

JINGE YANG

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De : Jinge Yang [mailto:seismowave_china@126.com]

Envoyé : lundi 25 janvier 2016 16:31

À : robert.glemot@groupe-glemot.com

Objet : Exclusive Agent Agreement

Dear Robert:

I am Jinge Yang, this mail address is just registered using the name of seismo, and it will be only for our connection. The attachment is the draft of the agent agreement, please check it. I have put some comment in the contents I have question. If you have any question and amendment for the clause of the agreement, please do not hesitate to connect me, thank you advance.

Best regards

Jinge Yang

Discussion en direct avec M Glemot via linkedin

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De : yangjinge_cnic [mailto:yangjinge_cnic@126.com]

Envoyé : lundi 11 janvier 2016 12:22

À : Nathalie OLIVIER

Objet : The budget of National Space Science Center, Chinese Academy of Sciences

Dear Nathalie:

The National Space Science Center agree to deal with us, and I can give you the end-user certificate in two day. But they applied the budget just with you quotation for Euro8,850 per MB3a. This situation is why I told you not to open price and quotation channel, especially for the Chinese end-user that need to apply to budget. And I wonder can you give us the facilitate for a discount for this order, which is very necessary for the implement for this order.

De : yangjinge_cnic [mailto:yangjinge_cnic@126.com]

Envoyé : lundi 11 janvier 2016 11:40

À : Nathalie OLIVIER

Objet : Re:RE: RE: Intention to be you Agent in China

Dear Nathalie:

Hi, in the process to come to an agreement. And I wonder can I start to register the new company, the name contain the words in Chinese that with the same pronunciation with Seismo Wave. This will save great time, once we come to the agreement, we can build the Chinese website quickly.

Best regards

Jinge Yang

Name Jinge Yang

yangjinge_cnic@126.com

公司名称 : CNIC

地址 : NO.6 Xizhimenwai Street Beijing

电话 : +86-010-88316645

手机 : +86-13811666580



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At 2016-01-05 02:07:07, "Nathalie OLIVIER" <marketing@groupe-glemot.com> wrote:

Dear Jinge Yang

Thanks for your reply.

I'm back from holidays.

We are interested about your proposition. We have now to discuss about the price policy for the products and accessories.

I understand that you need to be paid for the work provided

But we would like to show an international public price (ex works). It would be easier cause I could be (by accident) in relation with your customers (for example during an exhibition) and give them prices that would be different. Or (as it is currently) be contacted directly by the end user and give a quotation. So, we could work on a specific discount price for distributors (without taxes). The distributors would be free to add services SAV, guarantees, installations.... and taxes customs duty and so on

how much would be a commission rate on sales in your opinion ?

moreover, what do you think about a commercial franchise for seismo wave, would you be interested ?

I want to precise that it is an open discussion and please, feel free to give your opinion.

Have a nice day

Best regards

.....

Nathalie **OLIVIER**

Dear Olivier:

Thanks for your reply in Chiristmas Eve, and merry Christmas. Refer to you questions,

1. The new company will be invested by Instrimpex, and it is independent in finance and human resource. You may have recognized the China market is very big, but full of competitors, so a professional team will be very necessary for us to open this virgin land.

2. Basicly, we can put seismo wave into the name of the new company, and the final Chinese name also need to pass the examine of the related bureau in China.

3. As to the price of your products. I greatly recommand you do not open your quotation publicly, especially for the China Market. As the Chinese market is very complicated and different, most of our protential customer are under the administration of the government, and they have to apply for budget from the administrative department. And If you open you price, they apply budget according to your quotation without consideration of the cost of our company, they will have no money to pay us. And for these government founded Institute, before we come to the final deal, the government procurement bidding process is very necessary. In these bidding, a local compay need to attend the bidding with your authorization, so if the budget of end-user is the same with your quotation, there will be no profit for your distributor to attend the bidding and sign the final supply contract. From the order of Peter Wang, you must know the process for budget application is very long, If you outsource your sale in China to me finally, in the process for budget application, we will keep connection with the end-user, and help them to overcome the obstales in application, which will greatly increase the probility to win the budget, and this will make more business opportunity come to signed contracts.

