



Transportation of Perished Goods using Curry & Forwarding (C&F) Agents

Exports happen via
post (or Dry port)
after regulatory clearance

Exports

Factory

Warehouse/ Depot

Carrying & Forwarding (C&F) agents provide transportation

General Trade

Fundamental dimensions

B2B & Direct Distribution

Modern Trade

[E.g. ~~Big Bang~~/Dwarf]

Ecommerce

Stockist
(Urban)

Super-Stockist
(Rural)

Wholesaler

Rural Distributor

Wholesaler

Computations

It is called Primary Sales. It is between company & Distributor/Stockist/Channel partners

It is called Secondary Sales. It is between Distributor/Stockist & Retailer/Dealer

It is called Tertiary Sales. It is between Retailer/Dealer & Consumer

Margin: Each Channel involved gets the margin. Margin varies across industry & company.

Sales And Distribution Management

Rosina Ehmann



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