



Price List Group 8/9

Pannkoke Flachglastechnik GmbH is a company specialising in manufacturing systems engineering for equipment, machines and tools in the glass processing industry. Our medium-sized engineering company was founded in 1900.

Our customers who have been implementing our products for decades, are our main criterion for the quality of our products.

Please ask for information on our extensive production and delivery programme.

Machines for cutting flat glass

- from manual to CNC-Machine

Vacuum lifting and holding technology

- for lifting, holding and transporting concrete, glass, plastics, metal, stone or lead blocks at temperatures of up to 200° C
- vacuum transporting equipment for roof and wall panels used in industrial construction

Tools

- suction devices, tools and devices for processing and handling flat glass
This group comprises:

Charger
Drill powder
Drilling stand
Drilling stand base
Truing diamond
Diamond drill
Mini diamond circular saw
Diamond saw blade
Diamond segments
Manual grinding machine
Gloss paint for edges
Counter sink diamond

Cork polishing belt
Manual edge decoating device
Polishing powder CERITE 419
Suction ring
Grinding belt
Grinding file
Grinding wheel
Abrasive pencil
Segmented glass drill
Cutting blade for compass saw
Water ring
Water rinsing head

You can contact us at

Telephone: +49 / (0)451 / 47008-0
email: info@pannkoke.de

Telefax: +49 / (0)451 / 47008-37
www.pannkoke.com

Preisliste / price-list

Glas bohren / Drilling of glass

132

Zwischennippel R1/4" - R1/2"

Nipple joint R 1/4" - R 1/2"

Menge / quantity	Nettopreis / net price
1	46,00 EUR

132-1/4

Zwischennippel R1/2" - R1/4"

Nipple joint R 1/2" - R 1/4"

