



SAGAS AUTOTEC (P) LIMITED

230, Sharada Complex, I Main, Gokulam II Stage, Mysore-570 002
 Phone: 0821- 4287333 / 313. Fax: 0821-4287220 / 210
 eMail: sagasresponse@yahoo.co.in



ISO 9001-2000
 CERTIFIED COMPANY

STOCKIST ROLE AND POLICY

APPLICABLE TO - INDIA (Effective from 01.04.08 to 31.03.09)

ROLE OF SAGAS STOCKIST

1. Stockist should maintain a stock level of two months sale and get immediate replenishment of stocks when the stock holding goes below the re-order level of 1 month sales.
2. Stockist should maintain sufficient stock of spare parts, make them available to the needy customers and authorised installers.
3. During free service checkup camps and other campaigns organized by the company, the stockist has to fully involve himself by indenting and maintaining sufficient stock of spare parts and advertisement materials, to make such campaigns effective and successful.
4. Sagas appoints the stockist for promoting the sale of SAGAS Autokits to the authorised Installers (AIs) who are attached to you by Sagas
5. Stockist to undertake intensive campaign for popularizing and actively involve in the marketing of Sagas products.
6. Stockist shall maintain good rapport with government, non-government organisations and media.
7. The stockist should not either directly or indirectly promote or sell any other brand of gas conversion kits and their spares.
8. Stockist shall submit sales projections for the succeeding month in the format prescribed by Sagas before 20th of every month.
9. Stockist shall submit daily sales statement in the format prescribed by Sagas to reach the Sagas Response Centre by next day.
10. Stockist shall obtain the duly filled feed back forms and installation certificates of customers from AIs of their network and courier them to Sagas Response on daily basis.
11. Stockist shall give feedback on AI's performance to the Sagas regularly.
12. Stockist to call meeting of the Authorised Installers and Retailers once in every month and submit the minutes of the meeting to Sagas Response.
13. Stockist in no circumstance shall fit the kits directly to the customer. However, in exceptional cases, they are allowed to fit the kit only on prior approval by the company.
14. Stockist shall carry out inspection and servicing of Sagas Autokit fitted vehicle in their authorised installation center

POLICY FOR SAGAS STOCKIST

1. PRODUCTS OFFERED

- a. Sagas LPG / CNG conversion kits for 3 Wheeler Passenger Vehicle (2 & 4 Stroke Engines)

2. MARKET OFFERED

- a. Market size offered : 10,000 kits
- b. Agreement Period : 3 years subject to renewal on every year
- c. Expected Yearly Sales (in qty.) : 6000 kits
- d. Expected Yearly Sales (in value) : 15 crores
- e. Eligibility for continuing as Stockist only on upliftment of 1500 kits every quarter.

3. BUSINESS INFRASTRUCTURE

- a. Stockist shall provide office cum godown of 500 to 1500 sq.ft. location suitable for automobile business acceptable to SAGAS and 1000 to 1500 sq.ft. RTA approved service center for inspection and servicing of Sagas Autokit fitted vehicles.
- b. Stockist shall arrange for reception, computer with internet facilities, telephone, fax and delivery vehicle (3 or 4 Wheeler) and sales executives – 10 numbers.
- c. Stockist shall identify minimum 10 nos. of Authorised Installer and provide the list along with application form.
- d. Stockist shall make deposit for minimum of 11 sets of spares, machinery and equipment. Out of the above one set shall be retained by stockist and balance shall be delivered to Authorised Installers of your network by Sagas.
- e. Stockist shall complete the process of appointment of all 10 AIs within 3 months from the date of receiving appointment letter.

- f. Stockist targets to sell minimum 500 kits per month from the date of his appointment.
- g. In an unlikely event, the stockist is unable to achieve above targets, company will assist to the maximum level to achieve the targets.
- h. After giving the maximum level of assistance to the stockist, though if stockist is not able to achieve, then company will appoint additional stockist to cover the areas that was not covered by the existing Stockist.

4. HUMAN RESOURCES

- a. General Manager: 1
- b. Accountant/Computer professional: 1
- c. Driver cum Delivery Boy (3 or 4 Wheeler): 2
- d. Helper / Office Boy: 1
- e. Sales Executives: 10 (one each for AI)

5. CAPITAL INVESTMENT (Rupees in Crores)

	Sagas LPG	Sagas CNG	Sagas LPG & CNG
Non-interest bearing Refundable Deposit	Rs. 0.050	Rs. 0.050	Rs. 0.050
Deposit towards Spares, Machinery & Equipment (11 sets – one for the use of Stockist and 10 for AI's of your network)	Rs. 0.220	Rs. 0.275	Rs. 0.363
Initial minimum Indent	Rs. 1.050	Rs. 1.150	RS. 1.100
Total	Rs. 1.320	Rs. 1.475	RS. 1.513

6. Income from Business

For this information kindly send the enquiry with your contact details.

PROCEDURE

1. On acceptance of the above terms in order to proceed further:
 - a) Please sign the copy of the policy
 - b) Produce address and phone numbers of 10 AI's as per the format enclosed
 - c) Fill the application form
 - d) Sign the agreement
 - e) Sign the initial indent form and enclose cheque for the amount mentioned in the indent form
 - f) Please enclose bank reference letter as per the format
2. Send the documents to Marketing Coordinator, Sagas Response, # 230, Sharada Complex, 1st main, Gokulam 2nd Stage, Mysore – 570002, INDIA.
3. On receipt of above documents, it will be submitted to the Sagas marketing committee and the confirmation letter will be given with in 15 days about the selection
4. On selection of the Stockist, AI and their staff shall undergo training provided by the company at their cost at Sagas Learning Campus.

On acceptance by Sagas, on clearance of cheque the following shall be sent to you.

1. Company signed Agreement copy
2. Appointment Letter and Stockist Certificate.
3. List of Area AI.
4. One set of Machinery and equipment. Stock of kits as per indent.
5. Operational Guidelines with relevant formats
6. Nomination form for training.

Note: Stockist shall deliver the kits to AI only after receiving the attested copy of AI approval from the respective state transport commissioner's office.

ADDRESS FOR CORRESPONDENCE

Sagas Response: # 230, Sharada Complex, 1st main, Gokulam 2nd Stage, Mysore - 570002, INDIA
Phone : +91-821-4287333/313/315, Fax : 0821-4287220/210 **Email :** sagasresponse@yahoo.co.in

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