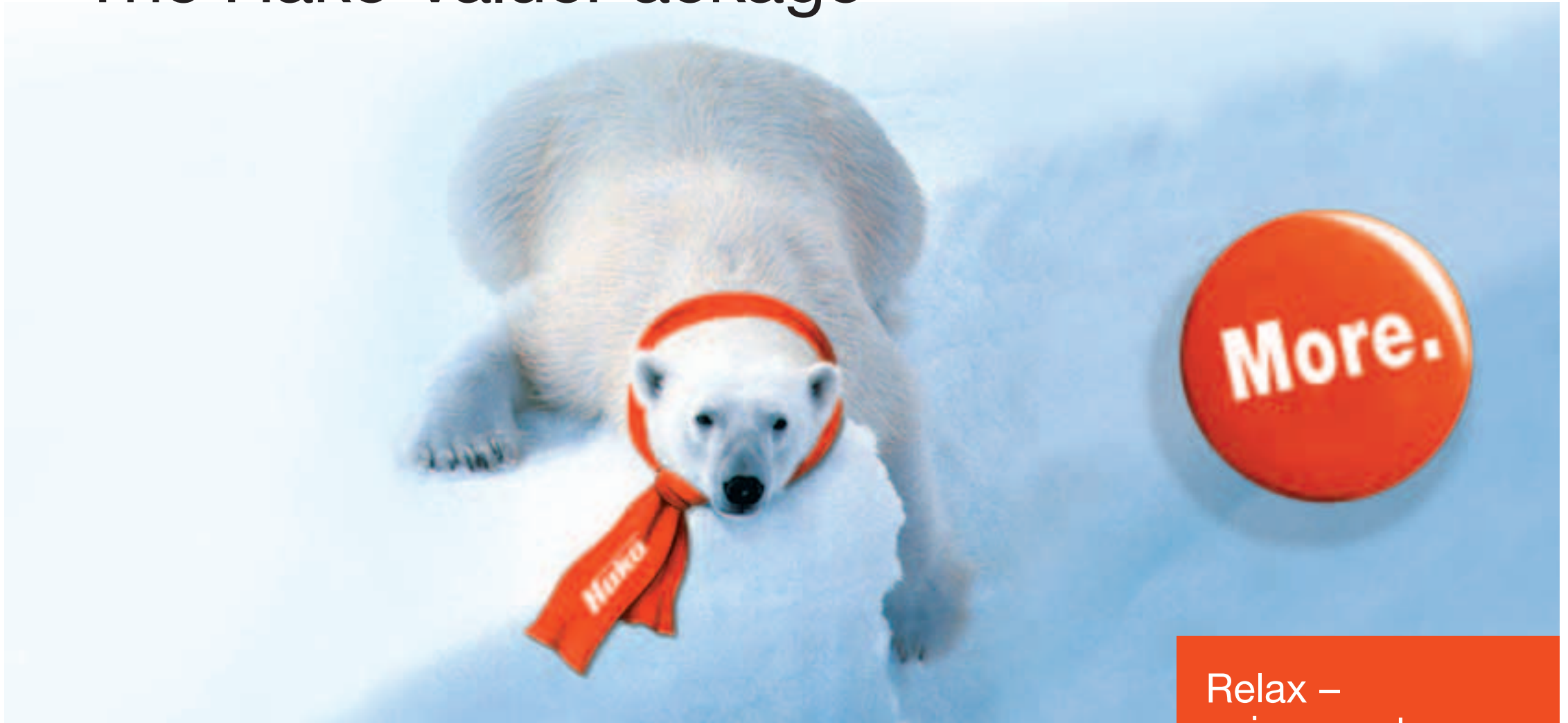




The Hako ValuePackage



Relax –
enjoy greater
peace of mind.

How well prepared are you for every eventuality?



Choice of machines means choice of partner.

Being a customer and service orientated manufacturer is a decisive factor in the performance capabilities, efficiency and ultimately the success of the salesman. Working together as a partnership enables various tasks and problems to be solved.

