



## Green Power Dealer Appointment Policy :

**Circular** : RG/AJ/AEPL/001  
**Date** : August 15<sup>th</sup> 2013

- **Background :**

He should be preferably dealing into either Battery, Garages, Automotive workshops, Battery charging related job, Auto electrical, Garage equipment etc.

- **Location –**

His set up can be at a prominent location anywhere not necessarily on a Main road.

- **Infrastructure :**

He should be having a space of minimum 100 sq feet to stock the Battery charger & suitable space to display the same.

Shop should have a proper electrical connection facility & mains power provision for checking the new charger or serviced charger after connecting to Battery.

He should have one service table to check the Battery Chargers.

Also he should have 3 to 4 nos of different types of Batteries viz Auto, Motorcycle, Flooded, VRLA so that different model of Battery Chargers can be checked.

- **Manpower :**

Exclusive 2 nos to handle sales & after sales activities. Preferably from Battery, auto electrical, Garage equipment etc background, should be able to talk in local language.

Sales Person should be able to talk about the features, advantages, hand over the catalogues'

He will be acting as a media between AEPL & customer to convey all the valid feedbacks to us for further quality system improvement.

- **Telephone / Mobile –** One Connection each.



- **Investment :**

Initial investment of 2.5 to 3 lacs.

Out of which he will be getting a stock of 2 lacs & 1 lac will be with AEPL as a safety refundable deposit.

Upto 50% of Deposit amount can be used as further credit limit to dealer.

- **Payment Terms :**

Advance Payment, Initial 3 transactions will be exclusively on DD/Pay order/NEFT terms only.

- **Transportation :**

Will be done through the courier/Transport service available/suited in your location.

- **Warranty Period :**

Will be 18 months from date of sale.

- **Returns on Investment :**

Around 20% Margin between Landing Price & consumer price of each product.

- **Sales Incentives :**

Over & above the sales margin, sales incentives will be based on your quarterly sales performance.

Incentives may be monetary or any suitable gift items of your choice to be confirmed in writing to us.

Incentive amount will be directly proportionate to your sales, once you have achieved the target you will be eligible for the same.

Quarterly incentive will be announced by the company in writing as & when the incentive programme is launched.

- **Appointment :**

Dealer will be appointed after the necessary surveys done by AEPL & mutual understanding & thereafter the Dealer appointment form duly filled signed /stamped is received by AEPL along with payment details.

Appointment may be terminated by giving notice period of 3 months from either side.

- **List of Gift Items as per Annexure I as enclosed**



## Annexure I

**Gift items of suitable reputed brands as per availability & other gifts will keep on adding :**

- Battery Testing equipments
- Midtronics Motorcycle Battery Tester
- Midtronics Automotive Battery Tester
- Midtronics CXPRO-25-5
- Midtronics GRX 3003 INAP
- Nokia Mobile hand set
- Mixer Grinder
- Samsung Galaxy Note Pad
- Acer Lap tops & Mini Note Pad
- Camera
- Wrist Watch
- Music Player
- Mini Home Theatre