Menge / quantity	Nettopreis / net price
1	46,00 EUR

132-10

Bohreraufnahme R1/2"-10 mm

Drill acceptance R 1/2" - 10 mm

Menge / quantity	Nettopreis / net price
1	78,00 EUR

134-2

Diamantsegment-Paar 100-135 mm

Diamond segment-pair 100 - 135 mm

Menge / quantity	Nettopreis / net price
1	51,00 EUR

134-2/BR

Bronzesegment-Paar 100-135 mm

Set bronze segments 100 - 135 mm

Menge / quantity	Nettopreis / net price
1	69,00 EUR

134-4

Diamantsegment-Paar 175-250 mm

Diamond segment-pair 175 - 250 mm

Menge / quantity	Nettopreis / net price
1	51,00 EUR

134-4/BR

Bronzesegment-Paar 175-250 mm

Set bronze segments 175 - 250 mm

Menge / quantity	Nettopreis / net price
1	69,00 EUR

136-003

Diamanthohlbohrer 3,0 mm

Diamond drill 3,0 mm

Menge / quantity	Nettopreis / net price
1	53,20 EUR

136-004

Diamanthohlbohrer 4,0 mm

Diamond drill 4,0 mm

Menge / quantity	Nettopreis / net price
1	38,70 EUR

136-005

Diamanthohlbohrer 5,0 mm

Diamond drill 5,0 mm

Menge / quantity	Nettopreis / net price
1	26,60 EUR

136-006

Diamanthohlbohrer 6,0 mm

Diamond drill 6,0 mm

Menge / quantity	Nettopreis / net price
1	26,60 EUR

136-007

Diamanthohlbohrer 7,0 mm

Diamond drill 7,0 mm

Menge / quantity	Nettopreis / net price
1	29,00 EUR

136-008

Diamanthohlbohrer 8,0 mm

Diamond drill 8,0 mm

Menge / quantity	Nettopreis / net price
1	30,85 EUR

136-009

Diamanthohlbohrer 9,0 mm

Diamond drill 9,0 mm

Menge / quantity	Nettopreis / net price
1	32,60 EUR

136-010

Diamanthohlbohrer 10,0 mm

Diamond drill 10,0 mm

Menge / quantity	Nettopreis / net price
1	32,60 EUR

136-011

Diamanthohlbohrer 11,0 mm

Diamond drill 11,0 mm

Menge / quantity	Nettopreis / net price
1	33,90 EUR

136-012

Diamanthohlbohrer 12,0 mm

Diamond drill 12,0 mm

Menge / quantity	Nettopreis / net price
1	33,90 EUR

136-013

Diamanthohlbohrer 13,0 mm

Diamond drill 13,0 mm

Menge / quantity	Nettopreis / net price
1	35,10 EUR

Preisliste / price-list

Glas bohren / Drilling of glass

136-014

Diamanthohlbohrer 14,0 mm
Diamond drill 14,0 mm

Menge / quantity	Nettopreis / net price
1	35,10 EUR

136-015

Diamanthohlbohrer 15,0 mm
Diamond drill 15,0 mm

Menge / quantity	Nettopreis / net price
1	37,50 EUR

136-016

Diamanthohlbohrer 16,0 mm
Diamond drill 16,0 mm

Menge / quantity	Nettopreis / net price
1	37,50 EUR

136-017

Diamanthohlbohrer 17,0 mm
Diamond drill 17,0 mm

Menge / quantity	Nettopreis / net price
1	39,90 EUR

136-018

Diamanthohlbohrer 18,0 mm
Diamond drill 18,0 mm

Menge / quantity	Nettopreis / net price
1	39,90 EUR

136-019

Diamanthohlbohrer 19,0 mm
Diamond drill 19,0 mm

Menge / quantity	Nettopreis / net price
1	42,30 EUR

136-020

Diamanthohlbohrer 20,0 mm
Diamond drill 20,0 mm

Menge / quantity	Nettopreis / net price
1	42,30 EUR

136-021

Diamanthohlbohrer 21,0 mm
Diamond drill 21,0 mm

Menge / quantity	Nettopreis / net price
1	44,70 EUR

136-022

Diamanthohlbohrer 22,0 mm
Diamond drill 22,0 mm

Menge / quantity	Nettopreis / net price
1	44,70 EUR

136-023

Diamanthohlbohrer 23,0 mm
Diamond drill 23,0 mm

Menge / quantity	Nettopreis / net price
1	45,90 EUR

136-024

Diamanthohlbohrer 24,0 mm
Diamond drill 24,0 mm

Menge / quantity	Nettopreis / net price
1	45,90 EUR

136-025

Diamanthohlbohrer 25,0 mm
Diamond drill 25,0 mm

Menge / quantity	Nettopreis / net price
1	49,60 EUR

136-026

Diamanthohlbohrer 26,0 mm
Diamond drill 26,0 mm

Menge / quantity	Nettopreis / net price
1	49,60 EUR

136-027

Diamanthohlbohrer 27,0 mm
Diamond drill 27,0 mm

Menge / quantity	Nettopreis / net price
1	53,20 EUR

136-028

Diamanthohlbohrer 28,0 mm
Diamond drill 28,0 mm

Menge / quantity	Nettopreis / net price