Here are just a few examples:

Modernization! Necessary?

It doesn't always have to be a brand new product. But an objective performance comparison gives greater certainty; for example by means of a free-of-charge, computer supported Hako economy calculation on site at your facility.

Machine breakdown! Replacement machine?

And it runs and runs and runs. And then suddenly it doesn't run any more. A frightening thought – especially when it comes to fixed contracts. Good if you have a "fire brigade agreement" in place like the Hako "mobility guarantee".

Onset of Winter! Totally ready for use?

You know the saying: Winter's just around the corner. The question is: When exactly? Those who make provisions in good time with servicing and replacement machines can make use of reasonable low season conditions from Hako.

New order! Sufficient machines?

At last you have got the confirmation and the signature. Only now capital is short for the corresponding fleet expansion. No problem if your partner's name is Hako. We can support you with tailor-made finance alternatives. After all we don't only offer you superior technology. We are also there to support you – with a superior service.

Yours
Hako-Werke GmbH



The Hako parent factory:
Central head office and largest production facility – on the outskirts of Bad Oldesloe, near Hamburg, Germany.



Hako. Your competent partner for cleanliness with peace of mind.



A byword for quality – world-wide.

In over 60 countries throughout the world Hako is represented by competent sales and service centres. It all started over 50 years ago in Schleswig-Holstein, Northern Germany. The head office is still located here today – in Bad Oldesloe, near Hamburg. During this time the brand name Hako

has become a byword for cleanliness with peace of mind throughout Europe, North and South America, the Middle and Far East as well as the Asia Pacific region.

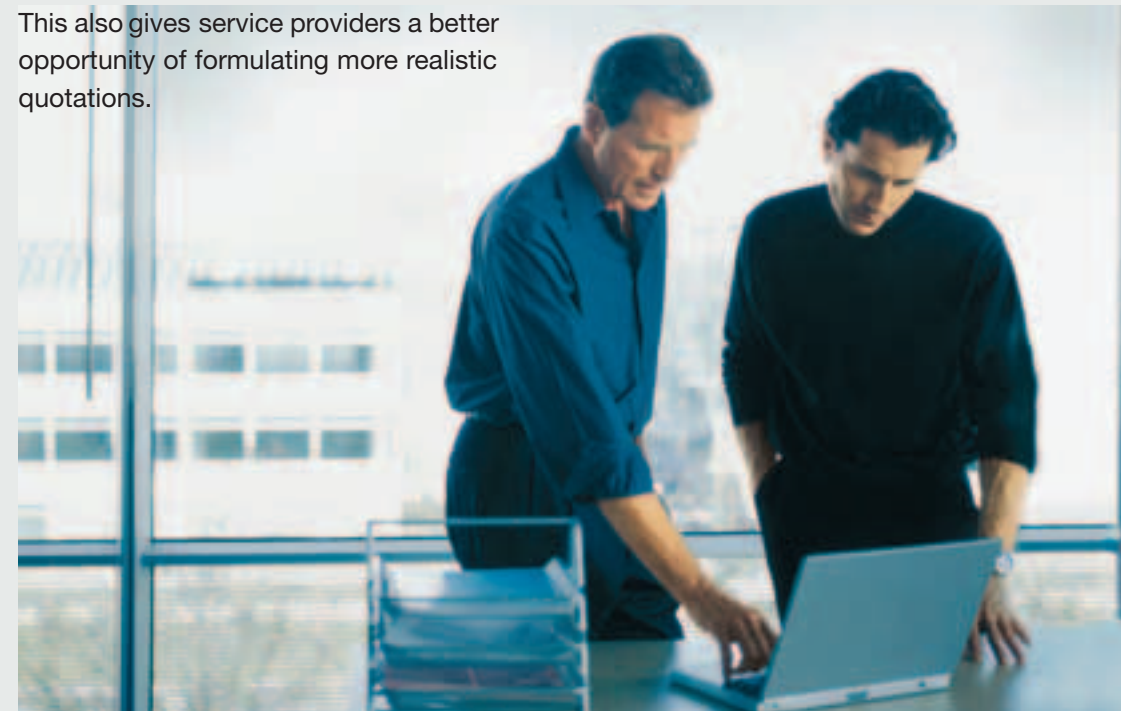


Economy calculations free of charge.

