

Roma/Padova, Luglio 2014

Accordo tra Confartigianato - Meccanica di Produzione e Hoffmann Italia Spa

Il seguente accordo ha validità dal 1° Settembre 2014 al 30 Settembre 2015. Alla scadenza della validità e sulla base dei risultati conseguiti sarà possibile rivedere e/o prolungare le condizioni pattuite. Non rientrano nei campi di applicazioni degli incentivi economici del presente accordo le aziende associate a Confartigianato già clienti di Hoffmann Italia Spa in data precedente alla stipula dell'accordo.

Benefici riservati a Confartigianato - Meccanica di Produzione

1. Contributo del 2% sul fatturato annuo realizzato dalle ditte associate con Hoffmann Italia + premio di fine anno pari al 2% in caso di raggiungimento di un target consolidato di 100.000€ da parte di tutte le aziende associate
2. Detti contributi saranno versati in ragione dell'80% alle Associazioni Territoriali ed il restante 20% all'Organizzazione Nazionale
3. Confartigianato Meccanica di Produzione comunicherà a Hoffmann Italia i beneficiari dei contributi

Servizi e condizioni economiche favorevoli riservate alle **ditte associate** a Confartigianato.

- **Seminari tecnici gratuiti** su base territoriale/provinciale/regionale o settoriale da realizzarsi a cura degli esperti di Hoffmann Italia Spa su argomenti di volta in volta definiti insieme (servizi di Garant 360° Tooling, tecnica di asportazione truciolo, e-procurement,);
- **Sconti speciali:** sconti speciali riservati alle ditte associate, da applicarsi ai prezzi lordi indicati nel catalogo generale Hoffmann in vigore al momento dell'ordine (*);
- **Sconto extra del 2%** per gli acquisti effettuati sul sito eShop di Hoffmann Group all'indirizzo: <http://eshop.hoffmann-group.com/index.php>.
- **Premio extra di fine anno pari al 2%** in caso di superamento di 15.000€ di fatturato annuo della singola ditta associata con Hoffmann Italia. Condizione sospensiva: regolare pagamento di tutte le fatture alla scadenza
- **Customer Service dedicato**, un'unica persona di riferimento per tutte le richieste di informazione commerciali da parte di Confartigianato e ditte associate.
- **Resa: porto franco per ordini di almeno 150€**
- **Pagamento: Ri.ba. 60gg.**

Benefici riservati a Hoffmann Italia Spa

1. **Banner di Hoffmann Group** sul sito web www.confartigianato.it - divisione metalmeccanica di produzione.
2. **Mailing iniziale** delle condizioni economiche dell'accordo a tutte le ditte associate.
3. **Messa a disposizione dello spazio** per l'organizzazione dei seminari tecnici, previo accordo tra le parti.

Per entrambe vige infine la disponibilità a valutare eventuali altre iniziative di Co-marketing.

(*) costruiremo una tabella con sconti calibrati per clienti di elevato potenziale, altrimenti non accessibili alle ditte associate

Hoffmann Italia Spa



Confartigianato Meccanica di Produzione



Codice Cliente: 5XXXXXX
 Data: 01.08.2014
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CONFARTIGIANATO IMPRESE
 Via San Giovanni in Laterano, 152
 I-00184 ROMA

Sconti speciali

Catologo 45 2014/2015 anno valido dal 01.08.2014

Gli sconti indicati dalla seguente tabella saranno applicati su ordini di valore lordo superiore a EUR 50 ,--.

Fanno eccezione le forniture per gli articoli che a catalogo hanno un' apposita nota in merito. Per ordini inferiore a EUR 150 saranno addebitati EUR 9,90 quale contributo alle spese di spedizione e imballo.

Se il quantitativo ordinato é inferiore all'unità d'imballo indicata a catalogo, verrà calcolato un **sovrapprezzo del 20 %**.

I prezzi delle classi articolo (CA) che non compaiono nella scheda sconti si intendono netti.

