



## SHREE PAWAN MULTINATIONAL PVT. LTD.

### Proposal for Distributorship of Port Guard Paints

- 1. Investment** - A Security amount of 10 Lac will be deposited in favor of **SHREE PAWAN MULTINATIONAL PVT LTD.** (RTGS/DD)
- 2. Interest Benefit on Security Deposit-** Distributor will get bank interest @7.5% of security deposited amount Quarterly basis.
- 3. Credit Limit on Security** - Company will provide credit limit up to 28 days of making payment to the distributor of purchased material as per bill value. Credit limit days will be calculated from the date of receiving material.
- 4. Fixed Commission Benefit-** A fixed commission @ 10 % will be given to distributor as per bill value of purchase invoice. Commission will calculated on billing price value (Excluded of Tax & Freight.)
- 5. Additional Commission on investment –**  
**i.e – On the basic formula of margin = SELLING PRICE -COST PRICE=PROFIT**  
**Profit x 100 / Cost Price = MARGIN**  
**#Company Will Provide 2 % And 3 % As Secondary Freight for Delivery of material to dealer's .**
- 6. Primary Freight** - Delivery of material from company warehouse to the distributor go down will be on F.O.R. basis. But initially the truck freight will be paid the distributor on behalf of the company, which will be reimbursed by the company in the form of credit note or cash receiving voucher.

- 7. Sales Person** - Company will Provide a Personal Sales Person and sales team to sale the materials across the market on Company.
- 8. Sales Responsibility** - Company will take the responsibility to sale the purchased material / product within the Period of 90 days.
- 9. Sales Guarantee** - Company will take the responsibility to sale purchased material , if company is not able to sale the purchased material within the 90 days of period then distributor can take their there money back along with the interest of that period of 90 days on the 2 % per month of the security amount.
- 10.Promotional Activities-** Various kind of promotional activities will be taking place across the market to promote selling process and to enhance products demand. Like: Painter meeting, Retailers Flex board, wall painting, etc. it will be Max 2 % value of purchased material of excluding GST value in the form of credit note.
- 11.Agreement-** A legal agreement will take place between company and distributor on valid stamp paper which will be exchanged between both the parties means distributor will have to submit his stamp paper agreement to company and company will have to submit his stamp paper agreement to the distributor which will be valid for 1 year, after completion of 1 year that agreement will be renewed with mutual consent.
- 12.Needful documents to Place a Purchase order-** A distributor is instructed to place the order on his firm's letter head with seal and sign, along with that purchase order he is also instructed to provide waybill or road Permit (if applicable).
- 13.All the benefit and expense claim** will be given in the form of credit note to the distributor.
- 14.Account ledger statement** for each and every billing with credit notes will provided to the distributor after every billing, accordingly distributor will have to make the payment in company account.
- 15. Required area of Storage** – Minimum 300 - 500 Sqft. Area of storage will be required from the distributor end.

**16. Manpower** – Distributor will have to manage manpower for the loading and unloading of the material, Distributor will have to arrange secondary transportation and their delivery of the Products.

**17.Required Paper for Agreement** – Distributor will have to submit their firm or company registration certificate ,GST registration Paper and Security **Cheque** along with their KYC document like – **ADHAAR CARD , PAN CARD** etc.

Looking for your positive response.

**For Shree Pawan Multinational Pvt Ltd**