

**Proceedings of the meeting held in MD's Chamber on
10.03.2014**

**Officers Present :GM(W),DGM(E),DCE(M&TS),DFM,CIO,DMM ©
DMM(V)**

1. KSWC can despatch materials directly to customers or retailers. MCL will arrange facilities for online billing through SAP from KSWC godowns.
2. The remittance for sale of cement may be accepted by RTGS to MCL's Federal Bank Account No. 15240200002330 or by swiping a Debit or Credit Card. Swiping machines with mobile connectivity will be made available in the godowns by MCL. When RTGS remittance is made by a party, the pay slip should be produced by the party to the godown authorities who will ensure remittance verifying with the Federal Bank portal.
3. The Warehouse Manager concerned, the Designated Officer for MCL cement sale in of KSWC and the MD, KSWC will be given access to the Federal Bank Portal through Anroid phone to view the transctions.
4. KSWC can sell either at a Retail Dealer Price of Rs.318/- per bag or at a Wholesale Dealer Price of Rs.298/- per bag of cement from all godowns. The price of Rs. 298/bag may be made applicable for sale of 100 bags in one bill on a day and if the buyer hols a TIN number for Cement. For buyers without TIN number, the price of Rs. 298 / nag can be offered if the offtake is above 200 bags in one bill on a a day.

Form No. 8 pattern to be used in billing for TIN holders and form No. 8B pattern for others.

5. MCL also reserves the right to canvas orders and sell from KSWC godowns for which only the storage charges will be given to KSWC.

-2-

6. KSWC should not charge warehousing expenses for the quantity sold through KSWC because of the eligibility for Selling Commission. KSWC shall also carry out territory planning to open godowns in various parts of Kerala. KSWC shall maintain consignment basis folios for charging rent and sales shall be effected always on FIFO method.
7. The Selling Commission will be 4% of the aforesaid Retail Dealer Price and 3% of the aforesaid Wholesale Dealer Price. If storage charges are levied by KSWC their commission on billing price will be 1% less and MCL will not pay any loading charges over and above the billing rates communicated.
8. If the sale from any KSWC godown by KSWC at any of the aforesaid prices exceeds 250 MT in a month, KSWC will get an additional commission of 1% for the quantity billed over and above 250 MT.
9. For the cement sold at the retail billing price, a volume discount will be allowed as per the slab given below.
Monthly Volume Discount

50 MT to 249 Mt	Rs 1/ bag
250 MT to 749 MT	Rs 2/ bag
750 MT to 1449 MT	Rs 3/ bag
1500 MT and above	Rs 4/ bag

Selling commission accruing to KSWC will be remitted by MCL to KSWC through RTGS facility on every Monday. Volume discount will be credited on a monthly basis.
10. For its own consumption, KSWC will be given cement at the ex-factory billing price from Walayar factory in lorry/rake loaded condition or at the Whole Sale Dealer Price in the Godown stored condition. For such quantities taken by KSWC, KSWC will not be eligible for selling commission or storage charges. For such purchases, money has to be remitted by KSWC in advance as per the MCL sales policy by RTGS facility.

-3-

11. KSWC may ensure that the Unions that load cement to either retailers or customers do not charge more than the Government approved loading rates while moving cement from the godowns.
12. The advertisement / promotional cost will be met by the MCL based on a plan and budget to be mutually agreed upon.
13. The KSWC warehouses from where MCL cement sale is intended will be provided with MCL personnel trained in online billing through SAP.
14. The Managing Director, MCL will communicate periodic price revisions to the Managing Director, KSWC depending on the decisions of the MCL Pricing Committee in line with changes in the competitor's prices.


G.VENUGOPAL
DY.MANAGER (MKTG.)


M.CHANDRASEKHARAN
DY.MANAGER (MKTG.)


T.MATTY JOSEPH
CHIEF INFORMATION OFFICER

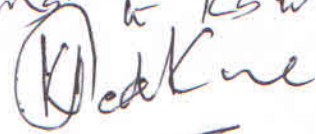

K.ABDUL SAMAD
DY.CHIEF ENGINEER(M&TS)


K.NARENDRANATHAN
DY.FINANCE MANAGER


JOSEPH FRANCIS
GENERAL MANAGER (W)


M.MURALIDHARAN
DY.GENERAL MANAGER(E) SL

Intrade periodic price revision to KSWC.



MANAGING DIRECTOR

MCL MD'S OFFICE 12/5/2015			
	B: 3 DAYS	D: 14 DAYS	F: TO DISCUSS