Hako do not want you to buy the unknown. Computer supported economy calculations provide you with the complete machine life costs in advance, tailored to your particular application. This enables the most economical machine including the most suitable equipment to be recommended for the respective application. All this together with the costs for the whole time the machine is used. This also gives service providers a better opportunity of formulating more realistic quotations.

In advance – proof of performance on site.

Machines are not products bought spontaneously; machines are investments and these investments must be prepared thoroughly and thought over very carefully. Hako will help you by doing on-site demonstrations free of charge. This will enable you to test things for yourselves – completely realistically.



Hako. Your competent partner for cleanliness with peace of mind.



Superior technology from the start.

Hako machines are subject to strict quality guidelines and regulations. We use all suitable technical means to guarantee optimum product development and improvement. Modern 3D CAD technology optimizes the construction possibilities and selecting parts on which to concentrate development.



Own development centre.

Hako has at its disposal comprehensive know-how. For decades now there has been a permanent interchange of ideas and experiences with our customers. Hako service engineers work hand in hand with Hako development teams. This enables us to gear our product developments and continued quality improvements to the exact, concrete needs of the field. All this to your advantage.



Certificated production.

As one of the first companies within our branch Hako introduced a Quality Management System and has obtained certification according to DIN EN ISO 9001. This guarantees that in our day to day work we have achieved one of our most important goals: customer satisfaction. After all, quality pays – through increased performance, efficiency and reliability as well as longer machine life.



Hako. Your competent partner for cleanliness with peace of mind.



Continual transfer of know-how.



For Hako partnership does not only mean continual improvement in service thanks to organized training seminars for our own employees from production, sales and service.

We also pass on our experience and train customers' operators and mechanics.

This in turn means that performance and service improve continuously as a result of our market experience, which is now world-wide.

Always close at hand.

Hako has a particularly close knit and efficient sales and service network, offering expert advice.

With mobile Hako service engineers we can be with you on site quickly and reliably.

Hako "emergency" service guarantees your machines are ready for operation day and night, when required.

With using our spare parts warehouses we can deliver parts subject to wear and tear immediately. All spare parts are available by overnight delivery from the central factory warehouse so that they can be on site the following morning. Hako mobility guarantee for pedestrian operated machines gives compensation if the machine breaks down and we can't provide a replacement machine.

Decades of success.

Since the mid 1950's the brand name Hako has been associated with quality products for floor cleaning and grounds maintenance.

Today Hako is one of the leading manufacturers – world-wide – of superior technology for indoor and outdoor cleaning, grounds maintenance and transport logistics.

We have made it our aim to offer our customers competent specialist advice, superior quality products which are invaluable and ideally suited to the application in question, a wide range of important services as well as exemplary customer service.

A large team of reliable employees is working together to achieve all this. In the service department we are even there for you around the clock.



The purchase alternatives for made-to-measure investments.



Purchase. Absorbing liquidity, using of tax depreciation possibilities.

To buy or not to buy? Approx. 70% of industrial companies, who clean their premises themselves purchase their machines.

On the other hand, only about 30% of contract cleaning companies and service providers purchase equipment. A rule of thumb: those who can plan in advance, who want to invest in their own company and take advantage of tax depreciation possibilities to the greatest possible extent, they will be the ones to purchase. This applies in particular if the machine is going to be used more frequently or for longer periods of time.

Hire purchase. Contract hire with ownership from the very beginning.

For those who not only want to hire but still want to have economical ownership of the rental object, Hako offers the possibility of contract hire (hire purchase).

Upon payment of the final rental rate the customer also takes ownership of the machine under civil law.

This is an interesting alternative for anyone wanting not only to use "their machine" but anyone wanting to own a machine from the start.

