



Aibek Traders.
Your valued business partner

Sales Target & Distribution Appointment **Policy**

1. Sale Target & Distribution appointment:

1. **Exclusive Zone Distribution:** 50,000 Pet / Month
2. **Sole Distributor:** Minimum order 25,000 Pets / Month (For City)
3. **Distributor:** Minimum order 10,000 Pets / Month (For Town / Specific Area / Territory / Sector)
4. **Reseller:** Minimum order 5,000 Pets / Month (Specific Areas)

2. Payment Terms:

1. Exclusive Zone Distribution:
 - a. **70% advance payment** at the time of order placement
 - b. **30% balance payment** before delivery from the factory
 - c. **Advance order booking: Minimum 2 weeks' prior notice**
2. Sole Distributor:
 - a. **70% advance payment** at the time of order placement
 - b. **30% balance payment** before delivery from the factory
 - c. **Advance order booking: Minimum 1 week's prior notice**
3. Distributor:
 - a. 100% advance payment before delivery from the factory
 - b. Advance order booking: Minimum 1 week's prior notice
4. Reseller:
 - a. 100% advance payment before delivery from the factory
 - b. Advance order booking: Minimum 1 week's prior notice
5. Credit:
 - a. **No Credit Facility** is available
 - b. All orders are strictly cash-based, payable at the time of order placement.



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Product Expiry & Damage Policy

Expiry & Damages Policy:

1. Damage Claims Timeline
 - i. Any claim related to damaged products must be reported **within seventy-two (72) hours** of receiving the shipment.
 - ii. Claims reported after this period will **not be entertained**.
2. Replacement Limit:
 - i. Replacement will be limited to a maximum of **3% of the total order quantity** for damaged or expired products.
3. Expired Products & Cash Claims
 - i. **No cash claims** will be entertained **before six (6) months** from the product's expiration date after shipment receipt.
 - ii. Claims for expired or damaged products after this period will only be considered **subject to laboratory testing** to determine the cause.
 - iii. If the laboratory report confirms a **production fault**, the claim will be settled **only through replacement of products**.
 - iv. **No cash refunds** shall be provided under any circumstances.

Logistics:

- The **company shall not bear any transportation or logistics costs**.
- All freight, handling, and delivery charges shall be the responsibility of the buyer/distributor.

Distributor Registration Form

Company Name: _____ [Your Company Name]

Distributor/Firm Name: _____

Owner Name: _____

CNIC No: _____

Business Address: _____

Warehouse Space (Sq. Ft): _____

Existing Brands: _____

Applied For:

No.	Description	Minimum Order / Month	Yes / No
	Exclusive Zone Distribution	50,000 Pet / Month	
	Sole Distributor	25,000 Pets / Month (For City)	
	Sole Distributor	10,000 Pets / Month (For Town / Specific Area / Territory / Sector)	
	Reseller	5,000 Pets / Month (Specific Areas)	