

# AL SANAD INTERNATIONAL CORP.

CYPRUS - JORDAN - IRAQ

الاشارة : سردولية / ٢٨٦ التاريخ : ١٩٣/٢/٣٩٩

الی / مرکز ابن البیطار /الدائرةالتجاریة

الموضوع / تقديم خدمات تجارية

يسرشركة السند الدولية ومركزها عمان - الاردن ومؤسسة الحامد للتجارة الدولية ومركزها الاردن وطهران ان تحيطكم علما " بان المؤسسين على استعداد لفتح طريق التجارة بين العراق وايران ودلك وضق الاسس التالية :

- ١- تبادل سلعي لمنتجات عراقية تصـدر الى ايران وفق القائمة المرفقةطيه .
  - ٢- منتجات أيرانية قابلة للتصدير والعراق بحاجة اليها من القائمة المرفقة طيه والكتالوكات التوضيحية .
    - ۳- علما" ان القيمة المقترحة للبكراية لاتقل عن مبلغ عشرة ملايين دولار امريكي لكلا الطرفين يتم اجراء مقاصة عن كل ارسالية للطرفين .
- - ۵- نرجـوا التكرم باعلامنا ليتسنى لنا ترتيب برنامج الزيارة والاعداد لها بشـكل جيد .

ختاها" نرجسوا تقبل وافر الشحكر والاحترام

المرفقات /

٣ نسخة من العقود الموقعة بين الشركات الايرانية ومؤسسة الحامد للتجارة الدولية

المدير العام

AL SANAD
INTERNATIONAL CORP.
JORDAN-WAQ

JANNING JELLI JANNING JELLI JOHN MINING JELLI صلورة منه الى /

- الافسيارة الخاصية

- الافسيارة العالمية

**AMMAN - JORDAN** 

P. O. BOX 5110 ZAHRAN
FAX: 810187
TEL: 812787

TEL: 812787
TLX: 21461 WASAT JO

BAGHDAD / IRAQ HAY BABIL MAHALLA 925 ST. No. 32 HOUSE NO. 187

HOUSE NO. 187
FAX: 8850359
TLX: 213971 BTF IK
TEL: 7767908

NKOSIA - CYPRUS

KALAMATI ENTERPRISES LIMITED
Cosmo Building P. O. Box 1392
TEL: 02448868
FAX: 02477849
TLX: 2992 Cosmico cy



# AL SANAD INTERNATIONAL CORP.

CYPRUS - JORDAN - IRAQ

والمراب المالية الايرانية القابات المالية

إلى المعاربية المحادثة الشراعبة و هيث بدات المعانع بالتعدير للاسواق الخارجية وعلى المعاربية المعاربية المعاربية والمعاربية والمعارب

هـ الوقيق بكافة إنواعها هيث حم ارسـال عينات في السـابق .

ورراعية ومشركات مستاعية وزراعية ومشرلية

المنزلية (عساعية لاجزاء الرجعزة المنزلية (عسالة ، طباخ ، شلاجة . . )

والمراه المراه المراه المراه المستال والمستال والمستال والمسات الطبيلة

واسر والمناع والطبيع عبارات

AMMAN - JORDAN

P. O. BOX 5110 ZAHRAN

FAX: 810187

TEL: 812787

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BAGHDAD / IRAQ HAY BABIL

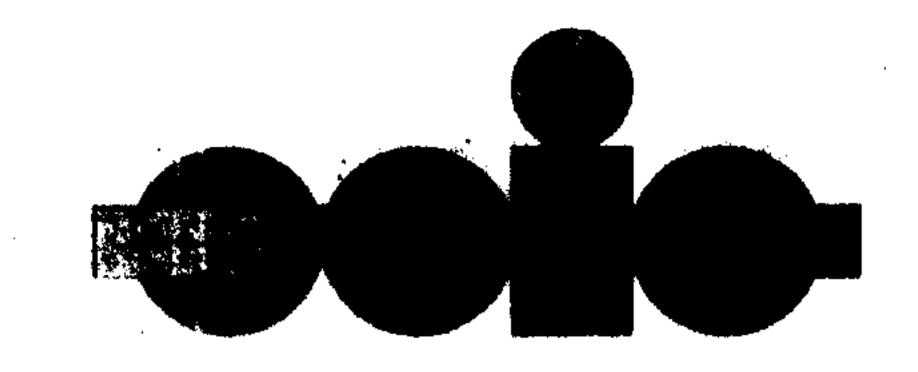
MAHALLA 925 ST. No. 32 HOUSE NO. 187

FAX: 8850359 TLX: 213971 BTF IK

TEL: 7767908

TEL COAL PAGE STATES
FAX: 6247 640

TLX: 2002 Countre cy



### AL SANAD INTERNATIONAL CORP.

CYPRUS - JORDAN - IRAQ

قيسائيها للسلماع العراشية القاباءة للتدويق في ايران

الاستمنت بكافسة انواعب

ېـ الـفـوســفـات والاســهـدة الـفـوســفـاتية .