CA Sconto %	CA Sconto %	CA Sconto %	CA Sconto %	CA Sconto %	CA Sconto %	CA Sconto %	CA Sconto %
1 Mono-truciolatura	12K 16,0	21I 14,0	24M 13,0	27G 7,0	29B 5,0	32V 8,0	4 Metrologia
11A 24,0	12L 13,0	21J 23,0	24P 15,0	27H 4,0	29C 5,0	32X 14,0	
11B 24,0	12M 17,0	21K 6,0	24Q 19,0	27I 11,0	29D 6,0	32Z 8,0	41A 16,0
11C 24,0	12O 17,0	21L 3,0	24R 19,0	27J 11,0	29E 2,0	33A 16,0	41B 14,0
11E 22,0	12S 18,0	21M 13,0	24S 13,0	27L 7,0	29I 15,0	33F 8,0	41C 14,0
11F 4,0	12T 17,0	21O 24,0	24T 19,0	27M 16,0	29J 2,0	33R 6,0	41D 7,0
11G 18,0	12W 22,0	21P 10,0	24Z 6,0	27O 11,0	29X 11,0	33W 16,0	41F 7,0
11H 26,0	12X 21,0	21Q 9,0	25A 35,0	27P 11,0	29Z 4,0	34A 8,0	41G 7,0
11J 11,0	16B 7,0	21R 11,0	25B 38,0	27Q 11,0	3 Tecnica di serraggio	34D 18,0	41H 14,0
11K 16,0	16D 15,0	21S 15,0	25C 35,0	27U 11,0		34F 10,0	41L 12,0
11L 13,0	16E 15,0	21T 22,0	25D 35,0	27X 11,0	34R 6,0	42A 15,0	42B 15,0
11M 17,0	16F 10,0	21U 8,0	25E 40,0	27Z 19,0	35A 23,0	42C 15,0	42C 15,0
11O 17,0	16G 29,0	21V 17,0	25F 34,0	28A 34,0	35D 10,0	42D 15,0	42D 15,0
11P 16,0	16I 24,0	21W 23,0	25H 35,0	28C 25,0	35G 10,0	42E 6,0	42E 6,0
11Q 5,0	16J 23,0	21X 9,0	25I 35,0	28D 30,0	35R 18,0	42F 6,0	42F 6,0
11R 14,0	16L 25,0	21Y 13,0	25J 35,0	28E 30,0	36A 8,0	42G 8,0	42G 8,0
11S 18,0	17A 17,0	21Z 8,0	25K 35,0	28F 28,0	36B 7,0	42H 13,0	42H 13,0
11T 17,0	17B 18,0	22D 16,0	25O 19,0	28G 10,0	36D 4,0	42I 7,0	42I 7,0
11U 16,0	17C 3,0	22E 16,0	25P 29,0	28H 23,0	36E 16,0	42K 11,0	42K 11,0
11V 14,0	18B 5,0	22F 21,0	25R 29,0	28I 23,0	36R 18,0	42L 14,0	42L 14,0
11W 18,0	2 Truciolatura modulare	22G 15,0	25S 21,0	28J 21,0	31R 18,0	43A 8,0	43A 8,0
11X 18,0		24A 23,0	25T 21,0	28K 10,0	31S 10,0	44A 18,0	44A 18,0
11Y 5,0	21A 24,0	24B 11,0	25U 29,0	28L 23,0	31T 9,0	44B 7,0	44B 7,0
12A 24,0	21B 12,0	24C 18,0	25W 29,0	28O 29,0	32A 16,0	44C 5,0	44C 5,0
12B 24,0	21C 9,0	24D 15,0	25X 21,0	28P 11,0	32D 10,0	44D 7,0	44D 7,0
12C 24,0	21D 11,0	24E 7,0	25Y 29,0	28Q 10,0	32H 10,0	45A 14,0	45A 14,0
12D 7,0	21E 18,0	24G 20,0	27A 6,0	28R 29,0	32K 16,0	45B 3,0	45B 3,0
12E 22,0	21F 6,0	24H 20,0	27B 11,0	28S 15,0	32L 18,0	45C 7,0	45C 7,0
12G 18,0	21G 24,0	24I 18,0	27C 15,0	28T 18,0	32P 6,0	46A 13,0	46A 13,0
12H 26,0	21H 7,0	24J 11,0	27D 18,0	28U 10,0	32R 6,0	46B 13,0	46B 13,0
		24K 11,0	27E 4,0	28V 21,0	32S 23,0	46C 12,0	46C 12,0
		24L 11,0	27F 4,0	28W 4,0		46D 5,0	46D 5,0

