

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.