السيسسو<sub>ر</sub>ريسسا .

عــ الشهــــور.

ن عسمه البيرافيسن

الم حبيبات البيولي اثيليسن عالي الكثافية وواطيي، الكثافة

. 9- ديسزل المحركات

+ 1- النفسط الفسام.

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و ١٢- اي مواد يجدها الجانب العراقي مناسبة للتصدير .

AMMAN - JORDAN

TLX: 21461 WASAT JO

P. O. BOX 5110 ZAHBAN FAX: 810187 TEL: 812787 BAGHDAD / IRAQ
HAY BABIL
MAHALLA 925 ST. No. 32
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FAX: 8850359
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NKOSIA - CYPRUS

KALAMATI ENTERPRISES LIMITED

Cosmo Building P. O. Box 1392

TEL: 02448868

FAX: 02477849

TLX: 2992 Cosmico cy



NECO bldg. 8, 2nd St.,
Bucharest Ave. Tehran-Iran.
Tel.:

Tlx.: 212429 NECO IR. Fax.: 622586

Your Ref:

Our Ref: 70/112/146

Date: 26/2/92

# IN THE NAME OF GOD AGENCY AGREEMENT

P.:

## INTRODUCTION:

BASED ON THE HEETING BETWEEN NATIONAL IRANIAN INDUSTRIES ORGANIZATION EXPORT CO. (NECO) AND ALHAMED INTERNATIONAL TRADING EST-IRANIAN PRODUCTS CENTRE AMMAN (I.P.C) TWO PARTIES HAVE PREPARED AND SIGNED AGENCY AGREEMENT AS FOLLOWS:

#### PREAMBLE:

NATIONAL IRANIAN INDUSTRIES ORGANIZATION EXPORT COMPANY (NECO), BLDG 8,2ND ST. BUCHAREST AVE, TEHRAN-IRAN SIGNED BY MR R. SADEGH MOHAMMADI HANAGING DIRECTOR AS THE FIRST PARTY AND ALHAMED INTERNATIONAL TRADING EST-IRANIAN PRODUCT CENTRE UM-ALSUMNAK P.O.BOX 535 AHMAN, JORDAN SIGNED BY MR KHALIL SHOCAIR-CHAIRMAN AS THE SECOND PARTY.

#### OBLIGATIONS OF TWO PARTIES

#### ARTICLE 1:

BOTH PARTIES SHALL PROVIDE THE COUNTER PARTY WITH THE NECESSARY OFFICE FACILITIES AND ARRANGE VISA FOR RECOMMENDED DELEGATES FROM CORRESPONDING COUNTRIES.

## ARTICLE 2:

FIRST PARTY SHALL CONTACT ALL THE MANUFACTURERS UNDER ITS ORGANIZATION IN IRAN IN ORDER TO COLLECT ALL NECESSARY SAMPLES, CATALOGS, PRICE LISTS OF THIER PRODUCTS AND PROVID THE SECOND PARTY WITH THE NECESSARY INFORMATIONS.

SECOND PARTY SHALL START PROMOTION AND MARKETING FOR THE RELATED PRODUCTS AND CONTACT ALL THE RELIABLE JORDANIAN

A COUNTY



NECO bldg. 8, 2nd St., Bucharest Ave. Tehran-Iran.

Tel.: 656236 Tlx.: 212429 NECO IR.

Our Ref:

Your Ref:

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Fax.: 622586

IMPORTERS TO INTRODUCE IRANIAN PRODUCTS AND FIRST PARTY TO THEM AS THE SOLE EXPORTER OF THE PRODUCTS.