Hire. Avoid over capacity, making provisions for times of increased need.

Service providers are experiencing the fact that contract periods are becoming shorter and volumes are decreasing. Those who have less security in terms of planning and who don't want to tie up valuable capital, those who have to fulfil additional contracts at short notice e.g. building clean upon completion, can take advantage of interesting finance alternatives offered by Hako. For example, hire – available for short periods of time from a few days upwards.

By the way, hire costs are fully deductible as overheads and via short-term hire you are also able to test a machine thoroughly under your particular application conditions.

Seasonal Hire

Finance, hire, leasing or hire purchase: as a rule these are the possibilities, which local authorities, towns and municipalities have as far as the technical equipment for their fleets is concerned. But there are also alternatives; e.g. seasonal hire.

Transparent costs in Summer and Winter.

In the period from 1st November to 31st March various winter maintenance vehicles can be hired. And this type of finance model, the seasonal hire, is brought to bear more and more – even in the warmer seasons. For seven up to nine months the machines are then adapted accordingly and hired again at a monthly fixed price. More and more people in positions of responsibility make use of the possibility, in warm and in cold seasons, of hiring their mobile items of capital expenditure at calculable costs.

The purchase alternatives for made-to-measure investments.



Municipal hire.

Short-term to long-term to suit all budgets.

Falls in tax revenue, budget cuts – local authorities have to reconcile possibilities and obligations. It continues to be a necessity to carry out cleaning and grounds maintenance – both of which require new solutions.

After all a continual increase in the age of the machine fleet leads to excessive maintenance costs which can no longer be justified.

Hako can help here too.

With the municipal Hako hire concept. Breakdowns or peak periods can be dealt with via short-time hire, with or without driver, with or without full-service.

By means of long-term hire (6 to 72 months) budget cycles can be bridged. In both cases the hire amounts can be financed from the maintenance budget.

Leasing. Usage without tying up capital and tax, independent of ownership.

Leasing has the effect of promoting liquidity and enables a quicker reaction to market innovations. Investments can be realised immediately, the risk of equipment getting too old is reduced – a decisive economic factor and distinct competitive advantage.

Leasing rates are company expenses and are immediately tax deductible. They form a clear basis for planning and costs and thus provide a safe basis for calculations.

As the return from machine use is, as a rule, higher than the lease rate the machine finances itself out of the returns profits that it brings in.

The first leasing payments are due at the beginning of the machine's usage. Hako has many years of experience when it comes to advice on leasing, and has developed various contractual possibilities for various requirements, particularly for the service sector.

Operate leasing. Even less of a procurement risk, right of return after only 12 months.

A purchase alternative which is ideally suited to service providers offered by Hako as "Operate Leasing". Nowadays cleaning contracts are often awarded as yearly contracts with the option to extend at the end of the period. With "Operate Leasing" a 36 month leasing contract is signed with the pos-

sibility that, if the cleaning contract should not be extended, the customer can opt out after only 12 months. This is a great way of reducing risks and backing new, more modern equipment, all to increase the competitive advantage.



The purchase alternatives for made-to-measure investments.



Rental. Leasing with even greater peace of mind as a result of full service. With mobility guarantee.

A truly complete package is offered by Hako as "Rental". This is a combination of leasing with Full-Service.

This means that you can benefit from the following advantages:

guarantee for constant readiness for operation over an agreed period of time – as a tax deductible company expense. You are working with new machines and do not have to worry about the marketing of old machines, repair costs, maintenance, accident prevention regulations/checks, obtaining spare parts or the risk of machine breakdown.

Ask for more detailed information.

If you are a service provider the Hako mobility guarantee should also prove to be of interest.

Opti-Hour. Only pay according to the actual hours used. With or without Full-Service.

If you want you can also make your costs dependent on performance – using the Hako offer of "Opti Hour".

This means that you only pay, when the machine works for you. Naturally certain minimum usage times/periods have to be reached and this only applies to specific sizes of machine.

Take the time to get some more comprehensive information about this option – it could be worth your while.



