



SOURCING ENGINEERED PARTS FROM CHINA

While China offers huge business potential, not



every company has the time, experience or resources to make the most of the opportunities available. PPMA's strategic alliance partner (SAP) SinoScan, whose office and workshop are located close to the PPMA headquarters in Shanghai, offers a fully managed outsourcing service for custom engineering components and products from China. Their offering includes project management, engineering, quality management and logistic services for the manufacture of engineering products from initial investigation, development and prototyping, through to ongoing delivery of production parts. "With a strong track record of smoothing the path to successful business in China for companies of all sizes based in the UK, mainland Europe and the USA, we provide translation services, technical support, quality inspection and liaison with a well-established network of Chinese manufacturers," comments SinoScan Managing Director Peter Riches. Supplied components and products include cast, machined, pressed and plastic parts, fabrications and complete assemblies for industrial and commercial applications, furniture and retail ready products.

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Seddons' Legal Surgery



A regular column written by Alexander Egerton from PPMA's law firm partner Seddons, which looks to identify practical, pre-emptive and cost effective measures against commercial risk.

This issue: Terms and Conditions

Where would your company be if a customer to whom you had sold goods and for which you had not been paid, went bust? Or what if a customer sued your business for extortionate consequential loss, claiming that it had been caused by your negligence? A properly drafted set of terms and conditions will set out when payment should be made and what options you have, should the customer not pay as agreed, including taking back any goods which have not been paid for or charging interest for late payment. The wording of your terms of business should also clearly stipulate the limits of your liability to your customers and hence avoid any costly dispute. You must also carefully consider whether your terms and conditions actually suit your business – simply copying someone else's will never give you a document which is entirely appropriate to your company's circumstances and is no substitute for the protection that bespoke and robust terms of business can provide.

SEDDONS

Next time: Ensure your terms of business prevail over your customers' in the 'battle of the forms'.

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Diary dates 2011

Technical seminars

- **Functional Safety**
1 September, Marriott Hotel, Northampton
- **Machinery Risk Assessment**
5 October, Manchester Airport Marriott Hotel
- **Machinery Directive**
20 October, Marriott Hotel, Northampton
- **PUWER**
3 November, Manchester Airport Marriott Hotel
- **Machinery Risk Assessment**
17 November, Marriott Hotel, Northampton

For details and to book go to www.ppma.co.uk/educ/info.htm
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PPMA Show

27-29 September, NEC Birmingham

PPMA 2011
27-29 September
NEC, Birmingham, UK
www.ppmashow.co.uk

The UK's leading processing & packaging machinery exhibition attracting thousands of end users from numerous sectors. Co-located with Interplas (plastics exhibition), the show includes the latest technology

from BARA & UKIVA members and a three day Manufacturing Forum to help end-users address current obstacles which are hindering production – see p3. **Hurry, only a few stands left!**
To book contact: E graham.earl@reedexpo.co.uk
T +44 (0)20 8910 7890 www.ppmashow.co.uk

Golf Day

8 September, DeVere Staverton Park

The PPMA Golf Day provides the perfect opportunity for members to entertain clients and take part in a thoroughly enjoyable day of 27 holes of golf, four competitions, as well as a three course meal and trophy presentations

Itinerary includes:-

- Breakfast, Lunch, reception drinks & dinner
- 9 hole texas scramble competition
- 18 hole team stableford competition (nearest the pin, longest drive, individual prizes for 1st and 2nd)
- Trophy & prize presentations

Book your teams NOW!

For more information and to book go to www.ppma.co.uk/golfdays/golfdays.htm or contact david.harrison@ppma.co.uk
www.ppma.co.uk/golfdays/golfdays.htm

