

CRITERIA FOR APPOINTMENT OF STOCKISTS

Following procedures are being adopted for appointment of stockists
:

- a) Generating enquiry through advertisement in the press or through the Depot Officer by identifying unrepresented areas in his command.
- b) Once the request for stockistship is received, the same has to be sent to the concerned Field officer for Feasibility Report. If feasible, application in the prescribed format of the company is issued to the prospective stockiest by collecting the prescribed fee, ie, Rs.100/- + GST(at present 18%)
- c) Filled application form received from the prospective stockist will be sent to the concerned depot for o the spot varification and certification thereof by the field officer.
- d) Based on the feasibility and on the spot verification report from the field officer, the Head of Sales Department will recommend the case to the Managing Director for approval.
- e) After due approval, a security deposit (at present Rs.75,000/-) will be collected from the prospective stockiest and stockistship agreement will be executed between the company and the party. The security deposit will bear 6% interest(current rate). Interest will not be paid to dormant accounts.

f) Thereafter, a stockist code will be generated and supplies will be made against payment.

g) The applicant should have

- G S T Registration
- Godown Facility
- License from the Local Bodies to deal in cement
- Financial Credibility to do at least 50 MT of cement per month.

While considering appointment of stockist, it shall be ensured that no active stockist of Malabar Cements Ltd exists within 10 Kms. radius of the prospective stockist. Otherwise, the potential of the area should be more than what the existing stockist(s) can handle.