#### ARTICLE 3:

The State of the State of the

SECOND PARTY SHALL SELLECT THE MOST RELIABLE AND BEST POTENTIAL IMPORTER FOR EACH PRODUCT IN TERMS OF MUTUAL BENEFITS OF THE COUNTER PARTIES AND INTRODUCE THEM TO THE FIRST PARTY TO ISSUE THE PROFORMA-INVOICE AND GIVE THEM DEALERSHIP AGREEMENT FOR THE RELATED PRODUCTS IN JORDAN.

#### ARTICLE 4:

THE FIRST PARTY SHALL PAY 2 PCT-5 PCT ACCORDINGLY ON FOB PRICES AS COMMISSIONS FOR EACH DEAL AFTER CASHING THE L/C AMOUNT OF EACH ORDER. AND FIRST PARTY CAN MAKE ANY DIRECT SALE IN JORDAN MARKET WITH ANY IMPORTER OR THIRD PARTY AND UNDERSTOOD BY THE FIRST PARTY TO INFORM THE SECOND PARTY ABOUT THE DEAL AND TO KEEP COMMISSION OF 2 PCT FOR THE SECOND PARTY. IN CASE OF RECIEVING COUNTER OFFER OF SECOND PARTY BY FIRST PARTY AND IF THE COUNTER OFFERED PRICES EXCESS FROM THE PRICE OF FIRST PARTY. THE COMMISSION OF 5 PCT WILL BE CONSIDERED. ANY HOW THE PRICE MUST BE APPROVED BY FIRST PARTY.

#### ARTICLE 5:

IF FIRST PARTY DECIDES TO HOLD ANY FAIR IN JORDAN WITH SECOND PARTY, THE SECOND PARTY SHALL PROVIDE THE FIRST PARTY WITH ALL THE NECESSARY INFORMATION AND ISSUED BANK GUARANTEE AND CUSTOM GUARANTEE AND THE PROFITS WILL BE SHARED ON 50 PCT-50 PCT BASIS.

ARTICLE 6:

The Reservation of the

SECOND PARTY CAN IMPORT DIRECTLY FROM THE FIRST PARTY



NECO bldg. 8, 2nd St., Bucharest Ave. Tehran-Iran. Tel.: 656236

Tlx.: 212429 NECO IR.

Fax.: 622586

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Your Ref:

Our Ref:

Date:

P.3

ON CONSIGNMENT BASIS. PROFITS RECIEVED FROM THE DEAL TO BE SHARED BETWEEN THE TWO PARTIES MUTUALLY CASE BY CASE AND FIRST PARTY CAN SEND MARKETING TEAM OR PERSONNEL TO CONTROL THE DEAL AND CASHING THE COST OF THE GOODS AND TRANSFER IT TO IRAN. THE CONSIGNMENT BASIS, DEALS SHOULD HAVE A SEPRATE AGREEMENTS. THE SECOND PARTY SUPPLYS DRAFT NOTES FOR FIRST PARTY REGARDING THIS KIND OF DEAL.

#### ARTICLE 7:

SECOND PARTY PROVIDES A PRODUCT CENTRE FOR DEMONSTRATION AND EXHIBITING OF IRANIAN PRODUCTS AND UNDERSTOOD TO KEEP PART OF THE SHOWROOM FOR THE FIRST PARTY AND SECOND PARTY SHALL PROVIDE INFORMATION ABOUT JORDAN HARKET, LAW, CUSTOMES, BANKING SYSTEM, TRANSPORTATION ANY OTHER INFORMATION WHICH HELPS FIRST PARTY.

