

Channel Operational Polices

- 1) The Company / CSA / SS will deliver the Goods as per mutual agreed terms and condition during appointment.
- 2) In case of payment delay, Company will charge additional interest@24% per annum on pending payable amount.
- 3) Credit will be Allowed only If Security Deposit of Channel is Present and to be given as per Reputation / Credit Score of Channel which will be analyzed & Decided by Sales & Commercial Team
- 4) Channel has to submit 2 Security Cheques with open date to Company, one in name of Company and one in the name of Supplier and If his Bank Changes then he should Re-issue Fresh Cheques to Company promptly.
- 5) Original Channel Appointment Form of CSA & SS with Photo Copies of KYC & Security Cheques to be Couriered to Company for Channel Code Creation asap.
- 6) No Outstanding of any Stockiest/ Distributors / Wholesaler / Retailer will be considered at Company's end. This is the responsibility of Supplier Channel only.
- 7) The Channel have to maintain at least 15-30 days Inventory of average monthly business or Stock allocation derived from Sales or Seasonal requirement of the region and he should monitor his own stock.
- 8) Channel have to Dispatch Stock by FIFO Method. Stock to be maintained in Godown in such a way that Older Stock should be Dispatched first. Separate Division Stock should be Stored Separately & as per Stacking Norms. All Occurred Loses of Damage & Expiry due to improper Stacking or Movement will be borne by Channel only.
- 9) Channel Must report Immediately to Indore HO about any Vital / Crucial information regarding Business like Slow Moving / Non Moving / Damage / Expired Stock & Excess Market Outstanding.
- 10) Sale Promotional goods to be Stored separately and Properly for easy Dispatch & movement Tracing.
- 11) The Supplier (Company / CSA / SS) shall accept the orders through emails only.
- 12) The Supplier (Company / CSA / SS) shall record & Share POD (proof of Delivery) of Transactions as per Schedule & requirement with Commercial Department.
- 13) The Supplier (Company / CSA / SS) shall maintain separate Bank Account for Company related Transactions for easy tracing of payment flow.
- 14) CSA has to Mandatorily take Godown Insurance (Fire/Burglary/theft/Natural Calamity) for the protection of Company Goods at his own cost as it is CSA liability. Any losses of Damage/Breakage/Shortage to the goods due to any reason (Storage or Movement) to be borne by Channel only. Company will not be responsible for any such losses.
- 15) One Party cannot run two Channels at the same time, e.g. If DB is Promoted to SS than DB Code will be Closed.
- 16) Channel Must not have any sort of involvement with Competitor Brands or Companies having business in Same Product Categories.
- 17) **CASH TRANSACTIONS with Parties & ANY MONETARY TRANSACTIONS with Company Employees NOT ALLOWED**
- 18) All Channels are requisite that, they should not do any CASH TRANSACTIONS with their Debtors or Creditors and they should not do any Monetary Transaction Specially Cash Transaction with concerning or non-concerning person/employee of company (Sales Team and HO Team) during the business or Before or After commencement of Business,
- 19) Any Monetary Transaction done by Channel with any person or Company Employee will not be considered and adjusted with market or company liabilities on the Channel like Outstanding, Sales return and other such things, even at Business closure & Full & Final Settlement of Channel. That Channel will have sole responsibility of the occurred losses due to all such transactions.
- 20) For CSA & SS, Rate Difference working will be done to Check & make sure CSA / SS earns Committed Margin, whatever his Purchase & Selling rate is. Rate Difference value arising due to deviation from standard rates will be given by Credit Note / Debit Note (RD Working will be done, Monthly for CSA & Quarterly for SS)
- 21) Without any Scheme Circular or Official Communication from HO Indore, Channel don't have right to run any Scheme / Activity, otherwise No Claim for such Scheme / Activity shall be given from Company. Each and every Scheme / Activity will be communicated from Official email ID = amit@yutikanatural.com
- 22) Company's Sales person work is only to get/present Sales Orders. Payment Collection is sole Responsibility of Supplier Channel and he has to do the needful to recover it. It is Suggested that Channel Partner should Supply goods against Security Deposit / Cheque or as per mutual understanding / bonding with the customer.
- 23) Channel have to Invoice goods as per Company Price List only. In case of infiltration / Rate Cutting / Over rate of the goods, Company will take regulatory action against Channel, which may result in Change in Coverage area, margin and other agreed terms or even Dealership cancellation. Channel will bear all incurred losses of it.
- 24) it is mandatory for Channel to work on Company's deployed Tally Software / DMS for the purposes of invoicing, Claim Settlement & Business analysis. If it is found that Channel is not updating Tally Software / DMS on Daily basis or Channel is not updating all types of Transaction in it (Sales, Purchase, Payment, Receipt, Credit Note & Debit Note), Than a Debit Note of 0.5% will be imposed on overall Sales Value of Channel at the end of month as per Sales & Commercial Audit & feedback.
- 25) Channel will submit their Sales Purchase & Closing Stock Figures, books of Accounts in Prescribed Format whenever required by Sales & Commercial persons.
- 26) Any Disputes arising out of this Appointment shall be subject to Indore (Madhya Pradesh) Jurisdiction.

Acknowledgement

I _____ **Proprietor / Partner of** _____

hereby declare that I have read and understood all the above General and Credit Policies of Company and we are Completely agreeing on it.

Any other Remark _____

Stamp and Authorized Signature of Owner / Proprietor / Partner

Approved By

Responsible Field Sales Person

ASM / RSM / ZSM