

## KUM® GmbH & Co.KG

# Catalogue Pencil Sharpeners - Drafting Tools

& more

COO

KUM

100



Visit KUM® on



http://www.pencilsharpener.com



The Family Owned Manufacturer of Pencil Sharpeners and Drawing Equipment since 1919 based in Germany

**KUM**® is a manufacturer of pencil sharpeners, drawing instruments, cosmetic sharpeners and other products for school, office and advertising.German Production, quality and precision from A to Z.

KUM® has over 90 years of production experience.

Our philosophy is: creativity, quality, tradition and customer service.

### WE ARE HERE FOR YOU!

Product Safety and Regulations..

Our products should not only be fun and fulfill their function perfectly but should also be safe. It may have harmful effects when humans put products in their mouth that contain phthalates. A study by the Department of Environmental Medicine of the University of Erlangen has proven this. Tests showed that phthalates have an effect on the hormonal balance. Small children are especially sensitive. KUM® has paid close attention for many years to produce products without these harmful substances. Please also inform your customers about this!

#### REACH

We adopt the status of a Downstream-User and also in one case as importer, for the supply chain described within the REACH-Regulations. The pre-registration has been submitted.

EN 71-3

All our products are in accordance with the regulations defined in EN 71-3

#### Packaging

Our sales and transport packaging are in accordance with the 5th Amendment of the Packaging Decree

## We reserve the right to change prices, packaging and colours due to economic necessity or necessary ecological adjustments.

OUR ADDRESS...

Our post box address has a different postal code than our street address, as shown below. Both addresses are for the same building.

**KUM**® GmbH & Co. KG Essenbacher Strasse 2 D – 91054 Erlangen Germany **KUM**® GmbH & Co. KG P.O. Box 2160 D – 91011 Erlangen Germany Office Hours: Monday – Thursday: 8:00 to 16:15 Friday: 8:00 to 12:00

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Direct extension: - 40

e-mail: patrick.becker@kum.net

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**KUM®** Packaging-Jar-MiniJar **KUM®** Safir-Pencil **KUM®** TRIBALL - Roller-Pen System **KUM®** Metallic Wax Crayons

## legend









Jar



in transparent drums (D)



size: Ø 116mm x h50mm

Mimi Jar



in transparent buckets (BU)

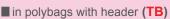


size: Ø 130mm x h130mm Ø 200mm x h145mm on blistercards (EB)

CVP



size: A7 105mm x 75mm A6 148mm x 105mm



CVP2

CVP3

**CVP1** size: 123x70x245mm

size: 90x65x182mm

size: 120x49x185mm



### Pencil Sharpeners without container-polystyrene or magnesium



### Pencil Sharpeners without container- magnesium

Order no

104.05.41

Order no

102.72.21

Nr.300-2 Color, Magnesium Alloy Pen-

cil Sharpener for precise sharpening in

Packaging

Box 16Pcs.

"ROTARÉ" Elegant plastic waste

container, 1-hole polystyrene inner

sharpener and pencil hole cover.

To open and close the pencil hole cover ju turn the lid 180° Article name Packaging

Box 20Pcs.

Rotaré K1

Shipping unit

1344Pcs.

Shipping unit

1880Pcs.

cool and elegant colors.

Article name

300-2 Color

Nr.300-1 Color, Magnesium Alloy Pencil Sharpener for precise sharpening in cool and elegant colors.



Order no Article name Packaging Shipping unit 104.01.41 300-1 Color Box 24Pcs. 2688Pcs.



"Mikro"1-hole Pencil Sharpener. with small waste container, especially



suitable for pencil case

Order no. Article name Packaging Shipping unit 102.22.01 Mikro K1 Box 24Pcs. 1680Pcs.



No.210K1, Pencil Sharpener with waste container, recessed grip zone, dome lid with pencil hole cover



waste container, recessed grip zone, dome lid with pencil hole cover

No.210K1 Ice, Pencil Sharpener with

Order no.	Article name	Packaging	Shipping unit	
303.05.21	210K1 Ice	Box 12Pcs.	780Pcs.	
303.05.25	210K1 Ice-BU	Bucket 18Pcs.	324Pcs.	

Nr.475 Color, Magnesium Alloy Pencil Sharpener for precise sharpening in cool and elegant colors.



Order no Article name Packaging Shipping unit 104.05.21 475 Color Box 24Pcs. 1824Pcs.



KUM® 2-in-1 ,Pencil Sharpener, with small waste container, 2-hole magnesium sharpener with removable top



Order no. Article name Packaging Shipping unit

Box 12Pcs.

744Pcs.



2-in-1M2

103.20.21

No.208K2 Pencil Sharpener with waste container, dome lid with pencil hole cover



Order no.	Article name	Packaging	Shipping unit
102.05.21	208K2	Box 12Pcs.	624Pcs.
102.05.22	209K2-A7	Blister 24Pcs.	192Pcs.

No.208M2 FT Pencil Sharpener with waste container, dome lid with pencil hole cover

Packaging

303.35.21 2-in-1K2 Pop Box 12Pcs. 744Pcs.

Shipping unit

**KUM MAGNESIUM®:** COLOR

eco-friendly

high-tech material

for precise sharpening in

cool and elegant colors.

**Pencil Sharpeners** 

with waste container

NOYNAM

PSION AC

KUM® 2in1® K2 Pop, with small

Article name

Order no.

waste container, 2-hole polystyrene

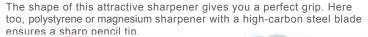
inner sharpener, with removable top



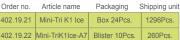
Order no.	Article name	Packaging	Shipping unit	t
301.08.21	208M2FT	Box 12Pcs.	624Pcs.	



KUM® MiHi-TRi:











Order no. Article name Packaging Shipping unit 402.13.21 Mini-Tri M1 Box 24Pcs 1296Pcs 402.13.22 Mini-TriM1-A7 Blister 10Pcs 260Pcs



**KUM® CORREC-TRi** Pencil Sharpener& Eraser



and Eraser Triángulo

Order no.	Article name	Packaging	Shipping uni
	Correc-Tri M1	Box 12Pcs.	648Pcs.
402.11.22	Correc-TriM1 -A6	Blister 12Pcs.	96Pcs.

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### Pencil Sharpeners with waste container

No. 430M1 "Barrel", Container Pencil Sharpener, 1-hole inner sharpener



Order no. Article name Packaging Shipping unit

Box 12Pcs.

480Pcs.

480Pcs.



430M1

103.06.31

228M2 High-Cube, Plastic Can Pencil Sharpener, 2-hole inner sharpener the upper part of the sharpener clicks firmly into the base;



Packaging Shipping unit Article name Order no. 103.51.21 228M2 Pop Box 12Pcs.



No.1870K Pop, polystyrene can pencil sharpener, 2-hole precision-made of milled magnesium alloy



303.20.21 1870KM1 Pop Box 12Pcs. 384Pcs.



ELLIPSE Container Pencil Sharpener, flexible and unbreakable, 1-hole sharpener either polystyrene or precisionmade of milled magnesium aloy



Order no.	Article name	Packaging	Shipping unit
303.33.21	Ell K1 Pop	Box 10Pcs.	500Pcs.
PS			
303.45.21	Ell M1 Pop	Box 10Pcs.	500Pcs.
Mg			

No. 430M2 "Barrel", Container Pencil Sharpener, 2-hole inner sharpener

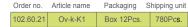


Order no. Article name Packaging Shipping unit 103.28.31 430M2 Box 12Pcs. 480Pcs.



SMALL OVAL-OFFICE, waste container pencil sharpener with pencil hole cover, 1-hole sharpener.







No.1870K Pop, polystyrene can pencil sharpener, 1-hole or 2-hole polystyrene inner sharpener





Packaging Shipping unit Article name 303.14.21 Pod M2 Pop Box 12Pcs. 303.07.21 1870KK1 Pop Box 12Pcs. 384Pcs.



OVAL-OFFICE LARGE. waste container pencil sharpener with pencil hole cover, 2-hole sharpener.



Packaging Shipping unit

POD Pop Pencil Sharpener, with waste container, unbreakable and flexible, 2-hole precision-made of milled magnesium allov



Packaging Article name Shipping unit Order no.

480Pcs.

Nr.460Ice, Ergonomic Pencil Sharpener with waste container, 2-hole sharpener



Article name Packaging Shipping unit Order no. 303.19.21 Box 6Pcs. 168Pcs. 460 Ice



MAXI MF Pencil Sharpener, with waste container, 2-hole inner sharpener, with screw-on top, with pencil hole cover



Order no Article name Packaging Shipping unit



POD Pop Pencil Sharpener, with waste container, unbreakable and flexible, 1-hole or 2-hole polystyrene inner sharpener



Article name Packaging Shipping unit Order no.



## KUM® Click Clack One Click.....Ready to Go!

The nifty pencil hole covers in an easy and quick manner make sure that the contents of the sharpener stay where they belong.