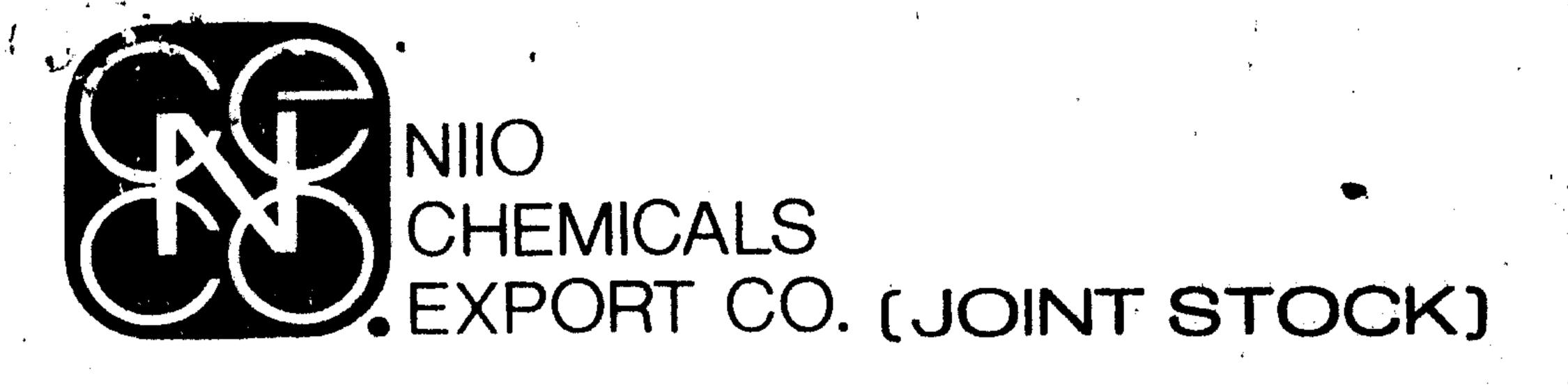
#### ARTICLE 8:

THIS AGREEMENT IS HADE ON FEB, 1992 FOR A PERIOD OF TWO YEARS AND WILL BE EXTENDED UPON THE AGREEMENT BETWEEN TWO PARTIES.

## ARTICLE 9:

THIS AGREEMENT IS DRAFTED IN 9 ARTICLES WITH PREAMBLE AND INTRODUCTION IN ENGLISH AND SIGNED IN SIX COPIES FOR EXECUTION.

R.SADEGH MOHAMMADI M. DIRECTOR N.I.J.O.EXPORT CO. KHALIL HAMED SHOCAIR
CHAIRMAN OF THE AL HAMED
INTERNATIONAL TRADING EST.
IRANIAN PRODUCTS CENTRE



No: 92 GH. /48
Date:17/5/92

# GENERAL AGREEMENT

THIS AGREEMENT HAS BEEN SIGNED IN TEHRAN BETWEEN AL HAMED
INTERNATIONAL TRADING EST. AS THE FIRST PARTY FROM JORDAN AND
NIIO CHEMICALS EXPORT CO. AS THE SECOND PARTY FROM I.R.OF IRAN.

# OBLIGATIONS OF THE TWO PARTIES

## ARTICLE 1:

BOTH PARTIES SHALL PROVIDE THE COUNTER PARTY WITH THE NECESSARY OFFICE FACILITIES AND ARRANGE VISA FOR RECOMMENDED DELEGATES
FROM CORRESPONDING COUNTRIES.

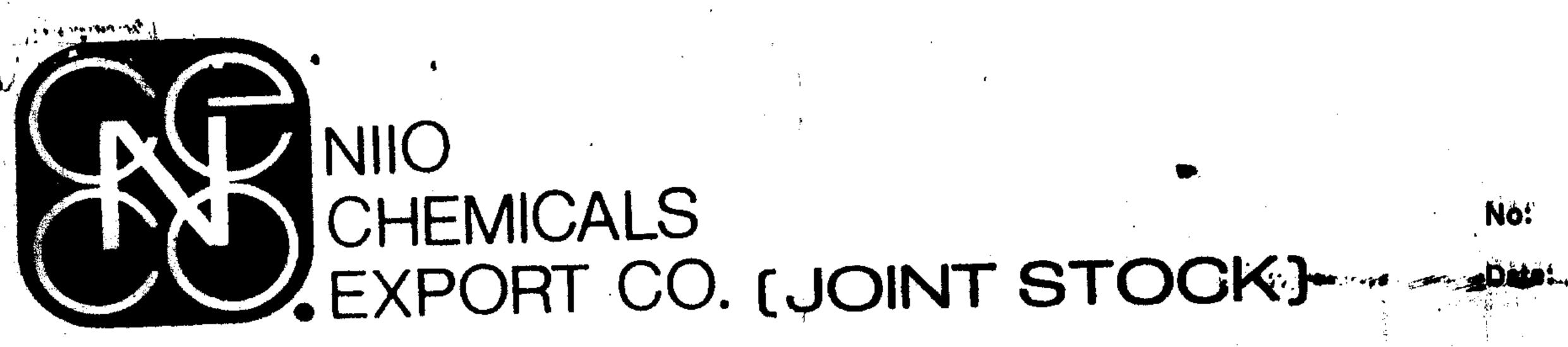
#### ARTICLE 2:

