

# NEW & EXCITING PROJECT BECOME A DISTRIBUTOR

COUNTRYWIDE ALL INFORMAL AREAS  
AN EMPOWERMENT PROJECT  
LOW CAPITAL REQUIRED

FIND OUR MORE DETAILS:



## LOXION PAPER

DISTRIBUTORS OF PAPER  
& CHEMICAL PRODUCTS

[info@loxionp.co.za](mailto:info@loxionp.co.za)



## PROSPECTUS

## Dear Future Distributor:

Thank you for reply to the advert, but please read the message I have for you below, for you to understand this long-term venture.

As you have seen I posted an advert on face book looking for future **Distributors** for our company and the response was over whelming.

But let me explain what we actually do as a company, we have established one company namely Paper Junction ( [info@loxionp.co.za](mailto:info@loxionp.co.za)) for **Large City Distribution** (empowerment project )

The above company Paper Junction is appointed as the Main / Sole distribution companies for a manufacturer of Paper Products in South Africa. These products are all tissue related products, such as toilet paper 1 ply & 2 ply , wiper rolls, serviettes etc, these products are all repetitive products and consumables thus making the market place a huge area of concern and strategic planning is to be done but with distributors country wide.

It is also very important to get involved from the inception with this huge long-term marketing plan. And those whom are part of this inception from the beginning will benefit hugely and thus enjoying the fruits of the financial wellbeing henceforth. We will be appointing a distributor for all large cities and large towns and also different distributors in Mozambique, Zimbabwe, Swaziland, Namibia, Congo , Botswana etc. But our priory is firstly in South Africa.

### We produce the following products:

- Virgin Toilet Paper
- Recycled Toilet Paper
- Kitchen Towels
- Serviettes
- Wiper Rolls
- Facial Tissues
- Maxi Rolls
- Jumbo Rolls

In total we have approx 15 -19 different tissue ranges / products coming into the market place with extremely high-quality branding and pricing. We are looking for **serious distributors** from all over the country whom will earn a decent return on their small investment for setup costs. This national project will empower all concerned parties to be giving the opportunity to earn a good decent salary / Income / Profit share once you become a distributor etc. We are currently also busy with our **Marketing presentation and proposals**, and you will be receiving your presentations in the next two weeks and then you will be able to see the vision and the concept for you to get involved with our dynamic company.

Essentially this project will give you a huge opportunity to expand and employ other persons to assist you in your business. We have formulated several business models and packages to assist for all whom apply even partnership with us will be considered. This project is purely for people whom really are serious about opening a business or whom wants to open an additional business, we are open to all gender groups and thus an open book to all races. Please be assured that we are highly professional and expect the same from future distributors.

This project will commence only in August /September as you can imagine it is a huge task setting up a very large distribution base within South Africa and across the borders. So please be patient with us as we would totally do this project correctly and diligently. Should you be interested then you need to start the communication process and then all relevant issues are to be discussed in confidence and thus allocating you a spot in your city etc.

I thank you for your time and I pray you understand the position I am in, please note that it will be easier once you have your presentation documents submitted to you then you will totally understand and comprehend this project and what's in it for you short term and long term, should you wish to jump the gun and put your name down already then be my quest, but I would appreciate it for you to wait for the presentation first. You may respond to me via email as given above.

Bobby De Villiers

Chief Executive Officer

Paper Junction

## To be a Distributor in your preferred city you will be required to invest in the following:

### City Site

Obtain a small outlet of 100m<sup>2</sup> – Max 150m<sup>2</sup> space (Your Overhead). This should be in a good visible area and be in good condition for cliental to view and see the Product and that the condition of this outlet is friendly and safe for pick up for any client.

### One Staff Member (Your Overhead)

This member of staff needs to be able to communicate with Head Office and to take control of The store for the day to day operations.

### Signage

**Supplied by Head Office** (Paper Junction Signage) (Paid for by Paper Junction).  
Compulsory store signage

### Invoicing done by Head Office Daily

This is Quick books accounting program. Paid for by Paper Junction. All invoicing will be done by our admin staff on your compulsory request daily

### Banking account supplied by Head Office

Banking to be done daily for previous day sales

## Daily Sales and Stock

Daily sales and balance of stock to be lodged at 16h00 each afternoon and reported to Head Office by email with excel updated each day.

## Ordering

Ordering to be done well in advance, Appox 3 days

## Delivery

Delivery to be done to your store within Appox 3 days

## Marketing

Marketing of the products by owner or your team to service all industries across the spectrum.

- Industrial (e.g.: Factories, Garages , Schools , Packaging companies )
- Retail ( e.g.: Any store that resells the product )
- Direct (e.g.: Similar to west- pack, pick up from your shop, Factory shop etc.
  
- Advertising Material will be supplied monthly such as pamphlets etc, and business cards for distributors account. Appox Five Hundred Rand per month)

## Motor Vehicle (Your Overhead)

Motor vehicle will be suitable (Small delivery vehicle). If you don't have a transport vehicle then we will provide a sub-contractor to do your deliveries for you.

**There are several options available:**

**STORE FRONT**



In City Or Industrial Area

**CONTAINER**



On different location

**STORAGE FACILITY**



Home Garage

**The buy in is as follows to have a Distribution ship in your chosen area:**

**STORE FRONT**

**ONCE OFF BUY IN:**  
R 0 000

**WORKING CAPITAL:**  
R 5 000

Your own working capital  
(Compulsory or otherwise the  
value you comfortable with )

**TOTAL OUTLAY:**  
R 5 000

This working capital is for your  
own circulation of funds for  
buying product from Head  
Office.

