

## **PROFLIE**

**1. Name:**

**Address:**

**Tel:**

**Fax:**

**Email:**

**2. Type: Private Limited / Partnership / Proprietary  
Any other (Specify):**

**3. Contact details:**

**A. Director / Partner / Proprietor**

**i) Name:**

**ii) Designation:**

**iii) Address:**

**iv) Tel (O):**

**Mobile No:**

**v) Email:**

**4. Commercial details:**

**i) PAN number:**

**ii) ECC number:**

**iii) Vat number / TIN number:**

**iv) CST number:**

**v) Bankers Name and Address:**

**B. OPERATIONAL PERSONS**

Sr. No.	Name	Telephone / mobile	Fax	Email
1.				
2.				
3.				

**Branches if Any**

Sr. No.	Address	Contact Person	Telephone / mobile	Fax
1.				

**Godown:**

**Address:**

**Tel:**

**Fax:**

**Email:**

**Own / Rental Basis:**

**Area:**

**BUSINESS INFORMATION**

**a. Operational Area**

**b. Product profiles**

Organization	Product	Area allocated	Type of arrangement	Turnover in Rs.		
				Present Year	Previous year	Previous to Previous year

**8. Existing Customer List:**

- |    |    |    |
|----|----|----|
| 1. | 2. | 3. |
| 4. | 5. | 6. |
| 7. | 8. | 9. |

**Employees Strength:**

Location	Field		Admin
	Technical	Non -Technical	

**TERMS& CONDITION FOR APPOINTMENT**

1. **PAYMENT TERMS:** 100% ON COD BASIS.
2. **SECURITY DEPOSIT:** Two blank cheques against C form default or payment default.
3. **AREA OF OPERATION:** To be decided on discussion. Distributor to operate within this agreed area or specific customer only.
4. **SAMPLE:** Will be encouraged only if the potential is high. In case it is convinced that sample has to be supplied same has to be done under following condition.
  - i. Should be approved by aarna lube private limited in writing.
  - ii. Sample to be sent through our representative only. It should not be directly given to the customer.
5. **PRICE:** The distributors will be supplied material at Distributor price only. Any deviation has to have prior discussion with AARNA LUBE PRIVATE LIMITED.
6. **STOCK:** As per requirement of local customers
7. **MANPOWER:** It is expected that Distributor should have dedicated person to deal with ALPL product ranges. Training will be provided by ALPL.
8. **RESPONSIBILITY:**
  - i. Identification of potential customer.
  - ii. Initial survey and discussion
  - iii. Participate along with ALPL Engineer in technical discussion / trial if necessary
  - iv. Commercial discussion with customer
  - v. Follow up for order.
  - vi. Follow up for payment / C forms in case of direct supply from ALPL.