



PKP Prozessmesstechnik GmbH, Borsigstrasse 24, 65205 Wiesbaden

Dalian Leader Fluid Control Technology Co. Ltd.  
Mrs. Julia Dong  
5 Luohu Road  
CN-116600 Dalian Free Trade Zone  
China, P.R.C.

Wiesbaden, 18.6.2012

## 2 types of cooperation:

Dear Mrs. Dong,

we have two possibilities for cooperation

### 1. PKP program

PKP products are marketed exclusively by DL in China as PKP product.

PKP offers a technical support, individual training of the DL team in China and Germany, as well as any appropriate support from Germany via telephone, e-mail ...

Create data sheets and instruction manuals in required language and numbers, translation by DL.

Preparation of offers to customer applications.

Basis: PKP price list with discounts, or special awards on projects or larger quantities.

DL takes on the entire market in China with the necessary support such as advertising, such as the Internet, canvassing, etc.

Will be discussed in detail

### 2. Replacement devices (other brands)

only sales-support by PKP to DL.

PKP does the contact with the manufacturers, created popular. The units are supplied in original with the necessary documents (in original) on DL.

At low margin Technical support is not possible.

DL must provide for requests for a clear and complete description of the device.

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