PURCHASE DIVISION

Advice for approval for credit to supplier

Date:	12/09/2020	Prepared by:	T.D. Murthy
PO/WO no.	69405	PO / WO Date.	07/08/2020
Supplier Name	Sri Sai Rohith Marketing Company	PO/WO amount	Rs. 6,09,446/-
Firm/Company	Summit Sales LLP	Project	Summit Housing LLP
Sl. No.	Bill No.	Bill Date	Bill amount
1.	394	31/08/2020	Rs. 6,09,446/-
2.			-
3.	-	-	-
4.			-
Amount A – Bills total(Excluding Transport & Hamali Charges):			Rs. 6,09,446/-

Sl. No.	DC No	DC. Date	MRN No.	DC matches MRN
1.	103	21/08/2020	82211	☑ Yes □ No
2.	407	31/08/2020	82440	☑ Yes □ No
3.	408	31/08/2020	82443	☑ Yes □ No
4.			-	□ Yes □ No
Amount B –Other Credits :				-
Amount C –Other Debits :				-
Amount D (D=A+B-C) – Amount to be credited to the supplier:				Rs. 6,09,446/-
Amount E – PO / WO value:				Rs. 6,09,446/-
Amount F – Difference (A – E):				-

Quantity received as per PO /WO	☑ Yes □ Excess received □ Short received □ Other (explained below)
Is difference between PO / Bill acceptable?	☑ Yes □ No (explained below)
Excess / short material received	☑ Approved – within acceptable limits □ No (explained below)
Close PO / W?O	☑ Yes □ No – wait for balance material □ No (explained below)
Advance paid / PDC given (deduct when paying)	☑ Yes – Rs. 3,04,723/- □ No
Payment – due date	**19/09/2020**
Remarks:	

Approved by	Purchase Officer	Purchase Manager	Procurement Manager	M D	Accounts – receiver of bill	Accountant	Accounts Manager
Sign:					APPROVED BY		
Date	12/9/20	12/9	12/09/2020		12 SEP 2020		

Notes: 1. In case amount to be credited to supplier and the bills total does not match prepare JV for debit or credit. 2. Attach additional sheets if quantity of bills or DCs is more than the space provided. Clearly mark the space provided with 'see attachment'. 3. Purchase Officer can approve Pos/Wos upto Rs. 5,000/-, Purchase Manager and Procurement Manager to approve all bills from 5,000/- to 1,00,000/- . 4. Attach JV, Office copy of PO/WO, DCs and bills to this advice. 5. In Amount A, exclude transport, Hamali charges, etc and instead include in Amount B. 6. To be approved by accounts manager if bill value exceeds Rs. 10,000/- 7. MD to approve all bills above 1,00,000/-

GSTIN NO. 36AMHPC9678H1ZM

TAX INVOICE

Orginal for Recepient
Duplicate for Supplier/Transporter
Triplecate for Supplier

SRI SAI ROHIT MARKETING .CO

Dealers In: All Kinds of Aluminium Section Sheets, Glass, Plywood & Hardware Etc.,

New Narsimha Nagar Colony, Near Noma Kalyana Vedika, Mallapur, Hyderabad-76. T.S. CELL: 98665 12288

TAX IS PAYABLE ON REVERSE CHARGE (YES/NO)

INVOICE NO: 394

INVOICE DATE: 31-08-2020

TRANSPORTATION NAME:

VEHICLE NO: AP29W0533 L/R.NO:

DATE & TIME OF SUPPLY:

PLACE OF SUPPLY:

DETAILS OF RECEIVER (BILLED TO)

M/s Summit Sales LLP 5-4-187/3E4, IInd Floor, M.G. Road Sec-bad-500003.

STATE CODE GSTIN NO: 36ACQFS2044C1Z7

DETAILS OF CONSIGNEE (SHIPPED TO)

-do-

P.O. No:- 69405

STATE CODE GSTIN NO:

S.No.	HSN CODE	THICKNESS	DISCRIPTION	NO. OF.PCS	QUANTITY IN.SQ.MTRS	RATE PER.SQ.MTR	Amount Rs.	Ps.
1	7610		Alluminium 3 Track windows 6X4 →	30 nos	720 sft	280/-	201600	00
2	7610		Alluminium 3 Track windows 4X4 →	21 nos	336 sft	310/-	104160	00
3	7610		Alluminium 3 Track windows 4X3 →	2 nos	24 sft	320/-	7680	00
4	7610		Alluminium Ventilator 2X2 →	60 nos	240 sft	450/-	108000	00
5	7610		Alluminium Operable window 2X4 →	36 nos	288 sft	330/-	95040	00
					TOTAL BEFORE TAX		516480	-
					ADD:CGST	9%	46483	20
					ADD:SGST	9%	46483	20
					ADD:IGST			
					TAX AMOUNT GST			
					GRAND TOTAL		609446	40

BANK DETAILS: HDFC BANK, HABSIGUDA BRANCH
SRI SAI ROHIT MARKETING.CO
A/C NO. 50200007478658 IFSC CODE: HDFC0000368

PROPERTIES PVT. LTD. SEC'BAD INWARD No. 69169 Date 8/9/20

Rupees in Words.........