Top used machines. Purchase, hire or lease. Tested, approved and including warranty.

Does it definitely have to be a new machine? Not always. For example are you thinking about sudden additions to contracts or applications requiring machines at short notice. Or strengthening of your machine fleet with a machine of the same type. At the Hako Used Machine in Germany there is a wide range of machines to choose from different models and performance capacities which have become available after they have been taken in in part exchange for sales of our new machines. All are tested, if necessary overhauled, classified according to "suitability" grades and given a warranty. You save capital whilst improving application opportunities.



Our After-Sales offers for increased economy and greater peace of mind.



Full-Service.

Permanent readiness for use at guaranteed machine life costs.

Service providers in particular are dependent on their machines being permanently ready for use. Hako full service guarantees that any faults are rectified immediately – inclusive of all incidental expenditure such as travelling time and mileage costs. In addition the necessary spare parts and parts subject to wear and tear are also included; as well as regular servicing according to the number of hours worked and, if it applies to your particular machine, the Accident Prevention Regulations safety test.

Round the clock service.

Can be reached day and night if the need arises "overnight" delivery of spare parts.

The particularly close-knit, efficient Hako service network relies upon sales and service partners in the whole of Germany and throughout the world. With availability round the clock and express deliveries overnight if required.

We state: for orders placed by 15.30 the parts will be on site the next day.

Warranty extension.

Up to 36 months more peace of mind with the Hako Extended Warranty Cover.

Even with superior technology you can't completely rule out a "residual risk" for the customer.

For those wanting to avoid this risk an Extended Warranty Cover is available for 6, 12 or 24 months which runs immediately after the standard warranty period has expired.

This is also available for used machines.



Our After-Sales offers for increased economy and greater peace of mind.



Mobility warranty.

The absolute usage guarantee for pedestrian operated machines.

Imagine that you are a service provider and that you have an important contract with fixed times which you and your colleagues are tied to. And then one of your machines breaks down.

As a Hako customer you have already taken precautions with a Full Service Contract.

But you are completely on the safe side with a mobility warranty.

The reason being, if within 24 hours it is not possible to carry out the repair on your machine and no replacement machine can be provided within this period, you will receive breakdown compensation from Hako.

PRO-RATA battery warranty.

Reimbursement of the purchase value according to machine life.

The cost factor of a battery should not become a problem if a machine breaks down. The purchase price is reimbursed by Hako – in the first year to 100%, following that as a percentage share, degressively up to 24 or 36 months respectively.

Machine breakdown insurance.

For the protection within the framework of leasing contracts.

Hako machines are robust and also constructed to withstand a great deal of "abuse".

However, if the machine should get damaged – no problem if you have taken out a machine breakdown insurance when signing the leasing contract.

Training.

For qualified and more economical machine management.

Lower costs, particularly for service providers represent definite competitive advantages and are also a result of more economical operation of the machines.

Hako offers experienced drivers of many years' standing the opportunity to take part in one day training courses to optimize their skills.

These training seminars are offered by Hako regionally and are available for small groups.

The training course contents follow recommendations of the VDMA organisation and all participants receive a certificate upon completion.



Our After-Sales offers for increased economy and greater peace of mind.



Accident Prevention checks, VDE-Tests carried out according to the regulations of the trade association.

Self-propelled working machines with a speed of more than 8 km/h have to be tested at least once a year by an "expert in the field", according to the regulations in Germany.

Hako Service, authorised for this, can also offer you this professional testing service.



Machine life calculations. The statement which in addition analyses costs.

Hako economy calculations provide you with the possibility of assessing costs in different ways, and to project costs reliably.

In order to get an exact calculation both application and machine data are entered.

With the size of the area to be cleaned and the period of use the fixed costs and the variable costs are determined – also taking into account the corresponding personnel costs and additional social costs.

This gives us the total costs, referring to the area and to the running time and thus also provides a reliable basis for subsequent calculations.

Fleet Management.

No matter where your machines are operating – Hako records everything and you receive only one invoice.