4. Honestly, as to our experience in China markey, it is inadvisable to open price to the market, which will great distory the benefits of your distributor. I hope you can keep us to be your only channle to get your quotation and products in China, you can give us your Ex works price and price policy to us, we will give quotation to the end-user in China according to your quotation to us and your price policy. And I promise we will not give no restrain higher price to the end-users, the difference of two quotations will consist of our cost to finish the contract, the tax and reasonable profit and some other necessary fees.

5. If you indeed intend to open your price, I hope you can give us a discount on your open quotation and authorize us to the only Channle to supply your products. This will relatively better to protect our benefits than totally open your price.

And happy new year again, I hope your can consider my opinion seriously, and I am waiting for your reply.

Best regards

Jinge Yang



Name Jinge Yang

yangjinge_cnic@126.com

公司名称 : CNIC

地址 : NO.6 Xizhimenwai Street Beijing

电话 : +86-010-88316645

手机 : +86-13811666580

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在 2015-12-24 18:07:24, "Nathalie OLIVIER" <marketing@groupe-glemot.com> 写道 :

Dear Jinge Yang

Thanks a lot for those explanations that are very clear and comprehensive

I have some questions again

- 1- If you create a new company to sale the products from seismo wave, would it be affiliate to Instrimpex (group subsidiary) ?
- 2- For the brand name of this new company, would you like to use Seismo wave name ?
- 3- For the final price of the products, they are the same if we sale to a customer directly or to a distributor. Is the final customer agree to pay more for your intervention ? we have a tariff that is public (ex works) and the next step for us is to publish it on our website. What is your opinion about that ?

I'll be on holidays for Xmas time from this evening to January 3, but I'll reply anyway;

Best regards

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Nathalie **OLIVIER**

Marketing & Sales Manager

Dear Olivier:

Thanks for your mail. I just register this mail address, which will be only used for our communication. And please receive my apologize for the late reply as to the busy work at the end of 2015. According to your expectation for the agent in China, I think we have these advantage to finish your target well:

1. Instrimpex is one of the biggest enterprises that engage in the import and export of high-tech mechanical and electrical equipment. And you can get our information from our website <http://www.instrimpex.com.cn/Page/386/language/zh-CN/default.aspx>. We not only have great advantage and influent experience in import field, but also we have an excellent technical team for after sale assistant. And we are the distributor in China for many international enterprise with good reputation, such as GE, Bruker, Thermo fisher and so on.

2.As to the similar products, we import MB2005 infrasound sensor for Institute of Geophysics, China Earthquake Administration in 2008, which maybe the only cases that your product be used in China, and you can get contract in attachment. At the same time we have imported more than one thousand sets of seismometer for China Earthquake Administration, who maybe our biggest potential customer in future. And If needed, I can send you the list of our contract for seismometer in the attachment. And the main producers for the import seismometer in China market are Nanometrics, Guralp Systems Limited and [Kinematics](#) Besides this two products, we also have many contracts in geophysical prospecting products, I will not list them in details as to their big quantity.

3. Refer to your products list, our potential market in China is very huge. And the main end-user can be divided into three parts. The first part is the institute funded by the government, and the biggest ones in related field maybe China Earthquake Administration, Chinese Academy of Sciences, China Geological Survey. The second part is the biggest enterprise in petroleum and Mineral products. The third part maybe the colleague and university that have major in geophysical, who use our products for teaching and research.

4. As to the way we proceed similar contracts as distributors. Before we come to a contract, once we receive a business opportunity, usually we will do a technical communication with the end-user, the way to the final deal always depend on various factors, for example, the fit degree of their technical demand and our products, the time for budget application and the final quotation of our products. After we win the contract, we have to do the affairs of the goods import, which will be finished by our business team. The influent experience of our team will greatly ensure the end-user will receive the goods in time. After the delivery of goods, we will cooperate with the producer to install the goods, and finish the technical acceptance in time.