ORGANIZATION IN JORDAN IN ORDER TO COLLECT ALL NECESSARY SAMPLES, CATALOGS
PRICE LISTS OF THIER PRODUCTS AND PROVIDE THE SECOND PARTY WITH
THE NECESSARY INFORMATIONS. SECOND PARTY SHALL START PROMOTION.
AND MARKETING FOR THE RELATED PRODUCTS AND CONTAGT ALL THE
RELIABLE TRANTAN IMPORTERS TO INTRODUCE JORDANIAN PRODUCTS AND
FIRST PARTY TO THEM AS THE SOLE EXPORTER OF THE PRODUCTS.

## ARTICLE 3:

SECOND PARTY SHALL SELECT THE MOST RELIABLE AND BEST POTENTIAL IMPORTER FOR EACH PRODUCT IN TERMS OF MUTUAL BENEFITS OF THE COUNTER PARTIES AND INTRODUCE THEM TO THE FIRST PARTY TO ISSUE THE PROFORMA - INVOICE AND GIVE THEM DEALERSHIP AGREEMENT FOR

Add.:
Post Code: 15188 P.O.Box: 15175-331
Tel: 687348 - 4884944 Tix: 223369 NOBC IR



THE RELATED PRODUCTS IN IRAN

# ARTICLE 4:

THE FIRST PARTY SHALL PAY 2 TO 5 PCT, BASED ON MUTUAL AGREEMENT . OF FOB PRICES AS COMMISSIONS FOR EACH DEAL AFTER CASHING THE L/C AMOUNT OF EACH ORDER. THE FIRST PARTY CAN MAKE ANY DIRECT SALE IN IRAN MARKET WITH ANY IMPORTER OR THIRD PARTY AND IT 15 UNDERSTOOD BY THE FIRST PARTY TO INFORM THE SECOND PARTY ABOUT THE DEAL AND TO KEEP COMMISSION OF 2 PCT FOR THE SECOND PARTY. IN CASE OF RECIEVING COUNTER OFFER OF SECOND PARTY BY FIRST PARTY AND IF THE COUNTER OFFERED PRICES EXCESS FROM THE PRICE OF FIRST PARTY, THE COMMISSION OF 5 PCT WILL BE CONSIDERED. THE PRICE MUST BE APPROVED BY FIRST PARTY.

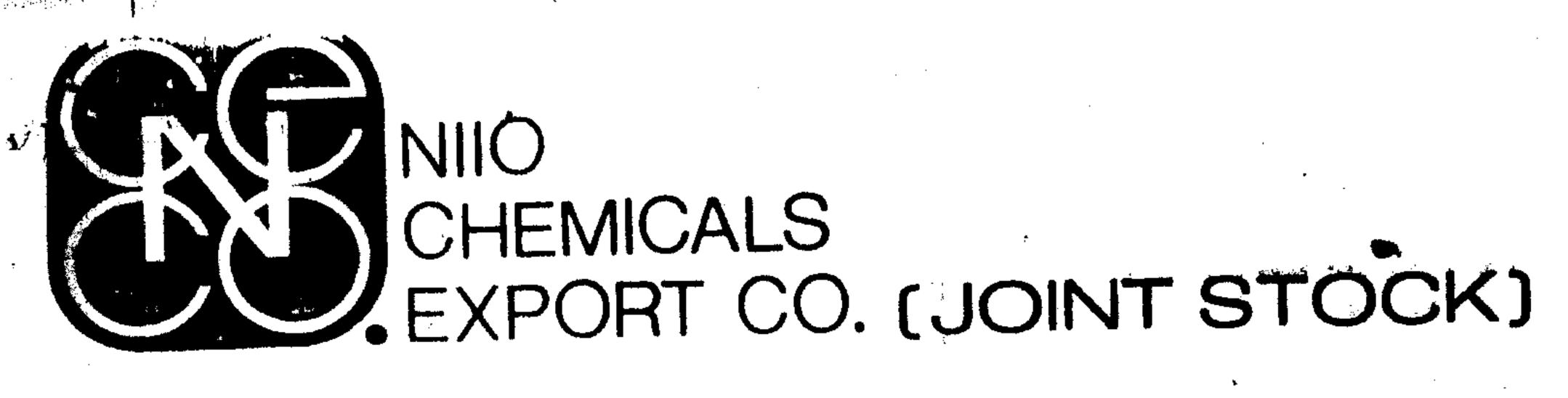
# ARTICLE 5:

IF FIRST PARTY DECIDES TO HOLD ANY FAIR IN IRAN WITH SEGOND PARTY, THE SECOND PARTY SHALL PROVIDE THE FIRST PARTY WITH ALL THE NECESSARY INFORMATION AND ISSUED BANK GUARANTEE AND CUSTOM GUARANTEE AND THE PROFITS WILL BE SHARED ON 50 PCT 50 PCT BASIS.

