

LOUDSPEAKER MODIFICATION & PURCHASE ORDER TERMS

Notes and working process - FAQ:

- Each speaker can be modified to your requirements (specific cone material, T&S adjustment, ...)
- The products (regular or specific) can be branded under your brand for order with MOQ = 50pcs
- There isn't any MOQ for prototypes applying your requirements.
- Production of specific products has MOQ at 50pcs if only the moving parts are specific.
If your loudspeaker requires specific pole pieces, the MOQ is 300pcs to proceed with industrial punching tool, offering competitive prices.
- For regular products, MOQ is 50pcs to buy directly to Kartesian.
- Below 50pcs, our distributors apply discounted prices for professional from 1st bought.
- Kartesian products engineered and produced in France
On demand, to reach lower prices, and for order larger than 1000pcs, we can arrange the production with our industrial partner in China (same assembling process, and quality controls).

Main lead times:


- Prototypes = 5 - 60days (according to specificity).
- Small series for regular products (50 - 100pcs) = 20 - 40days.
- Production for regular products (300 - 600pcs) = 30 - 60days.

Payment terms:

- Engineering: 100% pre-paid.
- Prototypes: 100% pre-paid.
- Production: 50% deposit to place order - 50% balance after QC report, before shipment.
- Currency: €.
- Incoterm: EXW.

Engineering support:

- Specific voice coil: 1450€ (flat rate)
Including: Engineering, tooling, assembling Jigs, optimal position with Klippel measurements, parts to built up to 4 prototypes.
- Exclusive frame development: 5000€ to 15000€
Depends on loudspeaker diameter and design complexity. It includes the engineering, the tooling for injected Aluminium (ACD12) and 5 parts samples.
- Spider development: 1480€ (flat rate)
Including: Engineering, tooling, material testing, test and optimization with Klippel measurements, parts to build up to 10 prototypes.
- Motor structure development: 1800€ - 3500€
Including: Engineering, prototype assembling, 4 prototypes (magnet, demodulation ring and steel parts made by CNC).
Average tooling cost to move on production in 1000€ per steel part.
- Cone / dust cap development: On demand, depends on diameter and material.

Type	OEM – ODM / PO Terms	Notes	We continually improve our products, no contractual data.	
Edition	2.4			
www.kartesian-acoustic.com				