1	53,20 EUR

136-029

Diamanthohlbohrer 29,0 mm
Diamond drill 29,0 mm

Menge / quantity	Nettopreis / net price
1	56,80 EUR

136-030

Diamanthohlbohrer 30,0 mm
Diamond drill 30,0 mm

Menge / quantity	Nettopreis / net price
1	56,80 EUR

136-031

Diamanthohlbohrer 31,0 mm
Diamond drill 31,0 mm

Menge / quantity	Nettopreis / net price
1	60,50 EUR

Preisliste / price-list

Glas bohren / Drilling of glass

136-032

Diamanthohlbohrer 32,0 mm
Diamond drill 32,0 mm

Menge / quantity	Nettopreis / net price
1	71,30 EUR

136-033

Diamanthohlbohrer 33,0 mm
Diamond drill 33,0 mm

Menge / quantity	Nettopreis / net price
1	64,10 EUR

136-034

Diamanthohlbohrer 34,0 mm
Diamond drill 34,0 mm

Menge / quantity	Nettopreis / net price
1	64,10 EUR

136-035

Diamanthohlbohrer 35,0 mm
Diamond drill 35,0 mm

Menge / quantity	Nettopreis / net price
1	68,90 EUR

136-036

Diamanthohlbohrer 36,0 mm
Diamond drill 36,0 mm

Menge / quantity	Nettopreis / net price
1	68,90 EUR

136-037

Diamanthohlbohrer 37,0 mm
Diamond drill 37,0 mm

Menge / quantity	Nettopreis / net price
1	72,50 EUR

136-038

Diamanthohlbohrer 38,0 mm
Diamond drill 38,0 mm

Menge / quantity	Nettopreis / net price
1	72,50 EUR

136-039

Diamanthohlbohrer 39,0 mm
Diamond drill 39,0 mm

Menge / quantity	Nettopreis / net price
1	73,65 EUR

136-040

Diamanthohlbohrer 40,0 mm
Diamond drill 40,0 mm

Menge / quantity	Nettopreis / net price
1	77,40 EUR

136-041

Diamanthohlbohrer 41,0 mm
Diamond drill 41,0 mm

Menge / quantity	Nettopreis / net price
1	81,00 EUR

136-042

Diamanthohlbohrer 42,0 mm
Diamond drill 42,0 mm

Menge / quantity	Nettopreis / net price
1	81,00 EUR

136-043

Diamanthohlbohrer 43,0 mm
Diamond drill 43,0 mm

Menge / quantity	Nettopreis / net price
1	82,20 EUR

136-044

Diamanthohlbohrer 44,0 mm
Diamond drill 44,0 mm

Menge / quantity	Nettopreis / net price
1	82,20 EUR

136-045

Diamanthohlbohrer 45,0 mm
Diamond drill 45,0 mm

Menge / quantity	Nettopreis / net price
1	83,40 EUR

136-046

Diamanthohlbohrer 46,0 mm
Diamond drill 46,0 mm

Menge / quantity	Nettopreis / net price
1	83,40 EUR

136-047

Diamanthohlbohrer 47,0 mm
Diamond drill 47,0 mm

Menge / quantity	Nettopreis / net price
1	80,00 EUR

136-048

Diamanthohlbohrer 48,0 mm
Diamond drill 48,0 mm

Menge / quantity	Nettopreis / net price
1	84,60 EUR

136-049

Diamanthohlbohrer 49,0 mm
Diamond drill 49,0 mm

Menge / quantity	Nettopreis / net price
1	88,30 EUR

Preisliste / price-list

Glas bohren / Drilling of glass

136-050

Diamanthohlbohrer 50,0 mm
Diamond drill 50,0 mm

Menge / quantity	Nettopreis / net price
1	96,70 EUR

136-055

Diamanthohlbohrer 55,0 mm
Diamond drill 55,0 mm

Menge / quantity	Nettopreis / net price
1	108,80 EUR

136-060

Diamanthohlbohrer 60,0 mm
Diamond drill 60,0 mm

Menge / quantity	Nettopreis / net price
1	112,40 EUR

136-065

Diamanthohlbohrer 65,0 mm
Diamond drill 65,0 mm

Menge / quantity	Nettopreis / net price
1	122,10 EUR

136-070

Diamanthohlbohrer 70,0 mm
Diamond drill 70,0 mm

Menge / quantity	Nettopreis / net price
1	126,90 EUR

136-075

Diamanthohlbohrer 75,0 mm
Diamond drill 75,0 mm

Menge / quantity	Nettopreis / net price
1	137,80 EUR

136-080

Diamanthohlbohrer 80,0 mm
Diamond drill 80,0 mm

Menge / quantity	Nettopreis / net price
1	145,10 EUR

136-085

Diamanthohlbohrer 85,0 mm
Diamond drill 85,0 mm

Menge / quantity	Nettopreis / net price
1	153,50 EUR

136-090

Diamanthohlbohrer 90,0 mm
Diamond drill 90,0 mm

Menge / quantity	Nettopreis / net price
1	162,00 EUR

136-095

Diamanthohlbohrer 95,0 mm
Diamond drill 95,0 mm

Menge / quantity	Nettopreis / net price
1	174,10 EUR

136-100

