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[https://www.100test.com/kao\\_ti2020/646/2021\\_2022\\_\\_E5\\_A4\\_96\\_E8\\_B4\\_B8\\_E5\\_90\\_88\\_E5\\_c28\\_646392.htm](https://www.100test.com/kao_ti2020/646/2021_2022__E5_A4_96_E8_B4_B8_E5_90_88_E5_c28_646392.htm) 1. 协议双方 The Parties Concerned 甲方：X X 实业有限公司地址：中国 D D 市瞿塘峡路25号电话：(0500)2877932传真：(0500)2876415 Party A: XX Industrial Co., Ltd. Party A: XX Industrial Co., Ltd. Tel: (0500)2877932 Fax: (0500)2876415 乙方：Y Y 贸易私人有限公司地址：新加坡滑铁卢街126号(0718)电话：3366436传真：3397862 Party B: YY Trading Company (Pte) Ltd. Add: 126 Waterloo Street, Singapore 0718 Tel: 3366 4336 Fax: 3397 38622. 委任 (Appointment) 甲方指定乙方为其独家代理，为第三条所列商品从第四条所列区域的顾客中招揽订单，乙方接受上述委任。 Party A hereby appoints Party B as its Exclusive Agent to solicit orders for the commodity stipulate in Article 3 from customers in the territory stipulated in Article 4, and Party B accepts and assumes such appointment. 3. 代理商品 Commodity "金鱼"牌洗衣机。 "Golden Fish" Brand Washing Machines 4. 代理区域 Territory 仅限于新加坡 In Singapore only 5. 最低业务量 Minimum turnover 乙方同意，在本协议有效期内从上述代理区域内的顾客处招揽的上述商品的订单价值不低于10万美元。 Party B shall undertake to solicit orders for the above commodity from customers in the above territory during the effective period of this agreement for not less than USD100,000.00. 6. 价格与支付 Price and Payment 每一笔交易的货物价格应由乙方与买主通过谈判确定，并须经甲方最后确认。付款使用保兑的、不可撤销的信用证，由买方开出，以甲方为受益人。信用证须在装运日期前15天到达甲方。

The price for each individual transaction shall be fixed through negotiations between Party B and the buyer, and subject to Party A's final confirmation. Payment shall be made by confirmed, irrevocable L/C opened by the buyer in favor of Party A, which shall reach Party A 15 days before the date of shipment.

7. 独家代理权 Exclusive Right 基于本协议授予的独家代理权，甲方不得直接或间接地通过乙方以外的渠道向新加坡顾客销售或出口第三条所列商品，乙方不得在新加坡经销、分销或促销与上述商品相竞争或类似的产品，也不得招揽或接受以到新加坡以外地区销售为目的的订单，在本协议有效期内，甲方应将其收到的来自新加坡其他商家的有关代理产品的询价或订单转交给乙方。 In consideration of the exclusive rights granted herein, Party A shall not, directly or indirectly, sell or export the commodity stipulated in Article 4 to customers in Singapore through channels other than Party B. Party B shall not sell, distribute or promote the sales of any products competitive with or similar to the above commodity in Singapore and shall not solicit or accept orders for the purpose of selling them outside Singapore. Party A shall refer to Party B any enquiries or orders for the commodity in question received by Party A from other firms in Singapore during the validity of this agreement.

8. 商情报告 Market Report 为使甲方充分了解现行市场情况，乙方承担至少每季度一次或在必要时随时向甲方提供市场报告，内容包括与本协议代理商品的进口与销售有关的地方规章的变动、当地市场发展趋势以及买方对甲方按协议供应的货物的品质、包装、价格等方面的意见。乙方还承担向甲方提供其他供应商类似商品的报价和广告资料

。 In order to keep Party A well informed of the prevailing market conditions, Party B should undertake to supply Party A, at least once a quarter or at any time when necessary, with market reports concerning changes of the local regulations in connection with the import and sales of the commodity covered by this agreement, local market tendency and the buyers comments on quality, packing, price, etc. of the goods supplied by Party A under this agreement. Party B shall also supply party A with quotations and advertising materials on similar products of other suppliers. 相关推荐：

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