

Please refer Annexure –II of “Sales incentive on direct sale of paraffin wax ”dated 17.08.2017. Determination of month/quarter for calculation of monthly commission and quarterly discounts to be read as below:

Determination of month/quarter for calculation of monthly commission and quarterly discounts:

Month: Calendar month in which the customer starts lifting

Quarter: Three months from the calendar month in which the customer starts lifting

Eg : If a customer accepts the offer and starts lifting from 05th September 2017(say), then for calculation of monthly commission and volume discount, the following will be applicable:

Month: September, October, November and so on

Quarter: September to November, December to February and so on.

Note: Even if a customer starts lifting from the middle of a month, he has to complete the monthly target within the end of the month to be eligible for monthly commission

Other terms and conditions remain the same.
