

Machinery Listing Agreement.

Our Services:

A. Promotion:

- www.printmachinery.com.au - We list on this Industry specific web site.
- **Market Watch (MW)** - We advertise the web site on our monthly MW newsletter. (distribution of 2,000 plus members of the Australian Printing and Graphic Arts Industry and over 50 Used Equipment Dealers worldwide).
- **Print Machinery Update (PMU)** -We advertise via our PMU newsletter (around 300 subscribers who have asked to be advised when there are new listings or price changes, issued twice per month).
- www.ascentpartners.com.au We advertise machinery on our web site.
- **Our network** - Where applicable we promote to our network of known buyers.
- **SEO** - We build traffic to our web site via Search Engine Optimisation.

B. Selling - Our Agent Provides 1:1 support:

- Pre-listing advice – we help you list / describe and price plant.
- Handles all leads/ enquiries.
- Responds to all enquiries about machinery, liaises with you on enquiries or your delegate, fields offers and where applicable arranges inspection / demonstration times.
- Helps negotiate and sell the equipment on your behalf.
- Where applicable helps with introduction of suitable persons to de-install. pack and transport.
- Provides 1:1 assistance to make changes and recommendations to listings.
- We accept deposits from purchasers, from which on sale completion, we deduct our commission and forward you the balance.

What we need from you / Your responsibilities:

- Supply of accurate item descriptions, quality photographs and where applicable quality videos.
- Supply of listing price ex GST.
- All items must be sold free of any encumbrance.
- You must be the authorised vendor (seller) of the goods.
- Unless you state otherwise, all items are sold AS IS WHERE IS.
- Upon sale as vendor, you invoice the purchaser directly and collect payments.
- Payment of our commission upon sale completion and our invoice.



Our Appointment – Terms and fees:

Advertising and Listing fees Free of charge.

45 DAY Exclusivity Period For the first 45 of the listing we have Exclusivity on the sale of the machine / s meaning if it sells to anyone, whether we introduce them or not, we are entitled to be paid our commission rates as set out below.

After the 45 days Exclusivity Period we only get paid for parties we introduce (or have introduced) or that have become aware of the sale of the item/s via our web site / promotion.

Commission payable on sale

| Sale Price | \$0 to \$2,000 | \$2,000 to \$25,000 | \$25,000 Plus |
|------------|------------------------|-----------------------------|---|
| Commission | Flat fee - \$200 + GST | 10% plus GST of sale price. | \$2,500 plus GST of the sale price plus 3.5% plus GST of portion of sell price over \$25,000. |

Listing Terms:

It is at our sole discretion that we choose to accept items to advertise. We may opt not to list items for a variety of reasons including, but not limited to, lack of suitability to our market, lack of market demand, pricing well above market rates, lack of detailed description and poor quality pictures.

We may also opt, at our sole discretion, to remove listed items. This may be for a variety of reasons including, but not limited to, lack of enquiries over a period of time, refusal of the vendor to adjust pricing levels to meet market demands, inaccurate descriptions and dishonest representations.

Signed and Accepted:

| | | | |
|--------------------------------|---|----------------|-------------------|
| Name: | | Email address: | |
| Company name / Suburb / State: | | Phone number: | |
| Machines to be listed | 1 | 2 | 3 |
| Signature | | Date: |/...../..... |