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Sconti speciali

Catologo 45 2014/2015 anno valido dal 01.08.2014

CA Sconto %	CA Sconto %	CA Sconto %	CA Sconto %	CA Sconto %	CA Sconto %
46F 18,0	6 Utensili manuali e di montaggio	73A 11,0	83S 3,0	96G 1,0	09R 10,0
46G 13,0		73B 11,0	83U 9,0	96M 7,0	09S 7,0
46H 9,0		73C 11,0	84A 9,0	96O 1,0	09X 7,0
46K 9,0		73E 7,0	84C 4,0	96P 3,0	09Z 5,0
46L 4,0		73F 5,5	86A 9,0	96S 1,0	
46M 7,0		73H 11,0	86B 6,0	96V 1,0	
46P 12,0		73K 11,0	86C 9,0	96Z 5,0	
46Q 2,0		73L 11,0	86D 9,0	97G 5,0	
46R 7,0		73M 11,0	86E 7,0	99K 5,0	
47A 3,0		73O 11,0	86F 9,0		
47D 4,0		73P 2,0	86H 9,0	0 Articoli per officina	
48A 7,0		73R 11,0		01A 10,0	
48B 18,0		73T 11,0	9 Arredamento industriale	01B 7,0	
49A 12,0		73U 11,0	91A 18,0	02A 10,0	
49D 4,0		73V 11,0	91C 5,0	03F 10,0	
49F 4,0		73W 11,0	91D 12,0	03G 10,0	
		73X 11,0	91E 12,0	03M 10,0	
5 Abrasivi	74B 5,0	91F 12,0	03R 13,0		
51D 10,0	76A 4,0	91G 5,0	03S 7,0		
51E 14,0	76B 11,0	91H 5,0	04B 5,0		
51M 14,0	76C 11,0	91I 5,0	04C 5,0		
51S 9,0	76D 11,0	91J 5,0	04D 2,0		
52A 11,0	76F 11,0	91K 5,0	04E 2,0		
52D 9,0	76G 10,0	91L 5,0	04F 2,0		
52E 13,0	76H 2,0	91M 1,0	04L 30,0		
52M 13,0		91N 3,0	04M 25,0		
52S 8,0	8 Utensili manuali e di montaggio	91Q 5,0	04P 20,0		
53B 5,0	81A 11,0	91R 5,0	04U 20,0		
53D 14,0	81B 7,0	91S 5,0	07A 16,0		
53L 14,0	81C 9,0	91T 7,0	07C 16,0		
53M 11,0	81D 11,0	91U 5,0	07E 8,0		
53T 15,0	82A 8,0	91V 18,0	08A 10,0		
53Y 12,0	82B 6,0	91W 5,0	08B 8,0		
54B 9,0	82C 10,0	91Y 18,0	08C 15,0		
55B 1,0	82F 9,0	91Z 5,0	08E 15,0		
55E 8,0	83A 9,0	92H 4,0	08G 5,0		
55F 18,0	83B 11,0	92S 8,0	08H 5,0		
55K 1,0	83C 9,0	92V 18,0	08J 15,0		
55O 16,0	83D 5,5	92W 8,0	08M 15,0		
55P 3,0	83E 9,0	93B 18,0	08P 2,0		
55S 18,0	83F 9,0	93H 18,0	08R 5,0		
55T 12,0	83G 9,0	93L 2,0	08T 15,0		
56B 5,0	83H 9,0	93O 12,0	08X 7,0		
56L 18,0	83J 11,0	93Q 5,0	08Y 2,0		
56M 14,0	83K 11,0	93R 5,0	08Z 10,0		
56V 14,0	83L 9,0	96A 12,0	09A 17,0		
56Z 14,0	83M 7,0	96B 5,0	09B 13,0		
57L 7,0	83R 4,0	96C 4,0	09G 15,0		
58Z 9,0		96E 9,0	09H 20,0		
	7 Utensili manuali e di montaggio				
	71A 4,0				
	71B 11,0				
	71D 11,0				
	72A 3,0				
	72B 10,0				
	72D 10,0				
	72E 4,0				
	72F 10,0				