



Sales Policy

1 Policy scope: This Sales Policy outlines the terms and conditions for the sales of products manufactured by THACO INDUSTRIES TRAILERS AND HEAVY STEEL STRUCTURES MANUFACTURING LIMITED LIABILITY COMPANY (Thaco Trailers). By placing an order, customers agree to be bound by this policy.

2 Production and Leadtime: Production will begin once the order is confirmed and payment is received. Lead times vary based on commodity and quantity of the order.

3 Price term: EXW, FOB, CIF, DDP - Incoterms[®] 2020 price term is acceptable. For DDP price term, Thaco Trailers can be the Foreign Importer of Record (FIOR) for the products. Price term shall be chosen by the customers.

4 Shipping and Packing:

• Shipping methods and packing: We offer various shipping options with packing as follows:

No.	Products	Shipped by Container	Shipped by Bulk vessel
		Quantity	
1	40' Gooseneck Tandem	4 units/ cont 45'HC	3-5 units/ bundle
2	40'/45' Extendable Tandem		
3	40' Gooseneck Light Weight Tandem		
4	53' Gooseneck Tandem	4 units/ cont 40'HC	
5	20'/40' City Combo	3 units/ cont 40'HC	
6	20'/40' Combo Tandem		
7	20'/40' Combo Tridem		
8	20' Slider Tandem	3 units/ cont 40'HC	
9	33' Slider Tridem	2 units/ cont 40' HC	
10	Dolly Tandem	8 units/ cont 45' HC	-

• Shipping cost: Shipping cost are calculated based on the different shipping method and price term. It can be changed by the Carrier by time to time.

5 Pricing: Depending on specified commodity, specifications and quantity per order.

6 Payment term:

- Option 1: 30% deposit, 70% before delivery on board.
- Option 2: 30% deposit, 20% before delivery on board and 50% before ship arrives at destination.
- Option 3: 30% deposit, 70% upon receipt of cargo at destination port.

7 Distributors in USA:

- **PITTS Trailers** (Address: 5734 Pittsview Hwy Pittsview, AL 36871 - Phone number: +1 (866) 417 2610)
- **Greenfield Products** (Address: 3111 W. 167th Street Hazel Crest, IL 60429 - Phone number: +1 (708) 394 7371)
- **Bull Chassis** (Address: 1084 N El Camino Real, Encinitas, CA, USA 92024 - Phone number: +1 (646) 257 9255)

8 Policy review: This Sales Policy will be reviewed annually. Any revisions to this policy will be communicated or noticed to all affected parties.

Vietnam, 2024

General Director

Mr. Dao Le Chung

