



Royal Dutch Trade Association for Flowerbulbs and Nursery Stock

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Dear Sir or Madam,

The coronavirus has a stranglehold on the entire world and is disrupting the lives and activities of everyone on the planet. Its economic impact is catastrophic; your own business is probably being confronted with this situation as well. During these distressing times, it is crucial for market participants to display an understanding of each other's situation and to coordinate their efforts to finding solutions to the problems resulting from the spread of the virus.

Royal Anthos is the organisation that represents the interests of the companies trading in flower bulbs and nursery stock throughout the world. The current situation is also of great concern for our members. This is why I am asking for your understanding and consideration. Unfortunately, this understanding is not always forthcoming; some buyers are letting their suppliers down by cancelling their orders or not paying for the orders they placed. Such an attitude is unacceptable and results in serious damage to the commercial interests of our members. The business survival of some members is even being threatened, among other things because they are not receiving any government support to cover such disasters. This is why I am urgently asking you to avoid these kinds of situations and to cooperate constructively with your supplier to arrive at mutually acceptable solutions.

For the sake of clarity, I would also like to refer you explicitly to the following two articles in the international terms and conditions established by Royal Anthos, which are customary in the international trade in flower bulbs.

Payment

Unless the parties have agreed otherwise in writing, payment for sold goods that are air freighted must be made within 30 days after the invoice date and payment for sold goods that are sea freighted must be made within 60 days after the invoice date in the agreed currency.

Cancellation

If the buyer cancels the agreement in whole or in part, as a result of whatever reason, the seller will only have to accept this if the goods have not yet been delivered to the carrier for shipment and on condition that the buyer pays compensation, which is at least equal to 25% of the invoice value of the cancelled goods. In that case, the seller will also be entitled to charge all costs incurred up to that time.

I am relying on your cooperation!

Mr H. Westerhof
President