With programmes like the "Hako Fleet Manager" for example, it is – of course also possible to record the costs for entire fleets much more efficiently and considerably more clearly – which is of particular interest for service providers/contractors. As a Hako customer we can provide you with one single total record breakdown per invoice period. Are your machines operating in different applications belonging to one customer but which are remote from each other? For all of the machines in question you will receive one single total cost invoice which you can invoice onto your customer.

Hako is the right partner to have by your side for every practical situation.



Hako Fleet Management

Plan.

Plan – Choice and use of cleaning machines depending upon application.

Administer – Machine administration according to locations – 3 versions.

Control – Evaluation and usage of the cleaning machines via the **Hako Machine Passport**, which is available at any time, with information such as:

- Actual machine usage (economical usage)
- Machine condition
- Actual calculated residual value

The advantages for you:

- Optimum usage control
- Optimum machine usage
- Optimum preservation of value

Administer, Control.

It's your choice:

Standard



Administration according to locations.

Professional



Administration according to locations, cost and economy evaluation 1 x a year, calculation/estimation of repairs and safety checks and tests according to costs.

Personal Edition/All-In Package:



Administration according to location, individual evaluation according to customer requirements (e.g. per quarter), Full-Service, **if lose cleaning contract for the application machine storage including transport logistics and machine maintenance/care.**

You can definitely take us at our word.

Optimum preservation of value

- Constant technical inspection/overhaul and repair (within the framework of Full-Service).
- If you lose the cleaning contract at the application or there is over capacity professional handling* and qualified storage and permanent battery care and maintenance to ensure constant availability/readiness for use (Mobility Warranty).

* Qualified transport logistics

- Pick-up e.g. if you lose cleaning contract at the application.
- Delivery from warehouse/storage facility to new applications.
- Upon demand e.g. at time of high demand.
- Within the framework of a necessary optimisation of use in an application.
- With special vehicles (up to 38t) and trained personnel.





Hako-Fleet-Management

More transparency within the application, greater economy.



Clean ahead

Register, check, evaluate.

Register – Assignment of the cleaning machines according to the application with details such as condition/cost centre/calculated (imputed) operational hours per month.

Check – Tracking and monitoring costs by means of continuous data capture referring to machines and application and time line comparisons.

Evaluate – Machine performance/output comparisons, referring to the application and usage maximisation.

The advantages for you:

- Optimum cost control
- Optimum investment planning
- Optimum result projections

Compare, calculate, optimise.

Compare – Continuous data capture to draw up time lines and machine history.

Calculate – Investment and operation/usage planning of cleaning machines on the basis of concrete machine and application data.

Optimise – Corrections and increases in proceeds as a result of permanent parallel-running

Hako economy calculations (evaluation of economic efficiency) referring to specific machines.

The advantages for you:

- Optimum evaluation of the application
- Optimum comparisons of applications
- Optimum application planning



Top solutions for a cleaner, more pleasant environment.



Since as long ago as the early 1950s, Hako has been known for quality products with particularly high performance and a long life.

Today, Hako is one of the World's leading manufacturers of superior technology for indoor cleaning, outdoor cleaning and grounds maintenance, with an international presence in all the important markets.

Our motto **Superior Technology for a Cleaner, More Pleasant Environment** shows that we have been dedicated to the topic of the environment for years, whether in terms of saving resources or the sustainability of valuable materials.

Now we are making this even clearer.

On the following pages, you can read about our services and about how you benefit as a result.

The board of
Hako-Werke GmbH



Nature all around us. As a result, we quite naturally and self-evidently developed awareness in dealing with the environment at Hako.

No wonder, then, that early on we concerned ourselves with caring for and protecting the environment. All our planning and implementation has taken this into account.

Thus back as far as 1994, Hako received the environmental award from the Stormarn Cultural Foundation for an exemplary concept for waste prevention and disposal.

Furthermore, since 2004, we have been certified to DIN EN ISO 14001 and entitled to use the European Union's EMAS symbol for continuous improvement in environmental performance.