Diamanthohlbohrer 100,0 mm
Diamond drill 100,0 mm

Menge / quantity	Nettopreis / net price
1	177,70 EUR

137-0/35

Kegelsersenker Diamant 0-35 mm
Cone countersink diamond 0 - 35 mm

Menge / quantity	Nettopreis / net price
1	128,00 EUR

629

Diamant-Abrichtestein
Abrasive stone to sharpen and trim diamond tools

Menge / quantity	Nettopreis / net price
1	3,25 EUR
10	3,25 EUR
20	3,25 EUR

630

Saugring - klein
Suction ring - small

Menge / quantity	Nettopreis / net price
1	4,50 EUR
5	4,20 EUR

631

Saugring - groß
Suction ring - large

Menge / quantity	Nettopreis / net price
1	23,20 EUR
5	22,10 EUR

632

Saugring - mittel
Suction ring - medium

Menge / quantity	Nettopreis / net price
1	9,75 EUR
5	9,50 EUR

651

Bohrständer PANNKOKE
Drilling stand PANNKOKE

Menge / quantity	Nettopreis / net price
1	275,00 EUR
3	247,00 EUR

Preisliste / price-list

Glas bohren / Drilling of glass

651-FUSS

Bohrständerfuß

Drilling stand

Menge / quantity	Nettopreis / net price
1	130,00 EUR
5	110,00 EUR

651-Obt

Bohrständer-Oberteil

Drilling stand upper part

Menge / quantity	Nettopreis / net price
1	165,00 EUR

655

Wasserspülbuchse

Water rinse head

Menge / quantity	Nettopreis / net price
1	189,00 EUR
5	189,00 EUR

Preisliste / price-list

Kleinmaschinen / Small size machines

444

Handrandentschichtungsgerät pneumatisch
Pneumatic Edge decoating equipment

Menge / quantity	Nettopreis / net price
1	560,00 EUR

444-ES

Schleifscheibe Handrandentsch. 444 - 125 mm Durchmesser
Grinding disk for 444 - 125 mm diameter

Menge / quantity	Nettopreis / net price
1	26,50 EUR
5	24,50 EUR
10	19,50 EUR
20	17,00 EUR
50	15,50 EUR

670-040

KLINGSPOR 75 x 530 mm Korn 40
KLINGSPOR 75 x 530 mm grit 40

Menge / quantity	Nettopreis / net price
1	2,45 EUR
10	2,40 EUR
25	2,30 EUR
50	2,20 EUR

670-060

KLINGSPOR 75 x 530 mm Korn 60
KLINGSPOR 75 x 530 mm grit 60

Menge / quantity	Nettopreis / net price
1	2,45 EUR
10	2,40 EUR
25	2,30 EUR
50	2,20 EUR

670-080

KLINGSPOR 75 x 530 mm Korn 80
KLINGSPOR 75 x 530 mm grit 80

Menge / quantity	Nettopreis / net price
1	4,50 EUR
10	4,50 EUR
25	4,50 EUR
50	3,10 EUR

670-100

KLINGSPOR 75 x 530 mm Korn 100
KLINGSPOR 75 x 530 mm grit 100

Menge / quantity	Nettopreis / net price
1	2,30 EUR
10	2,25 EUR
25	2,20 EUR
50	2,10 EUR

670-120

KLINGSPOR 75 x 530 mm Korn 120
KLINGSPOR 75 x 530 mm grit 120

Menge / quantity	Nettopreis / net price
1	2,30 EUR
10	2,25 EUR
25	2,20 EUR
50	2,10 EUR

670-150

KLINGSPOR 75 x 530 mm Korn 150
KLINGSPOR 75 x 530 mm grit 150

Menge / quantity	Nettopreis / net price
1	2,30 EUR
10	2,25 EUR
25	2,20 EUR
50	2,10 EUR

670-180

KLINGSPOR 75 x 530 mm Korn 180
KLINGSPOR 75 x 530 mm grit 180

Menge / quantity	Nettopreis / net price
1	2,30 EUR
10	2,25 EUR
25	2,20 EUR
50	2,10 EUR

670-220

KLINGSPOR 75 x 530 mm Korn 220
KLINGSPOR 75 x 530 mm grit 220

Menge / quantity	Nettopreis / net price
1	2,30 EUR
10	2,25 EUR
25	2,20 EUR
50	2,10 EUR

670-240

KLINGSPOR 75 x 530 mm Korn 240
KLINGSPOR 75 x 530 mm grit 240

Menge / quantity	Nettopreis / net price
1	2,30 EUR
10	2,25 EUR
25	2,20 EUR
50	2,10 EUR

Preisliste / price-list

Kleinmaschinen / Small size machines

670-320

KLINGSPOR 75 x 530 mm Korn 320

KLINGSPOR 75 x 530 mm grit 320

Menge / quantity	Nettopreis / net price
1	2,30 EUR
10	2,25 EUR
25	2,20 EUR
50	2,10 EUR

671-120

KLINGSPOR 30 x 530 mm Korn 120

KLINGSPOR 30 x 530 mm grit 120

Menge / quantity	Nettopreis / net price
1	1,70 EUR
10	1,60 EUR
25	1,55 EUR
50	1,50 EUR

671-040

KLINGSPOR 30 x 530 mm Korn 40

KLINGSPOR 30 x 530 mm grit 40

Menge / quantity	Nettopreis / net price
1	1,70 EUR
10	1,60 EUR
25	1,55 EUR
50	1,50 EUR

