

Trade Agreements

As the principal you need to protect your business and interests. Do you want to sign an agreement produced by an agent or distributor which may be weighted towards their business interests or would you prefer to commence negotiations on your terms.

It is important that both the principal and or agent/distributor have clear written commercial terms agreed so that both parties know what to expect from the deal. Having no agreement in place and relying on oral terms can prove costly in terms of lost sales, commission and possible legal action. EU regulation imposes the Agency Directive where no agreement is in place. Paying commissions implies an agency relationship.

The Chamber offers a range of gentlemen's or formal agreements for agents and distributors plus many other agreements, for example non-disclosure agreements etc.

GENTLEMEN'S AGENT OR DISTRIBUTOR AGREEMENT (12 month period):

MEMBERS: **£150** + VAT

NON MEMBER: **£300** + VAT

GENERIC AGENT OR DISTRIBUTION AGREEMENT:

MEMBERS: **£600** + VAT

NON MEMBER: **£1200** + VAT

BESPOKE AGENT OR DISTRIBUTION AGREEMENT (this will incorporate the various schedules comprising of products, minimum targets, prices, trademarks and services if applicable):

MEMBERS: **£1500** + VAT

NON MEMBER: **£3000** + VAT

OTHER AGREEMENTS (NDA, Undertaking etc):

Price on application – members approximately **£300** plus VAT upwards

To reserve your place please contact Stephanie Warrington on **01254 356473** / s.warrington@chamberelancs.co.uk