At Hako, what has already been achieved is always only the basis for further improvements.

Significant financial investment is made in attaining this goal, for example, in the area of product development.

Thus thanks to the latest technology – such as, for example, 3D CAD we are able to develop alternative design ideas and consider applications and environmental solutions in detail, comparing them with one another in advance

All the individual components and the entire machine are then tested by specific test methods for all conditions which may be encountered in practice.

Before the field tests, individual assemblies are subjected to harsh conditions on test benches. These include test runs which are condensed so as to simulate a machine's entire service life.

Top solutions for a cleaner, more pleasant environment.



Hako offers you made-to-measure dosage and filling systems, speed-dependent control of the amount of water and, in addition, the TÜV tested and approved Hako Aqua Control System.



This enables you to eliminate inaccurate dosage completely, prevent too much water being used and save up to 50 % water and detergent when cleaning surface.

A built-in memory function allows all operational values to be activated at the press of just one button and by the simple press of a finger.

This is how Hako creates concrete improvements for the environment and ensures that these can be used without any problems, anywhere, at any time.



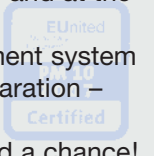
Hako proves that it is possible to eliminate dirt and dust without dust pollution.

Special filter systems with a degree of separation of up to 99.5 % ensure the cleanliness of the exhaust air from our vacuum sweepers.



In addition, Hako has developed the especially effective and patented R²S filter cleaning technology, for example. This enables the filter effect to be maintained for longer and allows the life to be increased.

Other helpful details with regard to our city cleaning machines: addition of water in the suction mouth and at the plate brushes as well as a sophisticated air management system ensure maximum dust separation – PM10-certified . . . so dust really doesn't stand a chance!



Hako already has an impressive EURO 4 range.

The Hako-Citymaster 2000 and all Multicar tool carriers and transporters have exhaust emission filter systems with a particulate separation of over 90 %.



The advantage to you: using these machines, you will be able to travel and to work in heavily polluted areas without restriction, even in the future.

Yet the comprehensive Hako range offers even more. For machines working indoors, for example LPG drive for reduced CO emissions... and particulate filters for diesel vehicles on request.



For complete freedom from emissions, there is the latest high-performance battery technology.



Hako continuously invests in product optimisation.

Hako city cleaning machines with optional noise insulation can even be used at night in sensitive areas outside the time restrictions imposed by the German Machine Noise Prevention Regulations.



And in the new Hakomatic B 70 / B 90 series, an additional "silencer option" makes the machines much quieter, making them especially suitable for use in hospitals, for example.

As a consequence, Hako also achieves a particularly long machine life – greater residual values and sustainability



Top solutions for a cleaner, more pleasant environment.



Industrial Cleaning.

So that you always find the “right” one. The comprehensive Hako range for industrial cleaning is dominated by a wide range of economical vacuum sweepers of various sizes and performance classes.

Depending upon the type of machine: with or without driver's seat

With working widths of 67 – 184 cm, with petrol, diesel, LPG or with

optimally suited battery systems and various running times. With manual emptying or high dump directly into standard rubbish containers. With area performances of up to 18,400 m² cleanliness/hour. Added to this the range of scrubber-driers with and without driver's seat, with working widths of 35 – 130 cm, tank capacities of 20-380 litres, electric with mains connection or optimally suited battery systems. Or with petrol or LPG drive respectively and various running times.

Top solutions for a cleaner, more pleasant environment.



City Cleaning/ Outdoor Cleaning.

For cleanliness and keeping pathways and open spaces clean and clear.

Hako delivers made-to-measure solutions to local authorities and service providers for quick and economical removal of dirt and light debris from pedestrian zones, on footpaths and cycle paths, school grounds and sports complexes, graveyards and car parks.

E.g. economical sweepers of various sizes and performance classes.



Top solutions for a cleaner, more pleasant environment.



Grounds Maintenance.

The powerful machines for Spring, Summer, Autumn and Winter.