671-150

KLINGSPOR 30 x 530 mm Korn 150

KLINGSPOR 30 x 530 mm grit 150

Menge / quantity	Nettopreis / net price
1	1,70 EUR
10	1,60 EUR
25	1,55 EUR
50	1,50 EUR

671-060

KLINGSPOR 30 x 530 mm Korn 60

KLINGSPOR 30 x 530 mm grit 60

Menge / quantity	Nettopreis / net price
1	1,70 EUR
10	1,60 EUR
25	1,55 EUR
50	1,50 EUR

671-180

KLINGSPOR 30 x 530 mm Korn 180

KLINGSPOR 30 x 530 mm grit 180

Menge / quantity	Nettopreis / net price
1	1,70 EUR
10	1,60 EUR
25	1,55 EUR
50	1,50 EUR

671-080

KLINGSPOR 30 x 530 mm Korn 80

KLINGSPOR 30 x 530 mm grit 80

Menge / quantity	Nettopreis / net price
1	1,70 EUR
10	1,60 EUR
25	1,55 EUR
50	1,50 EUR

671-220

KLINGSPOR 30 x 530 mm Korn 220

KLINGSPOR 30 x 530 mm grit 220

Menge / quantity	Nettopreis / net price
1	1,70 EUR
10	1,60 EUR
25	1,55 EUR
50	1,50 EUR

671-100

KLINGSPOR 30 x 530 mm Korn 100

KLINGSPOR 30 x 530 mm grit 100

Menge / quantity	Nettopreis / net price
1	1,70 EUR
10	1,60 EUR
25	1,55 EUR
50	1,50 EUR

671-240

KLINGSPOR 30 x 530 mm Korn 240

KLINGSPOR 30 x 530 mm grit 240

Menge / quantity	Nettopreis / net price
1	1,70 EUR
10	1,60 EUR
25	1,55 EUR
50	1,50 EUR

Preisliste / price-list

Kleinmaschinen / Small size machines

671-320

KLINGSPOR 30 x 530 mm Korn 320

KLINGSPOR 30 x 530 mm grit 320

Menge / quantity	Nettopreis / net price
1	1,70 EUR
10	1,60 EUR
25	1,55 EUR
50	1,50 EUR

676

KLINGSPOR 75 x 530 mm KORK

KLINGSPOR 75 x 530 mm CORK

Menge / quantity	Nettopreis / net price
1	3,15 EUR
10	3,10 EUR
25	3,00 EUR
50	2,95 EUR

677

KLINGSPOR 30 x 530 mm KORK

KLINGSPOR 30 x 530 mm CORK

Menge / quantity	Nettopreis / net price
1	1,70 EUR
10	1,65 EUR
25	1,60 EUR
50	1,55 EUR

823-A

Zusatz-Akku

Additional rechargeable battery

Menge / quantity	Nettopreis / net price
1	71,00 EUR

823-Aufl.

Schnellauflader

Accu charging device

Menge / quantity	Nettopreis / net price
1	62,00 EUR

823-ES

Ersatz-Sägeblatt

Spare sawing blade

Menge / quantity	Nettopreis / net price
1	57,00 EUR

Preisliste / price-list

Zubehör / Accesories

442-ES

Schleifscheibe für 442 - 200 mm Durchmesser - Qualität SG100H
Grinding disc - diameter 200 mm

Menge / quantity	Nettopreis / net price
1	21,00 EUR
5	20,50 EUR
10	20,00 EUR
20	19,00 EUR

823-ES

Ersatz-Sägeblatt
Spare sawing blade

Menge / quantity	Nettopreis / net price
1	57,00 EUR

442-V/ES

Schleifscheibe für 442-V - 150 mm Durchmesser
Grinding disk for 442-V - diameter 150 mm

Menge / quantity	Nettopreis / net price
1	18,00 EUR

444-ES

Schleifscheibe Handrandentsch. 444 - 125 mm Durchmesser
Grinding disk for 444 - 125 mm diameter

Menge / quantity	Nettopreis / net price
1	26,50 EUR
5	24,50 EUR
10	19,50 EUR
20	17,00 EUR
50	15,50 EUR

