

1) Volume discount on sales of Paraffin Wax to small scale customers (direct end users only) :

Sl No.	Customer Type	Single order (MT)	Discount to be offered (Rs/MT) as refund at the beginning of the subsequent month
1	Direct customers/ end users	100 -150	1000
		>150 - 300	1500
		>300 - 500	2000

The above discount would be offered for **single orders only**

Sl.no	Customers Type	Volume (MT) / Month	Discount to be offered (Rs/MT) as refund at the beginning of the subsequent month
1.	Candle / Match box cottage industries within NE sector.	40-100	1200
		>100	1500

2) Incentives on Sales of Paraffin Wax to Distributors

- ✓ NRL has presently appointed 9(nine) distributors all over India:
 - Mumbai-2
 - New Delhi-2
 - Bangalore-1
 - Chennai-1
 - Kolkata-2
 - North East(Guwahati)-1

- ✓ Distributors' commission is paid at the rate of Rs 1500/MT subject to fulfilment of monthly targets

- ✓ Volume Discount in a single order :
 - a) 180-400 MT: 1% of the declared price.
 - b) Incremental quantity beyond 400 MT @ 2% of the declared price.

- ✓ Cumulative Discount at quarterly interval :
 - a) Upto 500MT in a Quarter : 2%
 - b) Above 500 MT in a Quarter: 4% on incremental quantity.

- ✓ The net cumulative discount will be passed on in the first order placed at the beginning of the next quarter.