KUM® ClickClack, container sharpener, 2-hole polystyrene inner sharpener, with Click Clack pencil hole cover



Article name Packaging Shipping unit Order no. 102.84.21 KUM®ClickClack Box 20Pcs. 720Pcs.



Order no. Article name Packaging Shipping unit 432Pcs. 450 Ice Box 12Pcs.



Order no. Article name

Ov-a-M2 Box 12Pcs 480Pcs.







Article name Packaging Shipping unit Order no. 303.15.21 221M1Ice Box 12Pcs. 300Pcs.



Packaging

Box 6Pcs.

Order no

303.17.21

Article name

442M2 Ice



der no.	Article name	Packaging	Shipping u
04 74	204144 ME	Dev 10Dee	2000





Order no. Article name 103.22.71 442M2 MF





Catalogue PBS 16

Ord

103

Shipping unit

180Pcs.

Page 4

### **Fancy Sharpeners**

### **KUM®** Fancy Sharpeners

Not Suitable for children under 3 years.

KUM® Children-Party-Box Fancysharpener-Assorted

Bucket Assortment:

2 pcs. Telephone-Timer, 3 pcs. Airplane, 3 pcs Helicopter 2 pcs. Tricycle, 3 pcs. Swan, 3 pcs. Compass, 1-hole inner sharpener of polystyrene



KUM® Fancy Sharpeners "SqueakyHappyAnimals" flexible and very tough,1-hole inner sharpener of polystyrene, screw-on top with pencil hole cover Frog, lion, monkey and caterpillar



Big12R Pencil Sharpener, for 12mm pencils; produces rounded taper on pencil tips with double-blade system





No. 233 Ice lead pointer, for 2 mm leads, specially hardened blade, recessed grip zone on both sides polystyrene body



Box 42Pcs.

11880Pcs.

lce

303.58.21	233





6

Special

**Purpose Sharpeners** 

ORSION AC

Big16R Pencil Sharpener, for 16mm

pencils; produces rounded taper on

Packaging

Box 6Pcs.

Packaging

Box 24Pcs.

Shipping unit

1032Pcs.

0

Order no.

hardened blade

Order no.

105.11.21

Article name

250

Article name

No. 250 lead pointer, with container,

for 2mm and 3,15mm lead, specially

2-hole polystyrene inner sharpener

DYNAMI

KUM® No.1010 WORLD GLOBE Ø45 mm, Pencil Sharpener with waste container,1-hole plastic inner sharpener



Order no.	Article name	Packaging	Shipping unit	
106.09.11	1010	Box 12Pcs.	480Pcs.	
106.09.12	1011-A7	Blister 12Pcs.	120Pcs.	



Nr.208M2-8+10 pencil sharpener, 2-hole sharpener magnesium, special Diameter Ø 8+10mm (Especially developed for triangular a. hexagonal pencils)



Order no Article name Packaging Shipping unit 780Pcs. 105.39.21 208M2 8+10 Box 12Pcs.

No. 218T COLOR-COMBI, Can pencil sharpener for 8mm pencils, "Color"part produces rounded taper on pencil tips



rder no.	Article name	Packaging	Shipping unit
5.04.71	218T	Box 12Pcs.	468Pcs.
5.04.72	217T-A7	Blister 24Pcs.	144Pcs.



## KUM® EASY POINT

2 to 3 "clicks" + 5 to 6 turns and most mechanical pencils for kids are ready to go again!!!

- Adapted sharpening cone embraces the tip of the mechanical pencil and therefore reduces the risk of lead breakage.

 Waste container makes sure that hands. desks and pencil cases stay clean.

KUM® No. 2020 WORLD GLOBE 45mm, Pencil Sharpener, half meridian revolvable, 1-hole polystyrene inner sharpener in base



Order no. Article name Packaging Shipping unit Box 12Pcs. 288Pcs. 106.30.21 2020



Nr.100-70 Pencil Sharpener, for 17mm pencils, with bottom lid, useful for example for carpenter pencils, a.s.o.



Packaging 105.01.21 100-70 Box 12Pcs. 1560Pcs.



No. 226 WAX, Can pencil sharpener for wax crayon, produces rounded taper on crayon tip with double-blade system



Order no. Article name Packaging Shipping unit Box 12Pcs. 468Pcs. 105.05.71 226WaxT





Catalogue PBS 16

Shipping unit

2520Pcs.

Lang Konus Spitzer

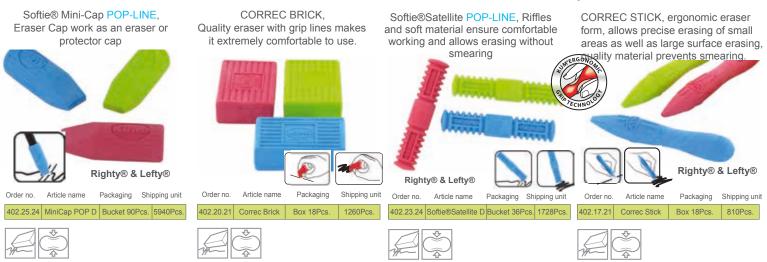


### Wood Sharpeners, KUM Tip Top® Cap Sharpener



347.04.24 Cap Sharpener POP D Köcher 32Pcs. 1536Pcs.

### Softie® Eraser free of PVC, Phthalaten "Made in Germany"



**KUM®** Softie®Triángulo POP-LINE, ergonomic triangular shape with grip ribbing makes it extremely comfortable to use





BEAR Eraser-Sharpener, with container, non PVC! - composition rubber, 1-hole polystyrene inner sharpener, assorted colours



HEART Eraser-Sharpener, with container, non PVC! - composition rubber, 1-hole polystyrene inner sharpener, assorted colours



Packaging

Shipping unit

0.	Article name	Packaging	Shipping unit	Order no.	Article name
.25	5000 BU	Bucket 26Pcs.	468Pcs.	402.02.25	5010 BU





## **KUM®** CALYPSO

Order no

402.01.

Quality eraser material prevents smearing Free of Phthalates, PVC or other harmful substances to ensure safety Eraser edge makes accurate erasing possible Precision sharpener with "Dynamic Torsion Action"

blade for an always perfect sharpening result Dirt reservoir keeps pockets, pencil cases and workplace clean.

Order no. Article name		Packaging	Shipping unit
402.03.25	Eraser Calypso	Bucket 15Pcs.	270Pcs.
402.03.22	Eraser Calypso A7	Blister 12Pcs.	312Pcs.









# **SCHOOL SHOP**

## The new KUM® School Shop:

⇒Perfect Point of Sales Presentation

⇒Individual Content Possible



# KUM® School Shop Order No.: 405.02.21

# **KUM®** School Display

The content of the school displays can be made to fit your individual requirements as a lefthanderor righthander school shop!

Our sales team will be glad to assist you with your individual content requirements.

## ALSO AVAILABLE AS A LEFTHANDED VERSION!!!

Sales-Display







## **Content: 154 Products**

	م ام		
ог	αε	: T-I	no.

article-name

103.59.21	Oval-groß M2 POP, 2-hole magnesium inner sharpener	6
347.00.21	442M2 Softie <sup>®</sup> Pop, 2-hole magnesium sharpener, flexible a. very tough	4
102.84.21	Click Clack, container sharpener, 2-hole polystyrene inner sharpener,	5
102.83.21	4-in-1 K4 Pop, polystyrene sharpener for all pencil ø 7mm - 11mm	10
103.20.21	2-in-1 <sup>®</sup> Box Pop, 2-hole magnesium sharpener	14
303.21.21	1870KM2 POP, container sharpener, 2-hole magnesium sharpener	10

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order-no.	article-name	pcs.
402.17.21	Satler Grip, für Rechts-und Linkshänder, PVC Frei	16
225.01.19	L1 SOFTIE®FLEX ruler, 15 cm, flexible material, free of phtalates	30
225.02.19	L03 SOFTIE®FLEX Lineal, 30 cm, flexible material, free of phtalates	13
208.13.29	262 <b>SOFTIE®FLEX</b> triangle-protractor , flexible material, free of phtalates	15
347.02.24	KUM TIP TOP® Cap Sharpener, sharpens, protects, lengthens, erases	22

pcs.