# ARTICLE 6:

THE SECOND PARTY CAN IMPORT DIRECTLY FROM THE FIRST PARTY ON CONSIGNMENT BASIS . PROFITS RECIEVED FROM THE DEAL TO BE SHARED BETWEEN THE TWO PARTIES MUTUALLY CASE BY CASE AND FIRST PARTY CAN SEND MARKETING TEAM OR PERSONNEL TO CONTROL THE DEAL AND CASHING THE COST OF THE GOODS AND TRANSFER IT TO JORDAN

Add.: Post Code: 15188 P.O.Box: 15175-331 Tel: 687348 - 4884944 TIX: 223369 NOSC #



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DEALS SHOULD HAVE SEPARATE AGREEMENTS. THE CONSIGNMENT BASIS THE SECOND PARTY SUPPLYS DRAFT NOTES FOR FIRST PARTY REGARDING THIS KIND OF DEAL .

## ARTICLE 7:

THE FIRST PARTY IS AUTHORIZED ON BEHALF OF THE SECOND PARTY TO CONTACT THE CHAMBER OF COMMEREC, MINISTRY OF INDUSTRY AND COMMERCE, AND ANY OTHER ORGANIZATION INVOLVED IN EXPORTATION OF GOODS FOR JORDAN AND SECOND PARTY SHALL PROVIDE INFORMATION BANKING SYSTEM ABOUT IRAN MARKET, LAW, CUSTOMES, TRANSPORTATION AND ANY OTHER INFORMATION WHICH HELPS FIRST PARTY.

## ARTICLE 8:

THIS AGREEMENT IS MADE IN MAY , 1992 FOR A PERIOD OF TWO YEARS AND WILL BE EXTENDED UPON THE AGREEMENT BETWEEN TWO PARTIES

# ARTICLE 9:

THIS AGREEMENT IS DRAFTED IN 9 ARTICLES WATH PREAMBLE AND INTRODUCTION IN ENGLISH AND SIGNED IN SIX COPIES FOR EXECUTION

Fax:

NIIO CHEMICALS EXPORT CO. N WIND CHEMCALS EXPORT KHAT F.BARVARZ

MANAGING DIRECTOR ADDRESS:

NO. 13 SEPIDAR ST. AFRICA AVE.

TEHRAN - 1RAN - 15188

P.O.BOX: 15175/331

TEL: (21)687348 - (21)4884944

TLX: 223369 NCEC 1R

FAX: (21)687348

Add.: Post Code: 15188 P.O.Box: 15175-331 Tel: 687348 - 4884944 TIX: 223369 NCEO IR AL HAMED INTERNATIONAL

KHALIL HAMED SHOCAIR CHATEMAN ADDRESS : IRAN PRODUCTS CENTER

UM AL - SUMMAK P.O.BOX 535

AMMAN - JORDAN

TEL: 837528

TLX: 21622 HAMED JO

FAX: 837674

مؤسسة الحامد السهارة الدولية عنسان د الاردن

ALHAMED INTERNATIONAL TOM CHARLE A CENT

Date: 21.10.91

# I.D.R.O. Trading 60

## IN THE NAME OF GOD

## PARTNERSHIP AGREEMENT

### INTRODUCTION:

Based on the MOU made between IDRO TRADING COMPANY, and, ALHAMED INTERNATIONAL TRADING EST. on Oct. 17th 1990 and inorder to define and legalize the operations and steps to be taken to execute the MOU the two parties have prepared and signed a "Partnership agreement" as following:

#### PREAMBLE:

IDRO TRADING CO, 18 Sepahbod Gharani Ave P.O.Box 14155-5798 Tehran, Iran will constitute and hereinafter reffered to as the first party and ALHAMED INTERNATIONAL TRADING EST. Iranian products center, Um Al Summak, P.O.Box 535-Amman, Jordan will constitute and hereinafter reffered to as the second party.

