



## INTER OFFICE MEMO

**OUR REF:**  
**IOAOD/LUBES/LRS/24-25/68**

**DATE: 1<sup>st</sup> Jan'2025**

POLICY CIRCULAR REFERENCE HO/LUBES/RLS/2024-25/68

SUB: INCENTIVE SCHEME FOR SERVOSYSTEM, HYDRASHAKTI 68 & MESH  
SP 320

We are pleased to announce product discount scheme for Servosystem 68, Servo hydrashakti 68 & Servo Mesh SP 320 as under:

1. Scheme period from 1<sup>st</sup> Jan to 31<sup>st</sup> Jan' 2025.
2. Applicable products: Servosystem 68, Servohydrashakti 68 & Servo Mesh SP 320
3. Cash discount applicable for all grades.
4. Stockist discount & other Stockist incentive (MPI, API, QPI) are applicable for Servosystem 68 & Mesh SP 320 as per Reseller product group. No Stockist discount/ incentive on Servohydrashakti 68.
5. Product discount for Jan'2025: Discount will be revised on monthly basis.  
a) **Servosystem 68 for ex-CFA delivered Supply\***

Product Name	SKU wise discount, Rs./Ltr				
SKU	210 Ltr	50 Ltr	26 ltr	20 ltr	5 Ltr
Servosystem 68	71.00	71.00	71.00	68.00	63.00

\* For ex-Plant: For ex-mi supplies EX-MI scheme is applicable for 26/50/210 ltr.

**b) Servohydrashakti68 for 26/20 ltr packs \*\***

Product Name	Supply Location wise discount			
Supply Location	LBP Kolkata, Budge Budge, Chennai, Silvassa, Taloja, LF PHP	CIP Kolkata/MUMBAI /CHENNAI	LBP Asaoti, Tadepalli, CIP Palwal	ALL CFA's
Servohydrshakti 68	40	39	37	34

\*\* All CFA supplies are delivered, and CIP/Plant supplies are ex-mi without transport subsidy

**c) Servo Mesh SP 320 for all pack:**

Pack size	Discount Rs. per Ltr
Upto 26 Ltr	58.00
>26 Ltr	62.00

For ex-mi supplies EX-MI scheme is applicable for 26/50/210 ltr

6. Quarterly growth Scheme for Servo Hydrashakti 68 & System 68 will be applicable for period Jan-Mar'25.

Quarterly growth incentive for Servohydrashakti 68 & Servo System 68 for all packs in Jan-Mar'25 will be applicable based on growth volume of Servo Hydrashakti 68 & System 68 in Jan-Mar'25 over Jan-Mar'24:

Quarterly Growth Slab, Vol in KL	Rs./Ltr on entire volume of Hydrashakti 68 & System 68 in Q4
> 1 KL - <=3 KL	2.00
> 3 KL	3.00

For SSR or GSS whose base in nil (existing / new), quarterly base for this scheme will be 6 KL for SSR & 2 KL for GSS.

**Note:**

- State Office should ensure proper communication of this scheme to LSEs & Stockist.
- State Office should make proper monthly projection for the Scheme grades in AP&S portal and monitor the movement of this grade to supply locations so that enough stocks are maintained at all time.



(P P Barua)  
CM (L-RS), IOAOD SO