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Sales-Display





Item#: 347.06.21 **Content: 112 Products** 

12 ea.	Softie®Tri Pop Line, 1 Eraser in Tag Bag
15 ea.	Mini Cap Pop Line, 2 Eraser in Tag Bag
12 ea.	Softie®Satellite Pop Line, 1 Eraser in Tag Bag
8 ea.	442M2 Softie® Pop Line, magnesium 2-hole inner sharpener
6 ea.	221M1 Softie® Pop Line, magnesium 1-hole inner sharpener
9 ea.	210K1 Pop Line, plastic 1-hole inner sharpener
24 ea.	Cap Sharpener K1 Pop Line, plastic 1-hole inner sharpener
16 ea.	CorrecTri® Pop Line, magnesium 1-hole inner sharpener and Eraser
10 ea.	KUM TIP TOP® K1 Pop Line. The Pencil & Sharpener

EAN-Display 4064900150223



## Display School TD02

Item#: 100.62.21

## Content: 86 Products

Oval-groß M2 POP, magnesium 2-hole inner sharpener, pencil hole cover 442M2 Softie®Pop, magnesium 2-hole inner sharpener, pencil hole cover POD M2 Pop, magnesium 2-hole inner sharpener, container flexible a. unbreakable 2-in-1 Box Pop, 2-hole plastic inner sharpener, especially suitable for pencil case 1870KM2 POP, 2-hole plastic inner sharpener, pencil hole cover Correc Stick, high quality Eraser, free of PVC, Phthalaten, Made in Germany L1 Pop ruler, 15 cm, assorted colours in TB

EAN-Display 4064900117622



## Display Softie & Flex Item#: 109.02.24

# **Content: 67 Products**

221M1 Softie® Pop Line, magnesium 1-hole inner sharpener 5 ea. 442M2 Softie®Pop, magnesium 2-hole inner sharpener, pencil hole cover 3 ea. Mini Softie®M2 Ice, 2-hole magnesium sharpener, flexible a. very tough L1 SOFTIE®FLEX ruler, 15 cm, flexible material, free of phtalates in Tag Bag L03 SOFTIE®FLEX ruler, 30 cm, flexible material, free of phtalates in Tag Bag 262 Softie®Flex triangle-protractors 16cm, lexible material, free of phtalate in Tag Bag

EAN-Display 4064900151657

4 ea.

20 ea 20 ea.

15 ea.

4 ea. 5 ea.

3 ea.

23 ea.

7 ea.

24 ea.

20 ea.

Web-Animals



## Display **WEB** Item#: 343.02.21

## **Content: 69 Products**

23 ea. 26 ea.

1870KM2 WEB, Container 2-hole magnesium sharpener KUM®2in1M2® WEB, Container 2-hole magnesium sharpener

20 ea. L1 ruler WEB, with inking edge

### EAN-Display 4064900148343

1870KM2 "WEB" Container 2-hole magnesium sharpener





Packaging

Box 12Pcs.

Shipping unit

384Pcs.

Article name

343.01.21 1870KM2WEB

Order no.

Mg

KUM®2in1M2® "WEB" Container 2-hole magnesium sharpener LL1 "WEB" ruler 17cm with inking edge





Order no Article name Packaging Shipping unit







18 ea. 18 ea. 14 ea. 20 ea.

AN/MAL Babies Item#: 341.01.21

Verkaufs-Display

## **Content: 70 Products**

206K1 Animal, Plastic Singlesharpener, 208M2 Animal, Magnesium Doublesharpener, Ov-gM2 Animal, Magnesium Doublesharpener, 240K1 Animal, Plastic Singlesharpener

### EAN-Display 4064900143935

206K1"Animal Babies" Pencil Sharpener, with waste container, plastic 1-hole inner sharpener, with pencil hole cover

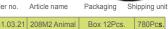


Order no.	Article name	Packaging S	Shipping unit
341.02.21	206K1 Animal	Box 12Pcs.	960Pcs.



208M2"Animal Babies" Pencil Sharpener, with waste container, 2-hole inner sharpener magnesium, with pencil hole cover







Oval Office-Large"Animal Babies", Pencil sharpener with waste container and pencil hole cover, 2-hole inner sharpener magnesium,



Order no. Article name Packaging Shipping unit 341.04.21 Ov-gM2 Animal Box 12Pcs 552Pcs



TUBE"Animal Babies", Miniature Toy Pencil Sharpener, unbreakable, plastic 1-hole inner sharpener, assorted in 2 designs



Order no. Article name Packaging Shipping unit





Catalogue PBS 16



# **Green Line**

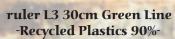


MADE OF RECYCLED PLASTICS

polystyrene can pencil sharpener -Recycled Plastics 80%-

R







# "Green" Quality

These trendy sharpeners and rulers not only look good and offer the high KUM® standard of quality but also make a valuable contribution to the protection of our environment.



EAN-Display 4064900150636

## **Content: 76 Products**

26 ea. 1870KK2 Green Line, polystyrene can,
2-hole plastic pencil sharpener, -Recycled Plastics 80%30 ea. L1 15cm ruler Green Line, -Recycled Plastics 90%-

20 ea. L3 30cm ruler Green Line, -Recycled Plastics 90%-

### ruler L1 15cm Green Line -Recycled Plastics 90%-

-	- i i i i i i i i i i i i i i i i i i i				
1	Order no. Article name Packaging Shipping unit				
	349.01.21	L1 Green Line	Box 20Pcs.	1000Pcs.	
		Nº 1 St	S. A. C. M.	103012	

Catalogue PBS 16

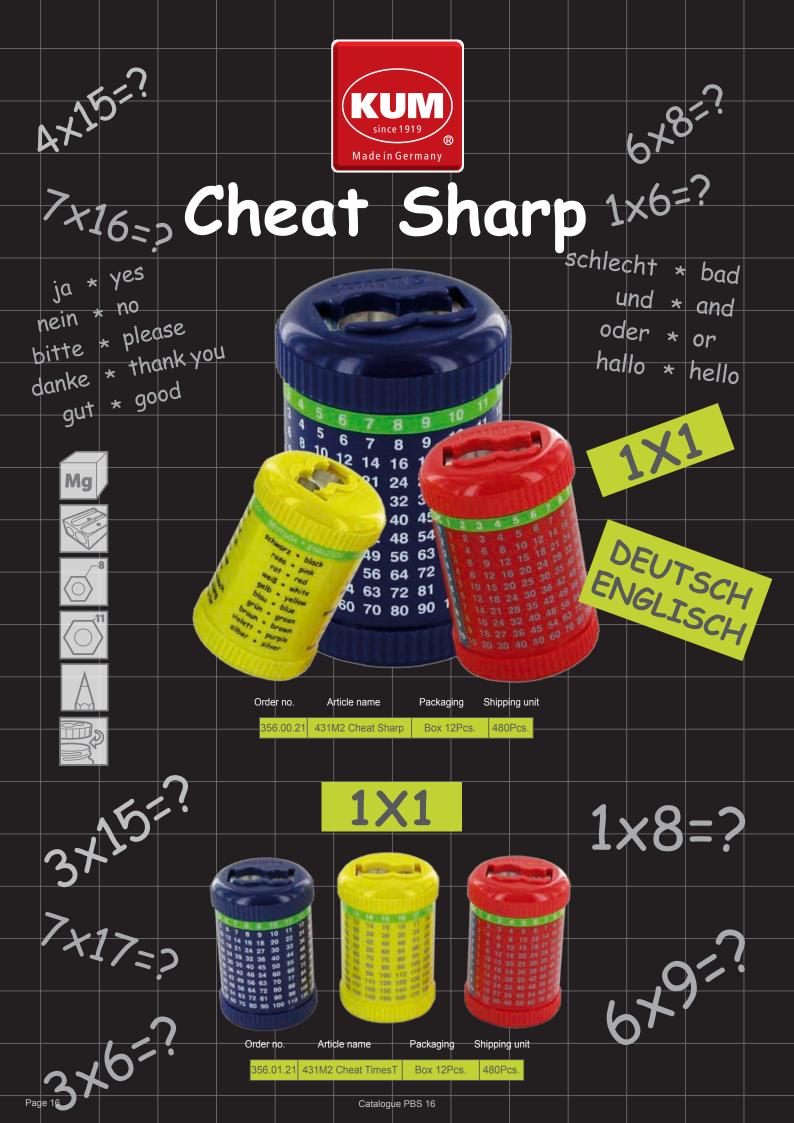
PS





# TOUCH SOFT AS SILK







## KUM® 1870KM2 CAMO Container Sharpener

Order no.	Article name	Packaging	Shipping unit
355.01.29	1870KM2 CAMO	Box 12Pcs.	384Pcs.

Order no.	Article name	Packaging	Shipping unit
355.02.29	L1 CAMO	Box 20Pcs.	1000Pcs.

PS

Mg









# LUXURY TOUCH

KUM® LUXURY









## Products for the Left-Handed

Products for the left-handed have been very important for KUM® for many years.

Many countries forced students to use their right hand in the past. Today it is known that this can have negative effects. In Europe it is estimated that approximately 15% to 20% of the population is lefthanded. In some areas the percentage of lefthanders is believed to be up to 50%. **KUM**® has recognized this trend long ago and is continuously developing and strengthening its position as specialist for lefthanded products. With our range of deco theme sharpeners, flexible left-hand drawing instruments, or attractive left-hand scissors we offer an exciting range of products for lefthanders: wrinting aids, desk pads...