For grounds maintenance, care of sports fields and parks, for winter maintenance and outdoor cleaning, Hako produces a wide range of economical solutions for industrial and local authority use all year round.

Included as part of this range are single axle multi-purpose work systems with a wide range of attachments for caretakers as well as a comprehensive range of compact tractors for economical work on larger grounds and parks. Optional four wheel drive, quick coupling systems to change attachments without the need for tools and comfortable workplaces for the driver.

Top solutions for a cleaner, more pleasant environment.

Hako
Clean ahead

Transport Logistics.

Move loads around emission-free, fuel-free and exempt from tax.

Hako gets your company processes moving.

With made-to-measure solutions for economical transport logistics. With useful loads of 500 to 2,500 kg. With trailer loads of up to 10,000 kg.

And the best is:
everything is emission-free, fuel-free and exempt from tax!



Top solutions for a cleaner, more pleasant environment.

multicar
compact implement carriers
and transport vehicles

Multicar M 26



Multicar Tremo



Multicar Fumo



Compact Tool Carriers.

The universal vehicles for use all year round.

M 26: Special transporter with tool carrier function.

With a maximum laden weight of up to 4.8 t and three attachment areas for accessory use, the M 26 is a true multi-talented, which guarantees a powerful working performance throughout the year.

TREMO: the narrow gauge tool carrier.

The TREMO is the compact tool carrier for the smallest corners and high demands. Width only 1.30 m.

FUMO: Compact tool carrier with transporter function.

Function and Mobility distinguish the FUMO. Three attachment areas make room for 100 attachments. Sweeping, mowing, winter maintenance... FUMO is there for the user 365 days a year.

The Hako Value Package



HVP The additional advantages point by point

General Services

- Qualified advice
- Free of charge, on the spot demonstrations
- Economy calculations
- Training for qualified machine handling

Purchase Alternatives

- Top quality used machines
- Opti-Hour
- Hire (with and without driver)
- Seasonal hire

Financial Services

- Leasing
- Operate Leasing
- Rental
- Hire purchase

After Sales Services

- Around the clock service
- Extended warranty up to 36 months by means of additional insurance cover
- "Overnight" delivery of spare parts
- Machine breakdown insurance
- Maintenance contract
- Accident Prevention Regulations/LPG checking contracts
- Full-Service
- Mobility guarantee for Full Service (at the moment for pedestrian operated machines)
- Operator instruction and training
- Fleet management system
Fleet invoicing
- Pro-rata warranty for batteries



Superior technology for a cleaner, more pleasant environment:



Info-Fax to: 0049 (45 31) 806 338 Dpt. SDI

Please send me information about:

- | | | |
|---|--|--|
| <input type="checkbox"/> Sweepers/vacuum sweepers | <input type="checkbox"/> Cleaning and polishing agents | <input type="checkbox"/> The Hako Value Package |
| <input type="checkbox"/> Scrubber-driers | <input type="checkbox"/> Electro-transporters | <input type="checkbox"/> General services |
| <input type="checkbox"/> Brush vacuums/vacuum cleaners | <input type="checkbox"/> City cleaning machines | <input type="checkbox"/> Purchase alternatives |
| <input type="checkbox"/> Wet and dry vacuum cleaners | <input type="checkbox"/> Grounds maintenance machines | <input type="checkbox"/> Financial services |
| <input type="checkbox"/> Single-disc polishing machines | <input type="checkbox"/> Compact tool carriers and transporters | <input type="checkbox"/> After-Sales services |
| <input type="checkbox"/> Battery polishing machines | <input type="checkbox"/> FUMO <input type="checkbox"/> M 26 <input type="checkbox"/> TREMO | <input type="checkbox"/> Used machines |
| <input type="checkbox"/> We are interested in a demonstration. | | <input type="checkbox"/> Commitment to the environment |

Please call me on the telephone number quoted to arrange a convenient appointment.

Sender/Name
Position
Company
Address
Town/Postcode
Telephone/Telefax
e-mail:



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