549-E

Ersatzfräser ELU 8 mm Schaft
Spare milling tool ELU - 8 mm shaft

Menge / quantity	Nettopreis / net price
1	46,40 EUR

664

Kanten-Glanzlack 1 l
Gloss-paint for edges 1 l

Menge / quantity	Nettopreis / net price
1	28,50 EUR

815

Diamant-Sägeblatt für Nr. 806
Diamond cutting blade for 806

Menge / quantity	Nettopreis / net price
1	28,50 EUR

816

HM-Sägeblatt für Nr. 806
TC-saw blade for 806

Menge / quantity	Nettopreis / net price
1	3,90 EUR

Preisliste / price-list

Schleifbänder / Grinding belts KLINGSPOR

668-K-080

KLINGSPOR 100 x 1800 mm Korn 80

KLINGSPOR 100 x 1800 mm grit 80

Menge / quantity	Nettopreis / net price
1	6,00 EUR
10	4,00 EUR

673-K-220

KLINGSPOR 100 x 1830 mm Korn 220

KLINGSPOR 100 x 1830 mm grit 220

Menge / quantity	Nettopreis / net price
1	6,00 EUR
10	4,00 EUR

668-K-100

KLINGSPOR 100 x 1800 mm Korn 100

KLINGSPOR 100 x 1800 mm grit 100

Menge / quantity	Nettopreis / net price
1	6,00 EUR
10	4,00 EUR

668-K-120

KLINGSPOR 100 x 1800 mm Korn 120

KLINGSPOR 100 x 1800 mm grit 120

Menge / quantity	Nettopreis / net price
1	6,00 EUR
10	4,00 EUR

669

KLINGSPOR 100 x 1800 mm KORK

KLINGSPOR 100 x 1800 mm CORK

Menge / quantity	Nettopreis / net price
1	11,00 EUR
10	9,80 EUR

673-K-060

KLINGSPOR 100 x 1830 mm Korn 60

KLINGSPOR 100 x 1830 mm grit 60

Menge / quantity	Nettopreis / net price
1	5,50 EUR
10	4,00 EUR

673-K-120

KLINGSPOR 100 x 1830 mm Korn 120

KLINGSPOR 100 x 1830 mm grit 120

Menge / quantity	Nettopreis / net price
1	5,50 EUR
10	4,00 EUR

673-K-150

KLINGSPOR 100 x 1830 mm Korn 150

KLINGSPOR 100 x 1830 mm grit 150

Menge / quantity	Nettopreis / net price
1	5,50 EUR
10	4,00 EUR

§ 1 General

- (1) The purchaser recognizes that the following business conditions are legally binding for all current and future goods and other services supplied by the seller. This applies in particular to the order issued. If the orderer is a full merchant, a legal entity of the public law or a special asset under public law, then this body proclaims agreement with these business conditions no later than when goods are accepted, the purchasing price is paid and details are clarified in any other way.
- (2) All agreements reached between the orderer and ourselves, in particular revisions to these sales and supply conditions and spoken subsidiary agreements covering the content of the contract, require our written agreement before they can become effective.

§ 2 Quotes and prices

- (1) Our quote and price lists are subject to change without notification. A supply obligation only comes into effect once a written order confirmation has been issued.
- (2) Our prices are net prices and do not include the statutory level of value-added-tax.
- (3) The prices are ex-factory (Lübeck) for unpackaged goods.

§ 3 Revisions to the agreed prices, payments and delayed payments

- (1) If the orderer is a full merchant, a legal entity of the public law or a special asset under public law, then we reserve the right to increase the agreed prices in accordance with increases in wages and/or material prices to which we are jointly subjected, provided that we have not already supplied the goods. The orderer must be informed of the price increase at least two weeks before the supply deadline. Should prices be increased, the orderer has the right to withdraw from the order within one week of being notified of this price increase.
- (2) Our invoices are to be paid within ten days from the invoice date for 2 % discount to apply or within thirty days to avoid a penalty. To benefit from the discount scheme, the orderer must have already settled all payment obligations outstanding from previous deliveries.
- (3) If we accept bills of exchange or cheques, we operate on the basis of cleared funds or, in the case of bills of exchange, on the basis of credit rating. The orderer is responsible for expenditure incurred as part of the discount scheme. We accept no liability for the correct submission of bills of exchange and cheques or for action over bills of exchange and cheques which fail to clear.
- (4) In instances of delayed payment, the orderer will have to pay interest amounting to the standard interest rate charged by the credit institute for overdraft facilities. This will however amount to at least 5 % more than the relevant discount rate of the Deutsche Bundesbank. We reserve the right to claim for further damages.
- (5) Should the orderer fall behind with payments, all other debts outstanding from the business relations become due, even those which cannot yet be paid.
- (6) Should the orderer raise any counterclaims, in particular those relating to complaints about the goods or to claims from credit notes for returned goods, right of retention is only permitted if counterclaims stem from the same contractual relationship.
- (7) Offsetting claims with disputed or non-legally valid counterclaims are not permitted. Regardless of this, the offsetting claim must be served in writing one month before the invoice amount is due.