# Item#:: 902.03.21

EAN-Display 4064900141108

1052621	8 ea.	442M2 Softie® Lefty®, 2-hole magnesium inner sharpener
1053421	18 ea.	2-in-1M2Lefty® BoxSharpener, 2-hole magnesium inner sharpener
9010321	8 ea.	ClickClack Lefty®, container sharpener, 2-hole polystyrene inner sharpener
1057011	7 ea.	Ov-gM2 Pirat Lefty®, container sharpener, 2-hole magnesium inner sharpener
1056821	9 ea.	Ov-gM2 Tiere Lefty®, container sharpener, 2-hole magnesium inner sharpener
9050121	8 ea.	Softie®Cut Spitz Lefty®, Left-handed scissor for Kids with sharp tip
9050221	8 ea.	Softie®Cut Rund Lefty®, Left-handed scissor for Kids with round tip
9020119	40 ea.	L1 Softie®Flex Lefty®, ruler 15cm, Left-handed scale from right to left
9020219	40 ea.	L03 Softie®Flex Lefty®, ruler 30cm, Left-handed scale from right to left

### Products for the Left-Handed: sharpener, ruler



OVAL-OFFICE small LEFTY®, container sharpener for lefties, 2-hole pencil sharpener magnesium, with pencil hole cover



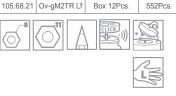




OVAL-OFFICE Animals LEFTY®, container sharpener for lefties, 2-hole pencil sharpener magnesium, with pencil hole cover



Shipping unit Order no Article name Packaging





sharpener for lefties, flexible and shat-

terproof, with 2-hole pencil sharpener,

Packaging Article name



KUM®FLEXI®-LEFTY® rulers L1 15cm for lefties, reverse scale (hotstamping) for lefties, extremely flexible polystyrenes



**KUM**®FLEXI®-LEFTY® rulers L3 for lefties, 30cm, with inking edge, reverse scale (hotstamping) for lefties, extremely flexible polystyrenes



KUM® Softie®Flex Lefty® L1 rulers 15cm, left-handed scale from right to left (hotstamping) extremely flexiblematerial. absolutely free of harmful phthalates

Order no





KUM® Softie®Flex Lefty L03, 30cm rulers for lefties, left-handed scale from right to left (hotstamping) extremely flexible material, absolutely free of harmful phthalates,



60Pcs

## **KUM® MEDI GRIP**

JOINT DEVELOPMENT OF DR. JOHANNA BARBARA SATTLER Licensed Psychotherapist, Psychologist and

### KUM® GmbH & Co. KG

uses the body's natural physiology to gently place fingers of right-handed persons as well as of left-handed persons into the proper position for sharpening, and therefore ensures a firm grip during sharpening.





Box 6Pcs.

105.41.11

Med M2 Lf



Shipping unit 180Pcs.

## **KUM® POP CUT**

School Scissors 130 mm / 5 1/4" With blunt tip and plastic handles, for right or left-handers





## THE NEWEST DEVELOPMENT BY... DR. JOHANNA BARBARA SATTLER

**Desk-Pad for Left-Handers** 

#### **DESK-PAD LEFTY**®



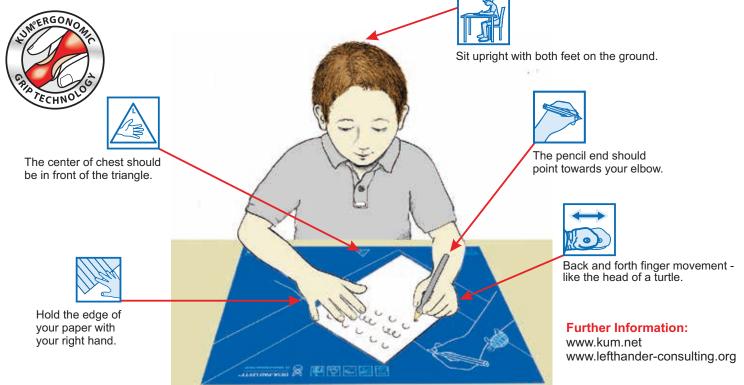
Plastic /Desk-pad size : 53 x 40 cm / 20 ¾ x 15 ¾ inch Item# 906.01.19 Desk Pad Lefty®

### DESK-PAD LEFTY®PAPER



Pad of 20 sheets of tear-off paper size 42 x 29.7 cm / 16 ½ x 11 ¾ inch Item# 906.02.19 Paper Pad – PAPER block- Lefty®

The pattern printed on the **DESK-PAD LEFTY®** for left-handers shows how to place the notebook/paper and hands in such a way that the child will develop a comfortable and relaxed writing position. This desk-pad for left-handers is available as a tear-off pad with gradated paper or as a colourful, durable, wipeable plastic deskpad with a non-slip surface. It is a great help to all left-handers – not only at school but also in kindergarten. At this early stage it helps and encourages them to adopt a relaxed position when drawing and making their first attempts at writing. The desk pad will fit on any school desk and should also have a place in the left-handed child's room. It also offers basic support to both converted left-handers who are going back to using their left hand and to patients, who must learn to write with their left hand after losing control of their right hand. Please take into consideration that the inclination angle to the right is ergonomically more favorable but will require some time to get used to. Children that have become used to a different inclination angle for positioning their notebook/paper will sometimes in the beginning react sensitively to this change.



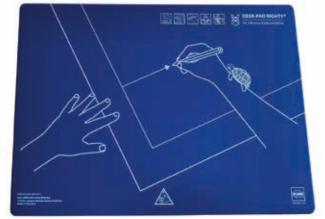
Ergonomics



## THE NEWEST DEVELOPMENT BY... DR. JOHANNA BARBARA SATTLER

**Desk-Pad for Right-Handers** 

### **DESK-PAD RIGHTY®**



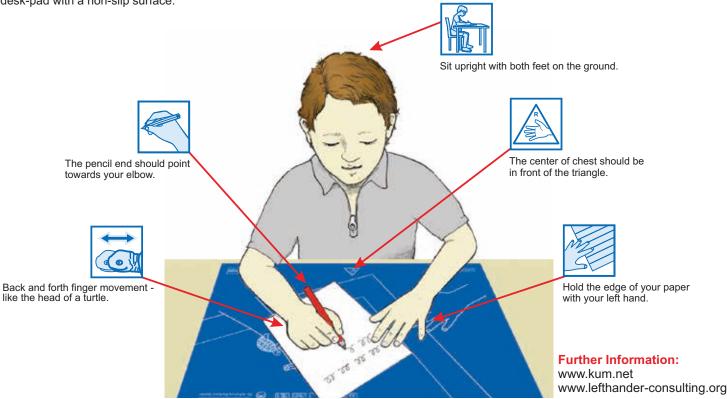
Plastic / Desk-pad size : 53 x 40 cm / 20 ¾ x 15 ⅔ inch Item# 512.01.19 Desk Pad Righty®

### DESK-PAD RIGHTY® PAPER



**Pad of 20 sheets of tear-off paper** size 42 x 29.7 cm / 16 ½ x 11 ⅔ inch **Item# 512.02.19** Paper Pad – PAPER block- Righty®

The pattern printed on the **DESK-PAD RIGHTY** <sup>®</sup> for right-handers shows how to place the notebook/paper and hands in such a way that the child will develop a comfortable and relaxed writing position. The drawing shows a sheet of paper slightly tilted to the left. This position facilitates a comfortable and ergonomically correct writing position for right-handers. Over the course of time, many right-handers adopt this position and use their left hand as the holding hand on the left side of the sheet of paper. The desk-pad for right-handers also fulfills the need of many right-handed children, who do not want to be at a disadvantage towards left-handed children. It therefore fulfills the requirement of teachers to not have to exclude any groups. At an early stage a relaxed posture while drawing and writing is promoted and practiced. Further, the left hand is assigned a correct position. The desk-pad fits on any school desk and also should be part of the right-handed children's room. This desk-pad is available as a tear-off pad with gradated paper or as a colourful, durable, wipeable plastic desk-pad with a non-slip surface.



Catalogue PBS 16

Ergonomics

## **KUM®** Sattler Grip

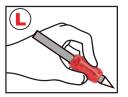
## The Sattler Grip is an innovation which gently guides the fingers into the ergonomically correct writing position.

This product was developed by Dr. Johanna Barbara Sattler together with KUM® to provide an ideal writing aid for left- and right-handed persons.

## The advantages of the Sattler Grip:

- Its shape guides the fingers automatically and gently into an ergonomically correct writing position.
- The Pressure Feedback System cushions the pressure and prevents the user from holding the writing instrument too tightly.
- Ergonomically ideal for left- and right-handed persons.
- The pliable and pleasant feeling material is guaranteed free of toxic substances and eliminates the risk of allergenic reaction.
- Fits most pencil-, pen and brush diameters

Passt auf Bleistifte, Farbstifte, Kugelschreiber, Bastelmesser, Pinsel etc.



