

# 區域銷售總代理合同書

甲方：A 公司（以下簡稱“甲方”）

乙方：B 公司（以下簡稱“乙方”）

本公司 A 公司，投資 B 公司，並委託其代表本公司，在台灣/歐洲市場行使全系列產品線總代理與銷售之權。

在互惠互惠、優勢互補的基礎上，經友好協商，達成共識，簽定本區域銷售總代理合同書

## 一、地區總代理的確認

經雙方確認：甲方開發生產的系列產品有廣闊的市場潛力和發展前景。

(1) 甲方授予乙方(台灣/歐洲)區域的銷售總代理權，由其全權負責該地區的銷售和售後服務。

(2) 乙方接受甲方授權後，將集中力量，盡快地在所代理的區域內建立起有效的銷售推廣。

## 二、訂貨及供貨

(1) 經雙方協定及認可，甲方接下乙方的訂單後，甲方應積極為乙方組織生產，保證及時向乙方提供貨源，尤其是甲方生產及原材料緊張時，更必須優先保證乙方的訂單。

## 三、質量保證和售後服務

(2) 為保證用戶利益，用戶所購產品，按照國際電子類產品通行標準，給予質量保證和售後服務。

甲方：A 公司

代表簽名及蓋（公司）章 \_\_\_\_\_

日期

乙方：B 公司

代表簽名及蓋（公司）章 \_\_\_\_\_

日期

## 區域銷售總代理合同書 The contract of general agent for regional sales

甲方：A 公司（以下簡稱“甲方”）

Party A: (Abbreviation as “Party A” below)

乙方：B 公司（以下簡稱“乙方”）

Party B: (Abbreviation as “Party B” below)

本公司 A，投資 B，並委託其代表本公司，在台灣/歐洲市場行使全系列產品線總代理與銷售之權。

在互惠互利、優勢互補的基礎上，經友好協商，達成共識，簽定本區域銷售總代理合同書

Our company A Invested and authorized the company of B., LIMITED as the legal representative with the privilege to implement the sales activities for our full line of products in the region of Taiwan/European market as the general agent  
The contract of general agent for regional sales is signed up based on the principle of the mutual beneficiary and cover up each other by its distinct advantage and to reach the consensus through the friendly negotiation.

### 一、地區總代理的確認

#### I. The confirmation to regional sales of general agent

經雙方確認：甲方開發生產的系列產品有廣闊的市場潛力和發展前景。

The confirmation is solidly made by two parties: the line of products developed and produced by Party A bears a broad potential to the market and great opportunity for future development.

(1) 甲方授予乙方(台灣/歐洲)區域的銷售總代理權，由其全權負責該地區的銷售和售後服務。

(1) Party A authorized Party B with the general agent of regional sales (Taiwan/Europe) and Party B has to be fully responsible for the sales tasks and after-sales service in the authorized area.

(2) 乙方接受甲方授權後，將集中力量，盡快地在所代理的區域內建立起有效的銷售推廣。

(2) Once the authority is coming from Party A accepted by Party B, they need to concentrate its strength to be able to build up the effective sales promotion & development to the product in the authorized region under the general agent.

## 二、訂貨及供貨

### II. To order and to supply

(1) 經雙方協定及認可，甲方接下乙方的訂單後，甲方應積極為乙方組織生產，保證及時向乙方提供貨源，尤其是甲方生產及原材料緊張時，更必須優先保證乙方的訂單。

(1) Through the negotiation and recognition between two parties, Party A has to organize the production aggressively and guarantee the source of supply in time to be supportive to the PO from Party B, especially when the material supply is in short, to prioritize party B's PO is a necessity.

## 三、質量保證和售後服務

### III. Quality insurance and after service

(2) 為保證用戶利益，用戶所購產品，按照國際電子類產品通行標準，給予質量保證和售後服務。

(2) to secure the customer's benefits, all the products bought by party B must be ensured the execution of the quality consistency and after service based on the international universal quality acceptance

甲方： Party A 代表簽名及蓋（公司）章

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Representative's autography and(company official)  
stamp

日期

Date

乙方： Party B 代表簽名及蓋（公司）章

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Representative's autography and (company  
official) stamp

日期

Date