§ 4 Dispatch and insurance

- (1) The orderer undertakes the risk associated with all shipments – including freight deliveries. This risk is transferred to the orderer when the goods are handed over

to the haulage contractor or freight carrier – or at the latest when the goods leave our plant.

- (2) Packaging will be invoiced at cost price in addition to the agreed price and cannot be returned. Orderers will only be credited with 2/3 of the invoiced packaging price for crates returned in perfect condition and by prepaid freight.
- (3) Unless otherwise informed, ten days after dispatch of the order confirmation, we will take out insurance with our transport insurer at the expense of the orderer for all kinds of custom-built glass tables and goods which are bulky and difficult to package. We will inform the orderer of the significance of the aforementioned deadline and the consequence of his not responding to the order confirmation. The premium is to be settled without any form of discount once the premium invoice is received. We do not however accept liability for correct and timely insurance cover being arranged.

§ 5 Supply deadlines and part deliveries

- (1) The supply deadlines specified in the order confirmation commence when the order confirmation is sent off. These cannot fall due before submission of the documents, authorizations, and approvals are obtained by the supplier or before an agreed sum has been received as payment.
- (2) The supply deadline is considered to be satisfied if the supply object has left the plant or has been declared ready for dispatch before the deadline expires.
- (3) Should unforeseen circumstances occur or should events take place which are out of our control, the supply deadlines are extended by the period for which the hindrance lasts, including an appropriate start-up period. Unforeseen circumstances include strikes, lockouts and unpredictable circumstances e.g. interruptions to operation and such which do not enable us to meet the deadlines despite reasonable efforts. This also applies if the aforementioned conditions affect sub-suppliers. We are committed to immediately informing the orderer if unforeseen circumstances have arisen. If the aforementioned delays in output persist for more than three months due to unforeseen circumstances, then both parties are entitled to withdraw from the contract.
- (4) Should, for reasons for which we alone are responsible, an agreed supply deadline not be observed, once an appropriate extension of at least four weeks has passed, the orderer is entitled to demand compensation for the delay in performance or to withdraw from the contract, provided that he indicated in writing that he would reject the service when imposing the extension.
- (5) The orderer may not refuse appropriate part deliveries.

§ 6 Trial deliveries

- (1) On request from the orderer, a delivery of tools, small machines and other devices can be made in accordance with a previously agreed deadline and including the return privilege. These goods are considered to be sold to the orderer at the specified price, if the orderer does not hand over the goods to the haulage contractor or freight carrier for dispatch within the return period or if he requests an extension to the deadline any time after four days before the deadline expires.
- (2) The orderer will bear all dispatch costs and is to return the goods undamaged by return cargo and to take out insurance for the goods against all transportation risks.
- (3) For deliveries worth up to DM 100,00, the orderer must pay a usage fee amounting to 10 % of the value of the goods and for deliveries worth more than the aforementioned value, the orderer shall pay a fee amounting to 5 % .

§ 7 Warranty

- (1) Complaints relating to identifiable faults or incomplete deliveries must be raised immediately or no later than three days after the goods have been received by the orderer.

Such complaints must always be raised before the goods are processed or installed and should be sent to us including precise information of the nature of the individual complaint. If complaints are not reported, we will assume that the goods were received in perfect condition. Faults which are not identifiable or those which only appear during the warranty period should be reported immediately and in writing.

- (2) On request, we shall be given the opportunity on site to determine whether the accused fault is valid or to have this task undertaken by one of our representatives.
- (3) We will correct valid complaints in good time and in the correct manner. We will decide whether this should take the form of correcting the fault (if necessary, also in conjunction with the relevant assembly services) or supplying spare parts.
The orderer does, however, reserve the right to decide whether to demand a reduction in payment or to back out of the contract should we not be able to rectify the fault, whether this be as a result of unjust refusal or three attempts having been made to improve the situation or should a delivery of spare parts still not have rectified the fault.
- (4) Additional claims from the orderer, in particular claims for compensation are restricted in accordance with § 8 or cannot be lodged at all.