If you choose us to be you agent in China, I confirm we can offer you these resource to you:

1. We will build a independent company and team to take charge the distribution of you production in China, they will only do your business. The team consist of sales, business person. With our cooperation become more and more deep, we can also take the after sale service and detailed technical assistant.

2. At the same time, we will build a new website, and register a .cn domain name for you. We will put your products in the website and translate the information in to Chinese under your authorization.

3. We will do public introduction for you production in multiple ways, such as exhibition, regular meeting of the professor in this field, who will be our buyer in future, and so on.

And several customers of mine is interest in your products, as you know the peter Wang and his colleague Doctor Suwei, who received your quotation. So our cooperation will have a good start, if their budget of them is ok, we will be their agent definitely. I am sincerely desire we can come to cooperation. If there are any problem, please do not hesitate to connect me, waiting for your reply.

Best regards

Jinge Yang

De : 杨金戈 [mailto:yangjinge@cnic.genertec.com.cn]

Envoyé : vendredi 11 décembre 2015 10:11

À : Nathalie OLIVIER

Objet : Re:RE: Intention to be you Agent in China

Dear OLIVIER :

Thanks for your mail, I will give you the related information as quickly as possible, and if we make the final agreement, we can build an independent team to afford the affairs of your company.

Best regards

Jinge Yang

>From : "Nathalie OLIVIER" <marketing@groupe-glemot.com>

>To : "\杨金戈\" <yangjinge@cnic.genertec.com.cn>

>Subject : RE: Intention to be you Agent in China

>Date : 2015-12-10 23:08:45

Dear Jinge Yang

thanks for contacting us

Indeed, we intend to contract with a distributor in china.

We have already many contacts interested in our products in China and more broadly in Asia

Our company expects him a number of services:

- to represent our products in China

- to facilitate imports for our customers (assistance with administrative formalities, transport, customs fees, even to be in charge of technical assistance ...)

- to help us in product labelling (compliance to legal and security requirements ...)

- We also hope to make visible our website in China (it is blocked today) and to get a .cn domain name. We hope to be assist in this way as well as in the translation of our business documents.

- to help us to identify exhibition and to be present with our sales manager

In return, we outsource our sales to a business partner in China, in accordance to our price policy, and will give him access to our business documentation, and technical resources, it will be referenced on our website.

The principle of sales commission is to be negotiated.

In return, I would be pleased to receive information about your company and on similar products, already distributed or sold by your company, as well as explanations about the way you usually proceed for this type of contract as distributors.

Best regards.

Nathalie OLIVIER

Marketing & Sales Manager

De : 杨金戈 [<mailto:yangjinge@cnic.genertec.com.cn>]

Envoyé : jeudi 10 décembre 2015 14:25

À : nathalie.olivier@groupe-glemot.com

Objet : Intention to be you Agent in China

Dear OLIVIER:

I am Jinge Yang from China national instruments import and export (Group) corporation, and refer to Instrumpex or CNIC in abrevite form. Peter is my teacher and by best friend, he told me that you intend to build an agent in China, I have great intention to be your agent in China. I wonder where will we strat our negotiation, and waiting for your reply.

Best regards

Jinge Yang

Jinge Yang

Senior Manager

Bidding and Procurement Division

China national Instruments Import and Export (Group) Corporation

[Tel:+86-010-88316645](tel:+86-010-88316645)

Cell Phone:+86-13811666580

Fax:+86-010-88316263

End user IGP CEA

De : Peter Wang [mailto:peter_igpcea@126.com]

Envoyé : jeudi 10 décembre 2015 10:25

À : Nathalie OLIVIER

Objet : 回复: RE: RE: RE: RE: RE: RE: 回复: RE: RE: RE: RE: RE: RE: RE: RE: RE: RE: Inquiry from Institute of Geophysics, China Earthquake Administration

Dear OLIVIER :

Thanks for your mail. And do you have candidate now, or I can recommand you one company, with whom we have good cooperation for many years

Best regards

Jinge Yang