GOM – Minimum Order Amount *(MOA)*
Starting 2 June 2025 7.00 CEST

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Support Chain

Hitachi Construction Machinery (Europe) NV

When MOA will be applied:

■ Time schedule:

▪ GOM stock orders **starting** : 02/06/2025 – 07:00 (CEST) – **GO-Live!**

6.3 Stock Orders (SO)

Stock orders are intended to replenish Distributor inventory. Together with the Distributor, HCME will determine the most convenient stock order cutoff day and shipment day. The shipment day will be 3 working days after cutoff day. This time is required for efficient picking, packaging and preparation of the documentation required for transport.

For stock orders, a minimum order amount of net 1,000 EUR applies. If the minimum order amount is not met, the order will be increased to an amount of 1,000 EUR.

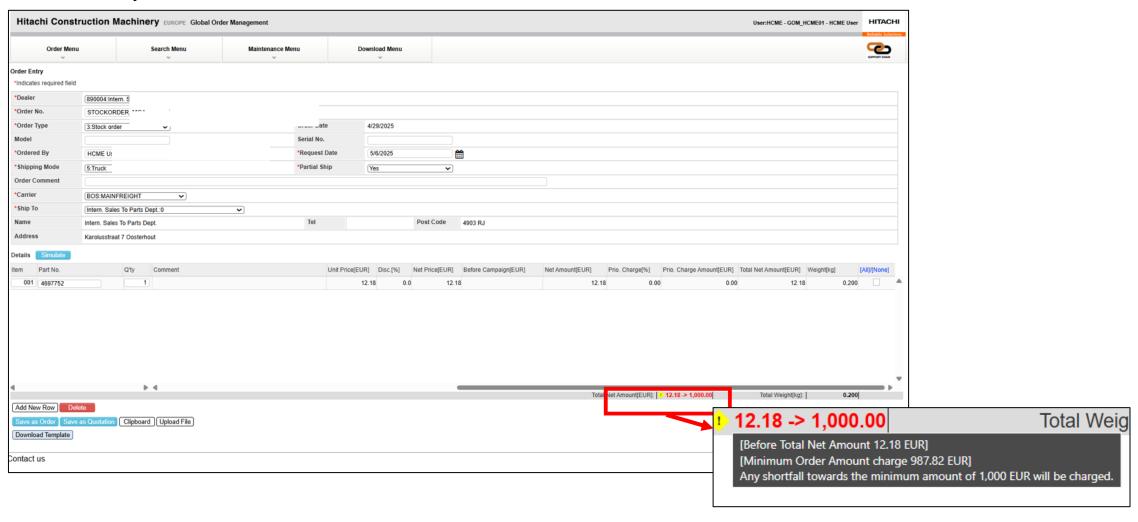Weekly stock orders will be placed on the agreed upon stock order cut off day.

If a Part is not available in HCME stock, the Part automatically goes on backorder. Backorders originating from a stock order are given a standard expediting priority. Generally, these orders will already be in transit and shipped through sea freight.

Within the standard Distributor Priority Surcharge structure, the Distributor may designate up to two (2) standard delivery addresses for stock orders to be delivered without incurring additional costs. Additional delivery addresses can be designated; however, transport costs may apply for these additional addresses.

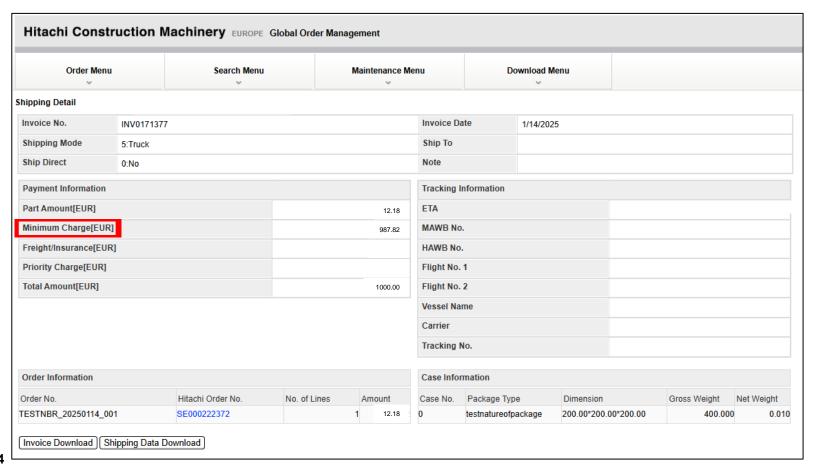# After entering/upload stock order below MOA, a warning sign with text will appear:

■ Order Entry

[Before Total Net Amount 12.18 EUR]
[Minimum Order Amount charge 987.82 EUR]
Any shortfall towards the minimum amount of 1,000 EUR will be charged.

Due to MOA, GOM will change:

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■ Shipping Details – Minimum Charge

Hitachi Construction Machinery EUROPE Global Order Management

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Shipping Detail

Invoice No.	INV0171377	Invoice Date	1/14/2025
Shipping Mode	5:Truck	Ship To	
Ship Direct	0:No	Note	

Payment Information		Tracking Information	
Part Amount[EUR]	12.18	ETA	
Minimum Charge[EUR]	987.82	MAWB No.	
Freight/Insurance[EUR]		HAWB No.	
Priority Charge[EUR]		Flight No. 1	
Total Amount[EUR]	1000.00	Flight No. 2	
		Vessel Name	
		Carrier	
		Tracking No.	

Order Information

Order No.	Hitachi Order No.	No. of Lines	Amount
TESTNBR_20250114_001	SE000222372	1	12.18

Case Information

Case No.	Package Type	Dimension	Gross Weight	Net Weight
0	testnatureofpackage	200.00*200.00*200.00	400.000	0.010

[Invoice Download] [Shipping Data Download]

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Due to MOA, Invoice will change:

■ Shipping Details – Invoice Download (pdf file):

TSV file & CSV file MOA values :

■ FTP/API – TSV file (for applicable dealers) Total_MIN_AMT **value** will be mentioned:

	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O
1	HCME Request														
2	INVOICE_NUMBER	TRANSPORTATION_METHOD_ID	SHIP_TO_CODE	CARRIER_NAME	TRACKING_NUMBER	SHIPPING_DATE	EXPECTED	BL_NUMBER	HAWB_N	FLIGHT_N	FLIGHT_N	VESSEL_N	TOTAL_PARTS_AMT	**TOTAL_MIN_AMT**	TOTAL_FRE_AMT
3	INV0171377	Truck	1	BOS; MAINFREIGHT		20250114							12.18	**987.82**	1000
4															

■ CSV file in GOM **value** Minimum Charge will be mentioned:

	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
														Value						
2	INV0171377	Truck		1		20250114							12.18	**987.82**	0	0	1000	EUR		20250114

End