§ 8 Liability

- (1) In all instances where we are committed to pay compensation in damages as a result of contractual or legal grounds for claims and these instances are not covered by the above conditions, we only assume liability provided that our managerial level staff or people appointed by us can be held responsible for having acted deliberately or with gross negligence.
If the orderer is a full merchant, a legal entity of the public law, or a special asset under public law over and above this, we will only assume liability for people appointed by us who are not managerial level in instances where they have acted deliberately. For cases of gross negligence we will only assume liability if this results in the infringement of our main obligations.
- (2) When dealing with full merchants, legal entities of the public law or special assets under public law, our liability is restricted to DM 500.000 for each instances of damage. The maximum amount of liability payable for individuals is DM 250.000.
- (3) If, an instance where our liability is restricted, as specified above, and a claim is lodged against us by a third party and this exceeds the aforementioned limits, the orderer must indemnify us from all claims for which we could not have been liable to the orderer and his staff in accordance with the aforementioned conditions.
- (4) The above claims for damages lapse three years after the damage has occurred at the latest.
- (5) The above liability exclusions and restrictions on liability do not apply for any claims for compensation in damages raised against us due to an absence of assured characteristics. The assurance of certain characteristics of the supply object must be included in writing in the order confirmation. This assurance does not cover the risk of secondary damage resulting from defects, provided that we, our managerial level staff or people appointed by us have not acted deliberately or with gross negligence.

§ 9 Advice and intellectual property rights

- (1) If we advise the orderer, this takes place without our incurring a legal obligation.
- (2) Quotes and drawings with which we provide the orderer, must not be disseminated to third parties, and especially not to competing companies.

§ 10 Retention of ownership

- (1) Supplied goods continue to remain our property (conditional commodity) until the orderer has paid off all his outstanding debts liable to us. In instances where outstanding debts due to us or counterclaims raised by the orderer are covered by an overdraft or credit facility, retention of ownership continues to apply until the relevant balance of outstanding debts has been cleared.
- (2) The orderer is authorized to use the conditional commodities. We can, however, revoke this authorization and request that the conditional commodity be returned as soon as the orderer does not comply with his payment obligations or does not do so on time. This also applies if one of the reasons for which our claims are prematurely lodged against the orderer arises and do so in accordance with the specifications laid down in this regulation. If retention of ownership is pursued, such action is considered as withdrawal from the contract.
- (3) Furthermore, the orderer is entitled to sell his retention of ownership in accordance with correct business procedures. Before doing so, he transfers the claims resulting from the sale of the retention of ownership from us to the purchaser. We take on preliminary cession. Item (2) applies accordingly.
- (4) If the value of the above covers exceeds the value of the claim to be covered by 20 %, then we are obliged, on request from the orderer, to free up deliveries of goods for which full payment has been received and we are free to chose the deliveries concerned.
- (5) If the orderer does not comply with his payment obligations or does not satisfy his commitments to us resulting from the retention of ownership, if a bill of exchange or a cheque is not cashed, if he does not make payments or if judicial or out-of-court conciliation procedure or bankruptcy proceedings are opened against his assets, then all of the orderer's debt due to us becomes liable immediately, even if we have agreed upon payment by instalments or if bills of exchange are post-dated. We are then entitled to sell by private contract the conditional commodities which we repossess regardless of payment obligations. Our rights, as specified in § 326 of the BGB (German Criminal Code) are not affected by this. Furthermore, we can withdraw from other as yet unfulfilled contracts with the same orderer irrespective of more extensive rights contained therein.
- (6) With regard to claims arising from the retention of ownership or deferred payments, the orderer cannot appeal that he needs the conditional commodity for special reasons, e.g. to maintain his business.

§ 11 Site of fulfilment and court of jurisdiction

- (1) If the orderer is a full merchant, a legal entity of the public law, or a special asset under public law, then in all disputes arising from the contractual relationship, legal proceedings should be raised at the court responsible for the headquarters of the supplier or responsible for the regional office which handles deliveries. The supplier also has the right to institute proceedings at the orderer's headquarters.
- (2) The contractual relationship is subject to the law of the Federal Republic of Germany. The Standard German Law governing the international sale of non-real estate property, dated 17 July 1973 cannot be applied.

April 1991
PANNKOKE
Flachglastechnik GmbH