Linkshänder Platzieren ihren Daumen auf die mit,,L" markierte Griffmulde



Rechtshänder Platzieren ihren Daumen auf die mit,,R" markierte Griffmulde

RGON



The lip around the recessed grip areas guides the fingers gently into the ergonomically correct writing position and prevents fingers from crossing over.

The middle finger is placed on

the"M". The grip points on the

surface immediately indicate

the correct positioning of the

middle finger

**Right-Handed Persons** 

place their thumb here.



The pencil on top of the grip points owards the tip of the pencil, brush, marker etc.

Catalogue PBS 16

Lefthanded-Persons

place their thumb here.

The "L" is upright and

readable when held in

the correct writing position.

1.)

### Ergonomics



gently place fingers of right-handed persons into the proper position for sharpening, and therefore ensures a firm grip during sharpening.

Dr. Johanna Barbara Sattler recommends the KUM® MEDI GRIP and uses it in her practical work (i.e. child groups) Mg

### Draftings Instruments - Softie®Flex

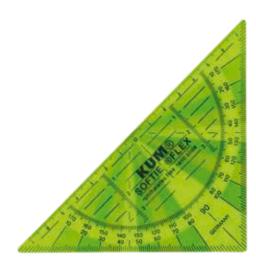






# Non-slip surfaces and 100% flexibility characterize these new rulers and triangle-protractors.

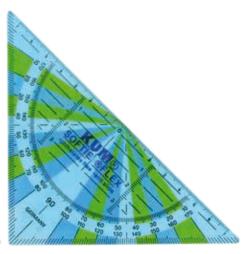
KUM® SOFTIE® FLEX 16cm triangle protractor, with smudge rests, extremely flexible material, absolutely free of harmful phthalates, in Tag Bag



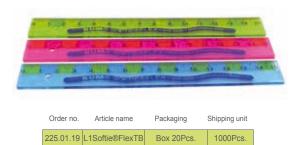


 Order no.
 Article name
 Packaging
 Shipping unit

 208.13.29
 262Softie®FlexTB
 Box 15Pcs.
 900Pcs.



**KUM**® SOFTIE®FLEX L1 15cm ruler, extremely flexible material, absolutely free of harmful phthalates, in Tag-Bag



### KUM® Starter-Set Geo1



KUM® SOFTIE®FLEX L03 30cm ruler, extremely flexible material, absolutely free of harmful phthalates, in Tag-Bag



225.02.19 L03Softie®FlexTB Box 20Pcs. 240Pcs.

Drawing Instrument Set includes : ruler 15cm, semicircular protractorØ10cm, Geometry triangle 16cm und 60° angle



## All these items are free of harmful phthalates!

Draftings Instruments - Softie®Flex







### The new KUM® SOFTIE®Flex Extreme

Range of drawing instruments is unbelievably flexible and break-proof. An ultra-modern material makes this range of products extremely flexible. Bending and dropping are not a problem. These products will not break or crack. They will always find their way back into their original position.



KUM® SOFTIE®FLEX L01 Extreme 15cm ruler, extremely flexible material, absolutely free of harmful phtalates, in Tag-Bag



Order no.	Article name	Packaging	Shipping unit
225.09.19	L1Softie®Flex Extreme TB	Box 20Pcs.	1000Pcs.

## KUM® Starter-Set Geo2

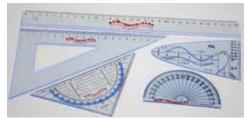


**KUM®** Softie®Flex Extreme 464 Triangle Protractor, extremely flexible 22 cm triangle protractor with precision stamped ring scale and smudge rests for precise work, in tag-bag





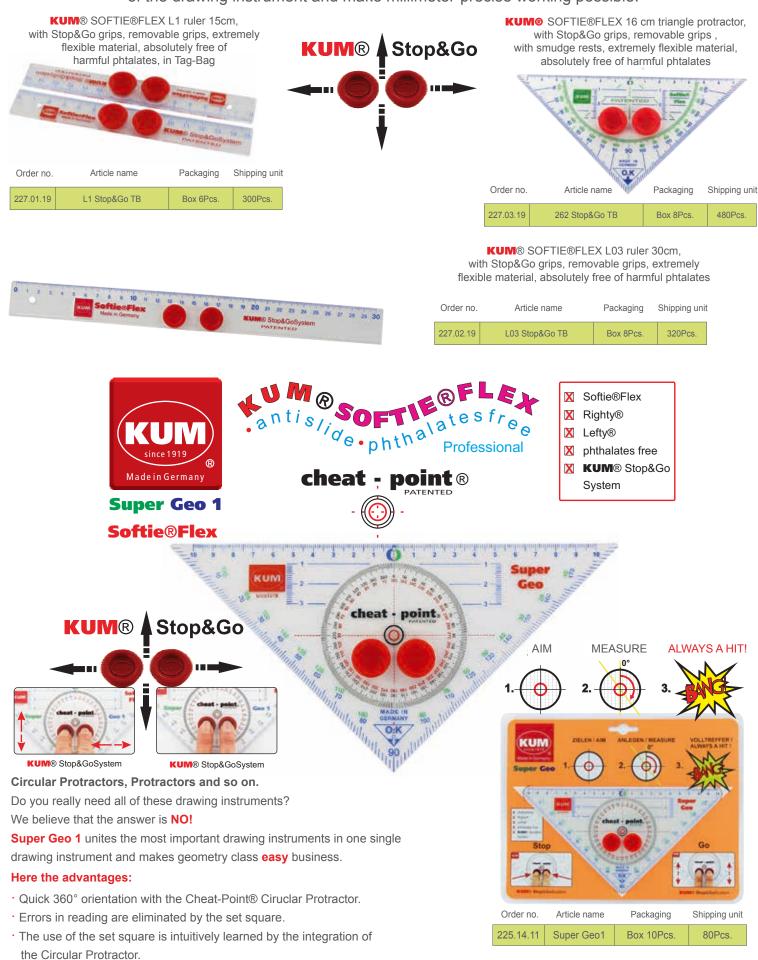
## Drawing Instrument Set includes:



ruler 30cm, semicircular protractor Ø 10cm, parabola, Geometry triangle, angle 21cm  $60^{\circ}$ 

## All these items are free of harmful phthalates!

# Die innovThe innovative and patented **KUM**® Stop&Go Points allow a precise fixation of the drawing instrument and make millimeter-precise working possible.



 KUM® Stop&Go Grips allow a fix positioning on paper and prevent slipping during parallelrespectively longitudinal translations.
 Page 30
 Catalogue PBS 16

### Draftings Instruments - Rulers - Parabola

KUM® L1 Rulers 17cm, polystyrene, precision hot-stamped scale, crystal clear, in Tag Bag



**KUM**® L3 Rulers 30cm, polystyrene, with inking edge, precision hot-stamped scale, crystal clear, in Tag Bag





**KUM**®FLEXI® L1 Rulers 15cm, extremely flexible material, precision hot-stamped scale, in Tag-Bag



**KUM**®FLEXI® L3 Rulers 30cm, extremely flexible material, with inking edge, precision hot-stamped scale, in Tag-Bag

Order no.

202.01.09

Article name

GI-Lineal TB

PS

Packaging

Box 10Pcs

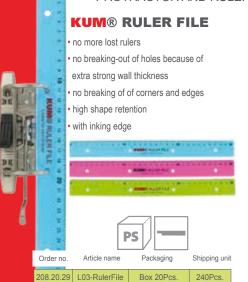
**KUM**® L1Pop Rulers 15cm, polystyrene, precision hot-stamped scale, assorted colours, in Tag-Bag KUM® L3 Pop Rulers 30cm, polystyrene, precision hot-stamped scale, assorted colours, in Tag-Bag

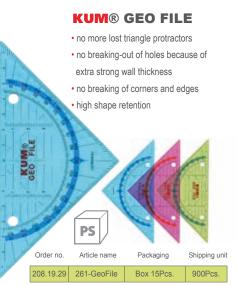




### Draftings Instruments - Ruler - Triangle Protractor - Circlet®

PRACTICAL, CLEVER AND ALWAYS WITHIN REACH TRIANGLE PROTRACTOR AND RULER FOR EASY FILING IN FILE FOLDERS





KUM® Nr. 261-2, Triangle-Protractor, 16 cm, anti-smudge rests,



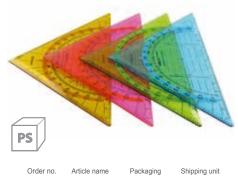
KUM® Nr. 292 with finger grip Triangle-Protractor ,16 cm, anti-smudge rests and colour ring, in Tag-Bag



KUM® Nr. 262 Triangle Protractor,

16 cm, anti-smudge rests and colour ring, in Tag-Bag

Order no.	Article name	Packaging	Shipping unit	
208.02.19	262TB	Box 15Pcs.	900Pcs.	
	PS	D		



KUM® Nr. 262 Pop Triangle Protractor,

16 cm, anti-smudge rests and colour ring,

in Tag-Bag

303.28.29 900Pcs. 262 Pop TB Box 15Pcs



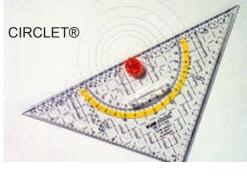
### **KUM®** CIRCLET® **Triangle Protractor and Compass in one!**

KUM® CIRCLET® No. 293C, 16 cm compass-triangle, with finger grip and antismudge rests. You can draw angles and directed edges, circles and analogies, and any more with only one drawing instrument. Instruction for use is in plastic envelope.