Signage is for suppliers cost

**CONTAINER 3M OR 6M**

**ONCE OFF BUY IN:**  
R 0 000

**WORKING CAPITAL:**  
R 5 000

Your own working capital  
(Compulsory or otherwise the  
value you comfortable with )

**TOTAL OUTLAY:**  
R 5 000

This working capital is for your  
own circulation of funds for  
buying product from Head  
Office.

Signage is for suppliers cost

Container purchase is for  
clients cost.

**STORAGE FACILITY**

**ONCE OFF BUY IN:**  
R 0 000

**WORKING CAPITAL:**  
R 5 000

Your own working capital  
(Compulsory or otherwise the  
value you comfortable with )

**TOTAL OUTLAY:**  
R 5 000

This working capital is for your  
own circulation of funds for  
buying product from Head  
Office.

## Working Capital

Please note that your working capital will be deposited into Head Office account from the onset for a Credit Balance and for the flow of weekly stock orders etc. The suggested plan of action is that you can take fifty percent of the working capital for stock with each order, thus leaving behind the other fifty percent for the next order. However, you can also increase your working capital when you seem fit to do so at any given time, thus allowing yourself more leverage when ordering larger volumes. The rebate funding system will be done every Friday Morning based on sales figures etc.

## Distributors Rules

1. All distributors are allowed to appoint agents in selling their product.
2. Distributors can appoint agents for a minimal fee of One Thousand Rand Only.  
  
Head Office must be kept in notice of these agents which fall under you. Name and telephone numbers must be provided. Prices of rebates will be for all applicable under your umbrella of distribution.
3. Distributors can explore the selling area of their own area and other areas but must keep out of other distributors areas should there be a distributor appointed for that area.
4. All distributors will know in advance whom the other distributors appointed is and what area has been taken for distribution.
5. All distributors that have sales in other areas besides their own appointed area will get to keep the customers going forward should the other distributor get his area of appointment.
6. Distributors may not sell our products for more than what is signalled and printed on the packaging.
7. Any distributor caught re packaging our product into other packaging not approved by head office will be expelled as a distributor
8. Distributors have the right to own other businesses, in any other field.
9. All Invoicing is done by Head Office to your client, a template will be given to you to fill in and email to our accounts lady for invoicing and that will be done on the same day you sent the email, as long as it is sent to our accounts lady before 15h00 latest each day, so that she can do it before 16h30 the same day.
10. All shop fronts or other storage facilities can be inspected by Head Office at any given time to approve and view conditions from time to time. Should the facility not be up to standard then Head Office can cancel the distributorship for that distributor.
11. All distributors must take ownership of their own leases, staff and overheads and expenses. All agreements that you partake in have nothing to do with Paper Junction Head Office.
12. Head Office has the right to see all leases of premises to make sure that the distributor did not use Head Offices name to make credit whatsoever. This must be understood clearly.
13. All Signage supplied to distributors will show the area and your telephone number as contact details, not head offices details.
14. Should a distributor not have a delivery vehicle then head office is obligated to allocate, or the distributor can allocate a delivery company to transport the goods at a fair rate compiled and approved by head office. Costs of the delivery will be incurred into the costing of the said products or the separate delivery format charging.

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## Contracts & Agreements

Every Distributor will receive a contract, which is a simple agreement of intention and commitment.

## Supply of Product:

We will supply all product ranges to the Distributors also for the agents and agents collect at the recruited distributor's addresses. We will however decide from the beginning which Product lines we will be starting off with to start to penetrate the market. However, we would want a prestige product line and a basic good value for money line in the beginning

## Logistics

A professional transport courier will be appointed to despatch to anywhere in South Africa, without a problem. This company will be effective and have an overnight and small delay on the delivery program, which will fall in line with our system.

## Product List

Please see our Product list and which shall become part and parcel of our end vision to distribute throughout South Africa. The packaging will be allotted in different packaging formats in a combination method. Future ranges are the chemicals as a second phase.

## Packaging

Our packaging is in a bulk type format with a variety of different types of formats and weights.

## Management Team

The Stores are the integral part of the management team for each city, and the agents are to report solely to the Distributors when it comes to stock issues. The distributors are the backbone of this marketing method and are favoured for the future of sales and profits.

## Stock

All stock ordered is directly through the Distributors only, all stock ordered is on a cash basis system and an electronic or a direct deposit is applicable on all orders from the distributor before stock is supplied.

## Marketing & Area Formats

Each distributor will receive an area to work in, but the first comers will however enjoy the spoils of most areas unbound to location or sector to get the brand working throughout South Africa.

## Order Forms

We will supply you with an order sheet that clients can order their product selection from you or your agents. This will be a basic order sheet of price, weight and product range.

## Requirements

All Distributors and agents are to have their own email addresses for the said company name which they are affiliated too. We also need to send out stock memos or company liaising etc.

## Timeframes

After you have officially become an Distributor or agent and registration has taken place and the agreements are signed then we will inform you of the launch date of the said ranges, bear in mind that we would want as many distributors and agents on board before we launch the Paper Ranges in all the provinces, in the meantime you would be requested to start recruiting your agents should you so desire to have a head start in the market place.

Should this business opportunity suit your pocket and business opportunity then we can start the next process of you signing on as a distributor with a suitable binding contract between us. We will then submit a basic distribution contract and conditions for you to perusal through then we can do the signing of the contract.



Acting  
Owner



Acting  
Owner



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