.

Our basic elements concerning suppliers;

A/ **Quality** is our first aim

B/ Price is important but will be yearly evaluated.

For 5% difference , we agree; 10% difference: we make a serious evaluation; 15% difference, we change from supplier as far as the quality and basic terms are equal.

C/ All incoming offers, without price will not be evaluated , as comparison without price makes no sence at all ,and we are loosing our time. In all cases , there must be price examples be included for most common items, eventually for reference only.

D/ Very important : In case of **Service related items** ,we will never start working with any supplier , when basically agreed , when spare parts drawings and full spare parts price lists are not directly from the shelf available and these must be in our hands before the first delivery. (sparepart prices are also a basic criterium for evaluation of suppliers.)

E/ When working with subcontractors; they must sign a non disclosure agreement for never distributing or copying our designs .

F/ If started, we want a fixed agreement for direct delivery and invoicing, at all times , what is concerning spare parts for a period of at least 10 Years , and this at the normal pricing from the beginning, corrected with inflation and standard world situation.

G/ In 99% from cases, we work only with the direct manufacturer or his own branch ; as this is our best warranty for competitive pricing and service related questions;

H/ Our basic strategic purchasing place is Lokeren, Belgium but deliveries and/or invoicing can be up to the agreement, in **Belgium, Holland, Poland or India** .

Supplier File
Company name
Legal form
Street + number
Zip code + city
Country
Tel (general)
Fax (general)
Web home page
Email (generaladdress)
Email contact person
Gsm contact person
Direct telnr contact person
Skype
Contact person
Number of employees
Range of production
Special features of your technologies
Some references
Remarks
- Your latest catalogue : pls send by post : (also you can mail us, but preferred is email + a posted catalogue)
date latest catalogue :
- Your latest price list : pls mail (info@mic.be) ;or send by post ;
- Ps: if possible price list in excel format; with :itemnr/description E/ +different languages if available/ list price/ oem discount/ packing quant./ group of products(if possible)/
- Very important: in case of service products;
- Spare parts drawings available :
- Full excel spare parts price list available:
- Payment Terms:
- Delevery terms (fob,cif,etc;preferred =fob)
- Shipping harbour :
- Shipping airport :