

Dear all,

We are pleased to announce a **Special Scheme for Enterprise Tables only.**

Details of the Scheme are as under:

- a) This is a pan India, **WD scheme for standard Enterprise tables only.**
- b) This is an Order Booking Scheme.
- c) Scheme period is from **1st September 2012 to 15th September 2012** – both days inclusive.
- d) Scheme details are as under:
 - Slab A - 10 - 25 nos ----- 4% ATD
 - Slab B - 26 - 50 nos ----- 6% ATD
 - Slab C – 51 - 99 nos ----- 9% ATD
 - Slab D - 100 or more nos -----11% ATD

PI note: A combination of any standard model of any standard colour as per price list is permitted for qualifying in any of the above slabs.

Terms & Conditions of the Scheme:-

- 1. Offering the scheme shall be at the company's discretion and may be withdrawn without any notice.
- 2. Staggered deliveries not allowed. All quantities booked to be picked up at one go.
- 3. Orders once booked will neither be cancelled nor changed. Dealer will be required to take delivery of the booked items.
- 4. No cheque bounces.
- 5. Pending Orders as on 31st August 2012 will not be considered for the scheme.
- 6. Order execution will be on first come first serve basis only.
- 7. Total outflow shall not exceed -- 18% WD margin + scheme ATD as per slabs. Any special discount orders where the discount is more

than the scheme discount, will not qualify for scheme. Eg. There is an order from customer ABC with dealer involvement at 32% discount. This order will not qualify in the scheme.

8. This scheme cannot be clubbed with any other scheme or offer or discount.

9. The extra ATD has to be included as line discount while booking the order.

10. WD needs to submit 10% advance payment. Branch accounts teams at their discretion may choose to collect the advance payment as part of collection cycle on 15th and 30th of month. However, it is mandatory for branch teams to collect the advance amounts in immediately next collection date i.e. advances for orders booked on 7th Sept. need necessarily be collected on 15th Sept. and should not be kept pending till 30th of September.

Failure to collect advance for any reason whatsoever will be considered as breach of normal code of conduct and viewed seriously.

Godrej reserves the right to alter, change, cancel or completely withdraw any of the clauses or benefits of the scheme either fully or partially without prior notice.

In case branch teams forget to adjust / take advance from WDs, offer benefit will not be available for the WD & no request for special request / waivers will be entertained. The advance amount needs to be collected along with the order and not at the time of month end collections.

We are sure the scheme will be useful to maximize sales.

Happy Selling !!!

Regards,

Jasmin Y. Mistry