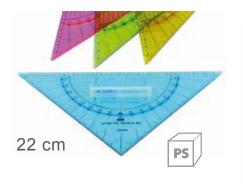
compass-triangle 22 cm, with finger grip and antismudge rests. You can draw angles and directed edges, circles and analogies, and any more with only one drawing instrument. Instruction for use is in plastic envelope.

KUM® CIRCLET® No. 493C,



Order no	. Article name	Packaging	Shipping unit
209.13.01	493C	Box 10Pcs.	180Pcs.

KUM® Triangle Protractor No. 464, 22 cm, with removable handle, anti-smudge rests and colour ring, in Tag-Bag



Order no.	Article name	Packaging	Shipping unit
209.11.09	464 TB	Box 5Pcs.	150Pcs.

9.12.01	293C	Box 10Pcs.	480Pcs

209

## Blue Ocean ®

# KUM® The Pencil & Sharpener

#### No more:

- Dirty Pockets
- Broken-Off Pencil Tips in Briefcase and Pockets
- · Lost Components that Really Belong Together
- · Erasers that are too small



**Refill Pack** The Pencil & Sharpener



	Order no.	Article name	VE	
	403.02.21	Der Bleistift & Spitzer	16Pcs.	
Ŕ			R	





Righty® & Lefty®

Exclusive Distribution through KUM® Ltd. Ireland



The new brush Display from **KUM**® offers the perfect Point of Sale Presentation for your quality **KUM**® Brushes.



Item 511.75.24

(D) Pinsel (S) Penslar (B) Brushes (F) Pinceaux (NL) Penselen (E) Pinceles



# Quality Brushes "Made in Germany"

# Content: 468 Products

order-no.	article-name	packaging	order-no.	article-name	packaging
511.11.11	Hog Bristle Brushes # 2	24	511.22.11	Fine Hair Water Colour Brushes # 2	24
511.12.11	Hog Bristle Brushes # 4	24	511.23.11	Fine Hair Water Colour Brushes # 3	24
511.13.11	Hog Bristle Brushes # 6	24	511.24.11	Fine Hair Water Colour Brushes # 4	24
511.14.11	Hog Bristle Brushes # 8	24	511.25.11	Fine Hair Water Colour Brushes # 5	24
511.15.11	Hog Bristle Brushes # 10	24	511.26.11	Fine Hair Water Colour Brushes # 6	24
511.16.11	Hog Bristle Brushes # 12	24	511.27.11	Fine Hair Water Colour Brushes # 7	24
511.17.11	Hog Bristle Brushes # 14	12	511.28.11	Fine Hair Water Colour Brushes # 8	24
511.18.11	Hog Bristle Brushes # 16	12	511.29.11	Fine Hair Water Colour Brushes # 9	24
511.73.11	Hog Bristle Brushes # 18	12	511.30.11	Fine Hair Water Colour Brushes # 10	24
511.19.11	Fine Hair Water Colour Brushes # 00	12	511.32.11	Fine Hair Water Colour Brushes # 12	12
511.20.11	Fine Hair Water Colour Brushes # 0	12	511.70.11	Fine Hair Water Colour Brushes # 14	12
511.21.11	Fine Hair Water Colour Brushes # 1	24	511.71.11	Fine Hair Water Colour Brushes #. 16	12



# Memory Point® Brush

## Quality Brushes "Handmade in Germany"

The synthetic fibres used on these brushes surpass conventional synthetic brush fibres in many ways. These brush fibres were developed by us and in combination with superb craftsmanship offer everything that artists, painters and students could ever ask for:

- An always perfectly formed brush tip
- Optimal color intake, storage capacity and pay-off characteristics
- The possibility to paint even the finest lines with all brush sizes
- •Outstanding shape retention characteristics because of exceptionally elastic fibres
- Large surface painting or precise detail work.....these brushes make it possible
- The brushes are 100%
   Handmade in Germany

16

KUM®

Made in Germany EAN 40 64900 048223

IN MANANANANANA 163



Perfect for water colour-, gouache-, acrylic-, glass- and silk painting.

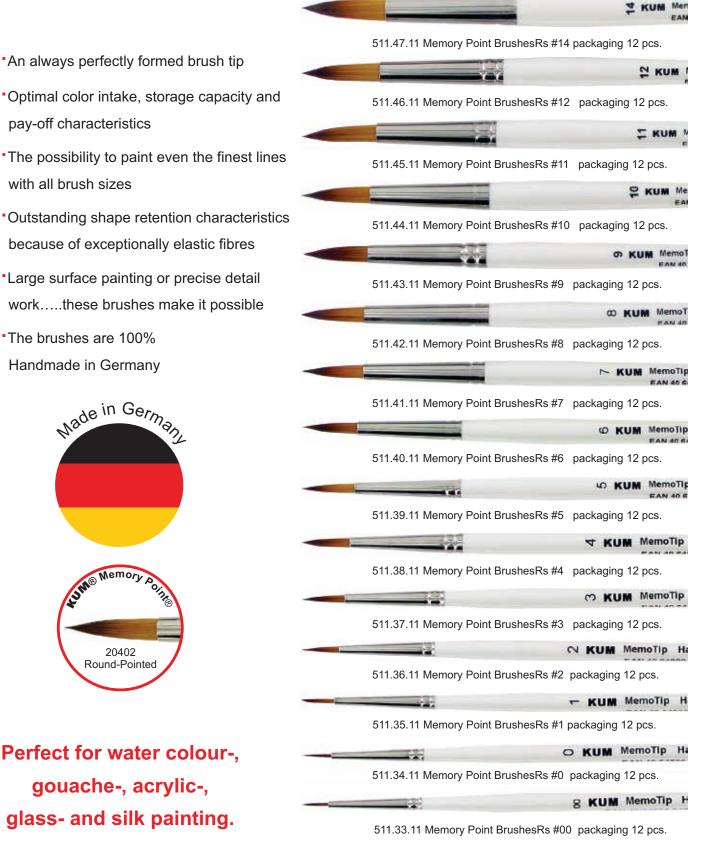




# **Memory Point® Brush**

## Quality Brushes "Handmade in Germany"

The synthetic fibres used on these brushes surpass conventional synthetic brush fibres in many ways. These brush fibres were developed by us and in combination with superb craftsmanship offer everything that artists, painters and students could ever ask for:



14

KUM®

Made in Germany EAN 40 64900 048223

IN INTERNET INTERNAL 163



# **Memory Point® Brush Quality Brushes** "Handmade in Germany"



14

The synthetic fibres used on these brushes surpass conventional synthetic brush fibres in many ways. These brush fibres were developed by us and in combination with superb craftsmanship offer everything that artists, painters and students could ever ask for:





An always perfectly formed brush tip

Optimal color intake, storage capacity and pay-off characteristics

The possibility to paint even the finest lines with all brush sizes

Outstanding shape retention characteristics because of exceptionally elastic fibres

Large surface painting or precise detail work.....these brushes make it possible

The brushes are 100% Handmade in Germany

Perfect for water colour-. gouache-, acrylic-, glass- and silk painting.





514.05.11 Memory Point® BrushesSL #6 packaging 12 pcs. 514.06.11 Memory Point® BrushesSL #8 packaging 12 pcs. 514.07.11 Memory Point® BrushesSL #10 packaging 12 pcs. 514.08.11 Memory Point® BrushesSL #12 packaging 12 pcs. 514.09.11 Memory Point® BrushesSL #14 packaging 12 pcs.

4.4



# Hog Hair Bristle Brushes Quality Brushes "Made in Germany"

A highly durable brush for precise working.

The wood that we use for the wooden handles all comes from FSC Certified domestic forests.

## No tropical woods are used!

The wood does not contain any **pesticides**, **formaldehyde** or other **toxic substances**. They do not contain **lead** or **cadmium**.

These quality brushes are completely non-toxic and correspond with EN 71-3

16





511.11.11 Hog Hair Bristle Brushes #2 packaging 12pcs.



# Fine Hair Water Colour Brushes Quality Brushes "Made in Germany"

High storage capacity, even color pay-off and high durability characterize these brushes from **KUM**®. The wood that we use for the handles all comes from FSC Certified domestic forests.