OBLIGATIONS OF TWO PARTIES:

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- Article 1: Both parties shall provide the counter party with the necessary :
- Article 2: Two parties shall arrange visa for recommended delegates from corresponding countries.
- Article 3: First party shall contact all the manufacturers and exporters of exportable product in Iran inorder to collect all necessary samples, catalogs, price lists of their products and provide the second party with the necessary informations about them.

1. /W

Mr. Comments

NO.18 SEPAHBOD GHARANI AVE.; CORNER OF FALAHPOUR ST., TEHRAN — IRAN P.O.BOX: 14155-5798 TEL: 8172808-8172838.TLX: 212056 TDTC-IR, FAM: 822011

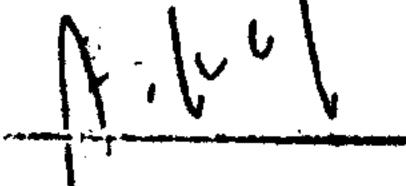
- Article 4: Upon receipt of samples and necessary informations, second party shall start promotion and marketing for the related products and contact all the reliable Jordanian importers to introduce Iranian products and the first party to them as the sole exporter of the products.
- Article 5: Second party shall select the most reliable and best potential importer for each product in terms of most mutual benefits of the counter parties and introduce them to the first party to issue the proforma invoice, and give them dealership agency for the related products in Jordan if necessary.
- Article 6: The first party shall share the commissions or profits out of each deal with the second party according to the mutual agreement made between the two parties case by case, after cashing the L/C amount of each order by the bank.
- Article 7: Second party shall provide the first party with all informations, leaflets, documents, market surveys etc and the latest market prices, product qualities, packaging regulations, etc. necessary and related to the fields of business between the two parties.
- Article 8: After recieving offered prices from first party second party shall give all the informations regarding the best marketable prices of the products in Jordan market to the first party. The difference will be shared between the two parties mutually, case by case.

Charles ....



NO.18 SEPAHBOD GHARANI AVE., CORNER OF FALAHPOUR ST., TEHRAN -- IRAN P.O.BOX: 14155-5798 TEL: 8172808-8172838.TLX: 212056 IDTC-IR, FAX: 822011

- Article 9: Second party can import directly from I.D.R.O the profits or commissions received are to be shared between the two parties mutually case by case.
- Article 10: First party can make any direct sale in Jordan market and make any MOU with any importer or third party, and unerstood by the first party to inform the second party about the deal and to keep a reasonable commission for the second party.
- Article 11: If the first party, for some tactical reason prefers not to enter directly into the deal, the second party is allowed to contact and make deal with the manufacturers and exporters in Iran provided that the profits and/or commissions be shared between the two sides on basis of mutual agreement case by case.
- Article 12: If first party decided to hold any business fair in Jordan, the second party shall provide the first party with all the necessary information and the offer with most competitive price for the fair area, hotel, transportation food, etc. and provailed earth earth custom first party with all the necessary information and the offer with most competitive price for the fair area, hotel transportation food, etc and issue bank guarantee and custom guarantee and the profits will be shared on 50-50 basis.
- Article 13: If any order to the first party is to be re-exported to any other country, the second party shall inform to the first party befor sending enquiries:





- Article 14: First party can send marketing team or personnel to over view the activities and instalations of second party and to contact mutual market surveys in Jordan.
- Article 15: Both parties shall keep the counter party informed about any local agreement that brings about any commissions or margin profit for each party and shall send copy of written agreement to the counter party. All the local margin profits or commissions will be shared according to mutual agreement between two parties excluding those profits generated phermase.
- Article 16: All purchases should be caried out throughirrevocable letter of credit or bank guarantee, unless agreed by the first party other wise.
- Article 17: This agreement is made on 22nd Oct 1991 for aperiod of 2 years and may be extended upon the agreement between two sides.
  - Article 18: This agreement is drafted in 18 Articles with preamble and introduction in English and signed in six copies for execution.

ALI MOFARRAH - VICE PRESIDNET

KHALIL HAMED SHOCAIR- CHAIRMAN

IDRO TRADING COMPANY

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ALHAMED INTERNATIONAL TRADING EST IRANIAN PRODUCTS CENTER

مؤسسة المعامند للتعجازة الدولية

ALHAMEU INTERNATIONAL TRADING EST.

AMMAN - JORDAN

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