

## EXECUTIVE SUMMARY

### DISTRIBUTION CONTRACT AGREEMENT IN STORES TANG'S

#### FLOUR

Bobic Cantona

NPM: 1651068

Tang's Flour Shop is an individual company, founded by Hendri Tang on June 1, 2016, is a company engaged in the distribution of specialty flour with the main selling items are sago flour and tapioca flour. In the course of business Tang's Flour Shop is not spared from buying and selling between Tang's Flour Shop with customers or Tang's Flour Shop with suppliers of goods suppliers to Tang's Flour Shop, in the implementation of practical work reports have the aim to provide output to the company or provide solutions to problems arise in the company taken by the author who can then be implemented by the company in the future so that it can advance or provide input to the company related to the problems faced by the company addressed by the author

The problems that occur in the Tang's Flour Shop are problems that have existed since establishment, namely when the Tang's Flour Shop entered into a sale-purchase agreement with its suppliers, the problem found by the author at the Tang's Flour Shop was that there was no binding distribution contract agreement between the Tang's Flour Shop and the supplier. er suppliers which are only done verbally or on the basis of an agreement which certainly can endanger the Tang's Flour Shop or its partners when conducting business because rights and obligations are not regulated in writing between the Tang's Flour Shop and its partners, so that if problems arise in Tang's Flour Shop will be difficult to prove the existence of the sale and purchase agreement because it is only done verbally, practical work schedules are carried out by the author starting from May to the end of July, with the stages of implementing practical work schedules that have been prepared by the authors which are divided into three stage

The first stage is the stage for submitting the author's title to the supervisor, or licensing practical work at the Tang's Flour Shop, the second stage is conducting field observations related to problems that arise at the Tang's Flour Shop, analyzing the problems that occur, then compiling practical work reports The last stage three is in the form of an evaluation from the supervisor to the object of research, a revision of the practical work report, and the finalization of the title taken by the author.

Project output produced by the author to the Tang's Flour Shop in the form of a distribution work contract draft between the Tang's Flour Shop and its work partner which is a supplier of goods to the Tang's Flour Shop, where the draft distribution agreement contains general provisions, rights and obligations, term

time of implementation of the collaboration, and others. Which then can provide legal guarantees or legal certainty to Tang's Flour Store and its partners.

*Keywords: Tang's Flour Shop, Supplier, Rights and Obligations, Distribution Agreement*