#### No tropical woods are used!

The handles do not contain **formaldehyde**, **lead**, **cadmium** or other **toxines** according to DIN 53160. They handles are sweat and saliva resistant.

These quality brushes are completely non-toxic and correspond with EN 71-3.



# Compass- Display

Item#: 501.39.21 Display - Content: 12 pcs.





**KUM®** Geometry Master-Bow Compass, with centre wheel and fix legs + leads holder – length: 165 mm – Pivot Ø 4.0 mm



501.34.01

501.36.01

KUM® Geometriezirkel

mit Gewindespindel

und 2 Kniegelenken,

165 mm lang,

2 Ersatzminen

KUM® Geometry

Master-Bow Compass,

with center wheel,

length 165mm,

2 Spare Leads

3 piece

3 Stück

**KUM**® Geometry Master-Bow Compass, with centre wheel and both legs with 2 joint + leads holder - length: 170 mm – Pivot Ø 4.0 mm 501.37.01 3 piece **KUM**® Quick-Set Bow Compass, with fast and precise adjustment, 2 knee joints, length 17mm and 2 spare leads

501.35.21

KUM® Geometry

Master-Bow Compass,

with assorted Designs

and center wheel, length 165mm and

2 spare leads

3 piece



**KUM**® Geometry Master-Bow Compass, different motives, with centre wheel and fix legs + leads holder – length: 165 mm – Pivot Ø 4.0 mm



**KUM**® Quick-Set Bow Compass, 2 knee joints with fast and precise adjustment + leads holder - length: 170 mm –Pivot Ø 4.0 mm

One of the most important components of a sharpener is the blade. **KUM**® blades consist of precision (laser-controlled) sharpened high carbon steel that is razor sharp. These blades are hardened to over 62 HRC, which is much harder than the steel used for quality kitchen knives (approximately 55 HRC) or scissors. **KUM**® blades are mounted with a screw – not rivoted or clamped. This also allows the blades to be replaced with our spare blades. **KUM**® is the only manufacturer worldwide to use

curved blades.We call this: Dynamic Torsion Action®



For easier recognition, all our blades have **KUM®** Made inGermany embossed in them.

Standardmesser



#### No. 530S Spare blades,

for KUM Pencil Sharpeners, flexible high-carbon			
"Dynamic Torsion Action®" steel blade, for Stan-			
dard pencil sharpeners, 6 blades in a three-way			
box = 18 blades in original boxİ			
Order no.	Article name	Packaging	Shipping unit
801.07.11	530S	Etui 18Pcs.	3510Pcs.
001.07.11	0000	Liur for cs.	3310105.

#### Display-Contents: 15 pcs.





## The Symbiosis between a Pen and a Scissor

- Scissors in Pen Format
- Compact Shape/Easy and Safe to Carry
- For Left- and Right-Handed Persons



Refillable with Refill-Set 6pcs. order no. 507.12.22



## Scissors-Titanium

These titanium scissors were developed to enhance the hardness of the cutting edge. Hardened stainless steel blanks are suspended in a vacuum chamber, and connected to an electric current. A patented feedstock of titanium nitride, chromium nitride, and aluminum is vaporized by electric current. The charged nitrides chemically bond on the surface of the stainless steel blanks, resulting in a very hard surface. The process is called physical vapor deposition. The nitride layer is between 1 and 3 microns thick, and it enhances the hardness of the blade 3 to 8 times over a traditional scissor blank. The enhanced hardness perwiths a broad range of uses without dulling. For instance, the titanium scissors can be used to cut paper, prepare poultry, and sew without ruining the edge. Tests with 20,000 cuts of paper have shown no dullness. These patented titanium scissors also have the benefit that the blades are extremely smooth. The titanium nitride coatings fill many of the pores, which results in less surface area for particles to adhere.

This makes the scissors stick resistant.



Order no.	Article name	Packaging	
507.01.12	Schr13R	6Pcs.	

KUM® TITANIUM 13 cm for Kids with blunt tip Range of application:

- school
- arts and crafts

Additional information:

Ages 4+





- arts and crafts
- office
- household
- industry and trade





**KUM®** TITANIUM 25 cm Range of application:

- arts and crafts
- office
- household
- industry and trade



Order no.	Article name	Packaging
507.07.12	Schr.MaxiS	1Pcs.

#### **KUM®** TITANIUM Maxi Range of application:

industry and trade household

- arts and crafts office
- Additional information:
- all-purpose scissors for especially tough jobs. Equipped with bottle opener and nutcracker







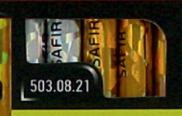
# These products are available in the Jar







6



SAFIR 📾

### BLEISTIFTE Pencils

SAFIR

**GMUN** 

CRAYON GRAPHITE LÁPICES DE GRAFITO KURŞUN KALEM

WOOD



BLEISTIFTE PENCILS













Katalog PBS 16



Novel Roller-Pen for school, university and Office enables precise and smooth writing as creative drawing and sketching.

- •1.0 mm stitch strength
- Innovative Roller-Pen System (low viscosity ink)
- Documentary proof
- •Ergonomic 3-edge shape for relaxed and safe writing posture
- •Writing length: 200.000 cm
- ·Precision and wear-resistant tip from Switzerland
- Ventilated cap with clip
- ·Quick-drying therefore ..... smudge-proof and also particularly suitable for left-handers
- Unbreakable









Quality wax crayons that meet the highest educational, aesthetic, artistic and safety demands. Made for drawing, painting, generously applying, layering and scraping. KUM® METALLIC WAX CRAYONS FOR CREATIVE FUN!!!







HON-TOXIC



x6





**EN71-3** 

Katalog PBS 16



Frei von gefährlichen Welchmachern (Phthalaten)







All and the

## GENERAL TERMS OF SALE AND DELIVERY

#### GENERAL

- 1.0 All our deliveries and the entire present and future legal relationships between ourselves and the purchaser shall be subject to the following conditions. Buying conditions of the purchaser being in whole or in part opposed to our conditions or to the statutory regulations are hereby expressly contradicted. Besides, as far as the contractual relations are concerned, German law shall apply exclusively. The application of the Convention Relating to a Uniform Law on the International Sale of Goods (EKG) and the Uniform Law on the Conclusion of International Sales
- Agreements (EAG) shall be excluded. There exist no verbal side agreements. Agreements diverging from these conditions shall in the individual case only be binding if confirmed by us in writing; in particular, this shall apply to agreements with our representatives, fieldworkers and employees. 1.1
- Our offer shall always be made without any engagement. Agreements also such entered into on fairs or through our travelling salesmen and sales representatives -shall not materialize until our written confirmation of the order and its receipt by the 1.2 purchaser. Our information stated in the confirmation of the order as to form, colour, size and quantity shall be made to the best of our knowledge, however not binding and without being considered as guaranteed properties. The purchaser shall inform us in writing of any deviations within 14 days after receipt of the confirmation of the order. After the expiration of this period of time the purchaser will not be able to claim false delivery.

#### PRICES

- 20 Our prices are understood for deliveries ex Erlangen. If, after the conclusion of contract, alterations of the calculation bases owing to higher labour- and material costs, increase of the legal value added tax or other circumstances, in particular calculation changes based on technical reasons, should arise we shall be entitled to carry out a corresponding alteration of the prices in an adequate relation to the changed calculation basis. This shall not apply if the purchaser is no merchant in the meaning of the German Commercial Code (HGB) and if our delivery is effected within 4 months after conclusion of contract.
- Packing and forwarding expenses shall be borne by the purchaser, unless otherwise agreed in writing. 2.1

#### DELIVERY AND TERMS OF DELIVERY 3)

- Our confirmed terms for delivery are approximate terms and forwarding dates. In case the date of delivery agreed upon should be exceeded by more than 2 weeks, 3.0 the purchaser shall be entitled to grant us in writing an additional period of time of at least 3 weeks. If the period of grace should not be observed the purchaser shall be entitled to withdraw from the contract by written declaration provided that the purchaser combined its grant of an additional period of time with a threat to withdraw from the contract
- The delivery of the merchandise shall be effected ex Erlangen. We shall comply with 31 our obligation to deliver by keeping the merchandise ready in the works for their collection or by delivery of the merchandise to the forwarding agent, carrier etc.
- In case the delivery or acceptance of the purchaser should for justifiable reasons not be effected in time we shall be entitled to withdraw from the contract if we have given 3.2. notice of it - granting an additional period of time - by registered mail or telex 2 weeks before exercising the right to rescind the contract. We shall be entitled to make part deliveries. Business on fixed terms shall not be made.
- 3.3
- Claims for damages of the purchaser because of delayed deliveries, even for 3.5 positive violation of contract or tort, shall be excluded unless we had acted at least ossly negligently
- As far as circumstances not to be justified by us complicate, delay or make impossible the execution of accepted orders we shall be entitled to postpone the 3.6 Impossible the execution or accepted orders we shall be entitled to postpone the delivery, back order or part delivery by the duration of the disturbance or to withdraw in whole or in part from the contract. We shall not be liable e.g. for interferences of the authorities, operational breakdowns, strikes, lock-outs, work breakdowns due to political or economic conditions, lack of necessary raw materials and operating supplies, shortage of material, delays in transit due to traffic disturbances and circumstances beyond our control which occur in our works, those of our sub-contractors or in foreign works which the maintenance of our own works depends upon upon.

