

LAVITA

LETS TALK BATHROOMS

LAVITA'S DEALERSHIP POLICY 2025-2026



PREMIUM SANITARYWARE | FAUCETS | QUARTZ SINK

Dear Business Associates,

We are delighted to introduce special benefits exclusively for our esteemed channel partners.

These benefits are designed to enhance your profitability and stimulate market demand.

We are excited to unveil our new discount structures, which promise substantial advantages and opportunities for growth. Your success is our priority, and we are dedicated to supporting you in every step on the way.

Sanitaryware	Faucets	Quartz Sink
47%	45%	50%

Terms & Condition :

1. GST will be applicable extra on all above discounts.
2. If raw material rate change than discount will change.
3. The goods sold will be accepted back only if any manufacturing defect is found.
4. Minimum order value 25,000 INR.
5. If a dealers annual sale falls below 2,50,000 or selected target than Lavita can appoint a new dealer in that area without any notice.

Payment Terms:

1. New dealers first 3 transaction 50% on Delivery & 50% within 15 days of Delivery.
2. Transportation cost will be to pay. Free Delivery on orders above 1L .
3. After 5 transactions Company will give 30 Days credit against PDC cheque/ Bank guarantee.
4. Customer must submit 2 signed cheques as security check.
5. Additional 3% Cash Discount on advance payment.
6. Interest will be charged 24% per annum, if payment is not received within 30 days of delivery

Additional Turn over Discount after all discount:

Level	Turn Over Amount (Excluding GST)	Add. Discount
Silver	2,00,000 - 4,00,000	Annual sale +2%
Gold	4,00,000 - 6,00,000	Annual sale +3%
Platinum	6,00,000 - 9,00,000	Annual sale +4%
Ruby	9,00,000 - 11,00,000	Annual sale +5%
Diamond	Above 12,00,000	Annual sale +7%

Terms & Condition of Additional Turnover Discount:

1. The T.O.D will be calculated after all discounts and before tax.
2. Kindly note discount 47% + Additional discount of 3% is not equal to 50%.
3. If any change in Net discount than T.O.D will be change.
4. Above T.O.D effective during 1/04/2024 to 31/03/2025.
5. If any dealer joins during running financial year than T.O.D policy will be calculates as average sales per month as per company terms.
6. Company reserves all the rights to change / Modify the discount and TOD policy.
7. T.O.D amount will give as a credit note at the end of financial year.

Sale/Promotional Activity.

1. Company will provide catalogue, writing pad, display boards & other promotional activities etc...
2. The dealer must notify the company 20 days in advance if a plumber meeting is to be arranged.
3. Company arranges plumber meet for plumbers. Dealer must provide plumber contact number and Aadhar card.
4. Company will give plumbers gift at plumber meet, and pay 50% of the food bill.
5. Company reserves all the rights to change / Modify the discount dealer scheme and plumber meet policy.

Project Discount Policy:

Project Discount Policy for 2024-2025		
No	Project Amount	Add. Disc.
1	1,50,000-3,00,000	2%
2	3,00,000-5,00,000	3%
3	5,00,000-7,00,000	4%
4	Above 7,00,000	5%

Terms & Condition of Project Discount:

1. The above amount is calculated based on the Dealer Discount.
2. The offer amount will be calculated before tax.
3. For project discount calculation, the dealer must provide project quantity on builders letter head with a stamp.
4. Dealer must take all project material in a single invoice.
5. Payment collection responsibility will be solely on the dealer.
6. The company reserves all rights to change/Modify the discount policy.

Display Policy:

1. Company will bill display items at a discounted rate of 60% + GST.
2. Display materials must be purchased through the company.
3. Dealer must provide display photos, dealer address, GST number and shop address.
4. Display invoices needs to be cleared within 6 months.
5. Display items invoice will be capped at 50,000 max.
6. To qualify for display scheme, order invoice should be equal or more than the display invoice amount.
7. The company reserves all the rights to change / Modify the Display Policy.

Registration Link for Dealership

<https://lavita.co.in/apply-for-dealership/>