

SALES INCENTIVE ON DIRECT SALE OF PARAFFIN WAX

(Wef 17.08.2017)

- 1) Commission @ Rs. 1500 per MT on meeting monthly target to be decided by NRL depending on your trading area
- 2) Volume discount :
 - ✓ 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) 500MT in a Quarter : 2%
 - b) Above 500 MT in a Quarter: 4% on incremental quantity.
- 3) The commission amount of a month will be credited in the subsequent month and net cumulative discount of a quarter will be credited in the beginning of the subsequent quarter. Such credits will be made to your SAP accounts maintained with NRL and may be used for subsequent purchase.

Other Terms and conditions are attached as Annexure –I & Annexure -II. **Please note that the offer is purely on temporary basis and NRL reserves the right to withdraw/change/review the offer any time.**

Annexure-I

A. Pricing

1. NRL may revise pricing from time to time. All notified pricing will be applicable with immediate effect.
2. Price on date of delivery will be applicable

B. Payment

1. Based on the order placed, 100% advance payment (material value including all applicable taxes) is to be made after which delivery order will be issued.

C. Delivery Schedule

Single order upto 100 MT	07 working days
Single order above 100 MT and upto 300 MT	14 working days
Single order for quantity above 300 MT	21 working days

The lifting schedule shall be counted with effect from the date of issue of delivery order.

If the buyer fails to lift the material as per delivery schedule as stated above, he shall be allowed to lift the material with application of Ground Rent Charges @ 0.1% (zero point one percent) of the value corresponding to non-lifted quantity of the lot per day w.e.f. 1st calendar day till 10th calendar days [after expiry of delivery schedule] unless stated otherwise.

Tolerance of non -lift able quantity shall be considered as 10.00 MT (Ten) for considering executing of a delivery order.

D. Location & Mode of Delivery

The product will be delivered from Numaligarh Refinery Marketing Terminal, Numaligarh, Siliguri Marketing Terminal, Siliguri or Guwahati Warehouse. Seller shall facilitate gate pass etc. on production of necessary documents by buyer as per NRL's requirements.

Mode of delivery: By Road. Truck to be arranged by customer/buyer and shall be at buyers cost.

Loading shall be arranged by buyer and shall be at buyers cost.

E. Conditions Of Delivery

- 1) Lifting will be allowed against advance payment only.
- 2) Upon receipt of the payment delivery order will be issued to the buyer.
- 3) The buyers shall produce the authorization / identification letter while reporting to NRL for lifting the concerned lot.

Annexure-II

A. Volume discount:

- 1) **'Single Order'** definition: An order will be considered "Single Order" only if full payment against the ordered quantity is received in full in one instalment and full material is lifted against the order.
- 2) Allowable non lifting volume will be upto 10MT of the ordered quantity to qualify as single order.
- 3) Single order will be for one product (either of Semi Refined or Fully Refined individually) at the prevailing price only.

Sample calculation of volume discount

a) single order

Month	Upliftment quantity	Price	Upliftment volume	Discount	Discount amount
	MT	Rs/MT	Rs	%	Rs
July	200	60,000.00	1,20,00,000.00	1	1,20,000.00
August	500	63,000.00	3,15,00,000.00	Beyond 400 MT @ 2%	3,78,000.00
Sept	350	61,000.00	2,13,50,000.00	1	2,13,500.00
Total	1050		6,48,50,000.00		7,11,500.00

b) Cumulative for the quarter

Jul-Sep	Cumulative Upliftment	Quarter avg price	Upliftment	Discount	Discount
			Rs	%	Rs
	500 MT	61,761.91	3,08,80,955.00	2%	6,17,619.10
	550 MT	61,761.91	3,39,69,050.50	4%	13,58,762.02
	1050 MT				19,76,381.12

Less : already passed on in the single order 7,11,500.00

Cumulative disc for the quarter to be passed on at the beginning of the next quarter 12,64,881.12

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

Month: To be considered as per calendar month

Quarter: To be considered as per calendar quarter.

Calculation on discount and commission – will be considered on pro rata basis from the date of receiving the payment by NRL.