#### FORWARDING AND RISK TAKING

- 40 The forwarding of our merchandise shall be effected ex works at the risk of the purchaser, even in case the freight and other charges are borne by us. The merchandise shall be insured by us against damage to goods in transit and upon express written instruction and to the account of the purchaser.
- Upon delivery of the merchandise to the forwarding agent, carrier etc. the risk shall pass to the purchaser and in case of part deliveries when these are made. 4.1

#### TERMS OF PAYMENT 5)

- 5.0 30 days net, within 14 days 2 % discount. Payment has to be made as shown in our invoice
- 5.1 Setting off counterclaims shall not be permitted; this shall not apply to counterclaims not contested by us or declared res judicata against us. Payments shall only be considered as effected if we can definitely dispose of the
- 5.2 amount. Payments by bills and cheques shall be accepted only on account of performance and upon special agreement. Discount- and bill charges shall at any rate be borne by the purchaser. If payment by bill was agreed, the maturity of the bill shall not exceed 90 days as from the date of the invoice.
- If payment dates agreed upon are not observed by the purchaser we shall charge interest for delay to the amount of 2 % above the respective discount rate of the 5.3 Deutsche Bundesbank (German Federal Bank) with the reservation of claiming a concrete further damage caused by default.
- Incoming payments shall be used at our discretion for the settlement of the oldest or the least secured liabilities. 5.4 55
- Part deliveries shall be invoiced immediately and shall be due and payable each separately irrespective of the termination of the entire delivery.

#### WITHDRAWAL AND DAMAGES

6.0 If the purchaser is in default with the acceptance of the delivery or a part delivery or if, having been reminded, it does not comply with its payment obligation, we shall be entitled after having granted an adequate grace period to withdraw in whole or in part from the contract or to claim damages because of non-performance to the amount of 20 % of the purchase price, save the assertion of a concrete higher loss, unless the purchaser gives us evidence of a lower loss. The same shall apply if after the conclusion of contract there should arise any clues as to a missing credit worthiness of the purchaser. Clues of this kind are in particular: Default in payment and suspension in payments, petition in bankruptcy or for institution of composition proceedings, transfer of ownership by way of security of current assets, unfavourable information of banks or credit institutions. In lieu of exercising our right to rescind the contract we can also demand securities in form of absolute guarantees or cash before delivery

#### RESERVATION OF TITLE

- The delivery of our merchandise shall be effected under reservation of title with the following extensions: Until payment in full of any present or future claims against the 7.0 purchaser resulting from the business relation we shall retain title to all merchandise delivered. This shall also apply to the payment of specially described claims including the settlement of a balance on current account. The merchandise subject to reservation shall be stored properly and insured sufficiently against fire and theft; the corresponding conclusions of insurance contracts shall be submitted by the purchaser upon request.
- The purchaser shall always revocably and as long as it complies with its obligations resulting from the contract towards us be entitled to alienate the merchandise subject 7.1 to reservation of title in the ordinary course of business as follows: If the purchaser alienates the merchandise delivered by us or if the merchandise is delivered to a third party, irrespective of their value or state, the purchaser does already now assign to us herewith to the amount of the invoice value of our deliveries until the entire repayment of all our claims resulting from these deliveries of merchandise all and any claims against its customer anising from the alienation or delivery with all ancillary rights including the claims for damages resulting for the purchaser from the legal transaction of the resale.

In case of an assignment prohibition with regard to resale and default of payment the purchaser shall be obliged to inform its third party purchaser of the assignment of future claim. If the merchandise subject to reservation delivered by us are alienated together with other merchandise to a third party, the purchaser shall be obliged to separate the invoice items. As far as no separate invoice was made, that part of the asked overhead price shall be assigned to us which corresponds to the invoice value of our delivery.

- The reservation of title with the extensions according to the foregoing dispositions shall even continue to exist if individual claims of the purchaser against its customers 7.2 should be included in a current account. In this case the purchaser does already now assign to us the balance existing in its favour.
- In case of default of payment of the purchaser we shall be able to fully exercise our creditor's right and shall be entitled to collect the sums due directly from the third 7.3 party debtor
- Inadmissible are extraordinary dispositions of the purchaser such as pledge, assignment for security and transfer of ownership of the merchandise subject to reservation.
- The purchaser shall be obliged to notify us immediately if any seizures of third parties on our merchandise and claims such as pledges and any other kind of 7.5
- impairments of our property are to be effected. The purchaser shall be entitled to collect the assigned claim itself as long as it 7.6 complies with its payment obligations existing with us. If the value of the entire security provided to us resulting from the business relation
- 7.7
- should exceed our delivery claim by more than 20 % we shall, upon request of the purchaser, be obliged to return the assigned claims to this extent. We shall be entitled at any time to request the return of the merchandise belonging to us. If we make use of this right a withdrawal from the contract within the limits of 7.8 the Statute Covering Instalment Sales shall only exist if we expressly declare the same in writing.

#### WARRANTY - COMPLAINT 8)

- 8.0 Only such properties shall be considered guaranteed which were guaranteed by us expressly in writing.
- As for the rest, we shall be liable for defects concerning the delivery excluding any further claims only as follows: The purchaser shall be obliged to examine the merchandise immediately and diligently upon receipt and, if necessary, to realize random samples. Apparent defects irrespective of their kind, and the delivery of an obviously different merchandise than the one ordered or defects shall be claimed immediately i.e. immediately after their receipt and before use of the merchandise, however, within 2 weeks as of receipt of the merchandise at the latest, by registered mail. Even in case of complaint the purchaser shall be obliged to accept the merchandise, to unload and to store it properly. Defects which even in case of thorough examination were not be detected at first shall be claimed and made known to us in the same way immediately after their detection. In case of notification of a defect not made in due form and/or in due time the merchandise shall be considered detect not made in due form and/or in due time the merchandise shall be considered approved among merchants. The same shall apply if the purchaser gives the impression of being a merchant according to law. After expiration of 6 months as of passing of risk any claims of warranty against us shall lapse. We guarantee faultless material as well as professional manufacture of the merchandise delivered by us, do material as well as professional manufacture of the merchanolse delivered by Us, do however not assume any liability for inappropriate use or treatment. Deviations customary in the trade and/or due to the manufacturing technique with regard to size, material, colour and design shall not entitle to object to the delivery. To allowable deviations - if any - the DIN standards and our works standards shall apply. In case of a defect which according to the foregoing dispositions we are liable provide the purchaser may at its discretion request a reasonable reduction of the purchase price or delivery of faultless merchandise; faulty substitute delivery shall entitle the purchaser as non-merchant to cancel the purchase too. Any further claims, in particular claims for damages of the purchaser against us, our "Erfullungsgehilfen" (persons employed by the debtor in the performance of his obligation) or vicarious agents for whatever legal reason, in particular for fault in purchaser against and the particular production of the purchaser against us, our "Erfullungsgehilfen" (persons employed by the debtor in the performance of his obligation) or vicarious agents for whatever legal reason, in particular for fault in the performance of the performanc
- connection with contract negotiations, delay, positive violation of contractual duty and tort, especially claims for compensation of consequential damage such as missed profit etc. shall be excluded, unless they were based on intent or gross negligence.

#### INDUSTRIAL PROPERTY RIGHTS

The copyrights and industrial property rights, if any, patents, ornamental designs and well as trademarks registered on our behalf created by us or a third party by our order shall be due to us even if the purchaser should have borne the costs for them. 10)

DATA PROCESSING We shall be entitled to process the data received by the purchaser on the basis of the business relationship according to the dispositions of the German Federal Data Protection Act.

#### ASSIGNMENT PROHIBITION 11)

The assignment of claims against us acquired on the basis of a business transaction shall be excluded.

#### 12) LEGAL CONSEQUENCES IN CASE OF NON-INCORPORATION

In case one or several dispositions of the foregoing terms should become invalid, the validity of the other dispositions and the remaining contract shall not be affected. Invalid dispositions, if any, shall be replaced by new dispositions of the same economic success and object. As far as dispositions have not become integral part of the contract the contents of the contract shall be subject to the legal prescriptions.

#### PLACE OF PERFORMANCE AND PLACE OF JURISDICTION 13)

Place of performance for delivery and payment shall be Erlangen. In all cases even in case of all future claims resulting from the business relation including such resulting from bills, cheques and other documents Erlangen shall be place of jurisdiction, if the purchaser is a merchant or has, according to law, given the impression of being a merchant in the meaning of the German Commercial Code (HGB).

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