1. Once goods sold will not be taken back
2. Interest @24% p.a. will be charged if payment is not made within 15 days from the date of the Bill.
3. Subject to Secunderabad juridiction only.
4. Our Responsibilty ceases sooner the goods leave our premises

E.&O.E

Receiver Stamp & Signature.........

For SRI SAI ROHIT MARKETING.CO

Authorised Signature

DELIVERY CHALLAN / INVOICE Phone : 040-65556190

SRI SAI ROHITH MARKETING CO.,

New Narsimha Nagar Colony, Near Noma Kalyana Vedika, Mallapur, Hyderabad -76

DEALERS IN : All Kinds of Aluminium Section Sheets & Allied Products

To,
M/s. Summit Sales LLP

Phones :

Your Order No. AP29W0533

Date :

Customer TIN No. :

Invoice No. 103 Our P.O. No. 69405 Date: 21/8/20

S.No.	Description	Quantity
1	Alluminium 3 Track Windows	
	6x4 →	30 nos
2	Crysent Latch →	84 no
	INWARD Inward No: 14752 Dt: 21/8/20 MRN No: 82211 Dt: 21/8/20 Received By: Sign: SUMMIT SALES LLP	Certified by: Stores Manager
	Total Quantity	

TIN : 36211139541

• Goods once sold will not be taken back.

36AMHPP9678H1ZM

PROPERTIES INWARD No. 40682 Date 26/8

Receiver's Signature with Stamp

Authorised Signature

DELIVERY CHALLAN / INVOICE Phone : 040-65556190

SRI SAI ROHITH MARKETING CO.,

New Narsimha Nagar Colony, Near Noma Kalyana Vedika, Mallapur, Hyderabad -76

DEALERS IN : All Kinds of Aluminium Section Sheets & Allied Products

To,
M/s. Summit Sales LLP

Phones :

Your Order No. TS08UA4751
Date : 31/08/2020
Customer TIN No. :

Invoice No. 407 Our D.C. No. 69405 Date: 31/08/2020

S.No.	Description	Quantity
1	Allumimium 3Track Windows 4x4 →	21 nos
2	" " -4X3 3X4 →	2 nos
3	Alluminium Ventilator 2x2 →	60 nos
	Total Quantity	

INWARD
Inward No: Dt:
MRN No: Dt:
Received By: Sign:
SUMMIT SALES LLP

Certified by:
Stores Manager

INWARD No. 40902 Date 5/9

Certified by:
Stores Manager

TIN : 36211139541 36AMHPC9678H1ZM

• Goods once sold will not be taken back.

INWARD
Inward No: 14799 Dt: 31/8/20
MRN No: 82440 Dt: 01/9/20.
Received By: Sign:
SUMMIT SALES LLP

Receiver's Signature with Stamp

Authorised Signature

DELIVERY CHALLAN / INVOICE Phone : 040-65556190

SRI SAI ROHITH MARKETING CO.,

New Narsimha Nagar Colony, Near Noma Kalyana Vedika, Mallapur, Hyderabad -76

DEALERS IN : All Kinds of Aluminium Section Sheets & Allied Products

To,
M/s. Summit Sales LLP

Phones :

Your Order No. AP29W0533
Date : 31/08/2020
Customer TIN No. :

Invoice No. 408 Our D.C. No. 69405 Date:

S.No.	Description	Quantity
1	Alluminium Openable windows 2x4 (4x2)	36nos
	Total Quantity	

Certified by:
Stores Manager

MODI PROPERTIES PVT. LTD. SEC'BAD INWARD No. 40903 Date 5/9 Sign.

TIN : 36211139541 36AMHPC9678H1ZM

• Goods once sold will not be taken back.

Receiver's Signature with Stamp

INWARD	
Inward No: 14804	Dt: 31/8/20
MRN No: 82443	Dt: 01/9/20.
Received By:	Sign: M
SUMMIT SALES LLP	

Authorised Signature

Purchase Order

Page(s) 1 Of 1   07-08-2020 11:48:15

69405
06.08.20 2:48:33

From Company : **Summit Sales LLP**
5-4-187/3&4,II nd floor,MG Road, Secunderabad-500003.
G S T No. : 36ACQFS2044C1Z7

Supplier Details			
Sri Sai Rohith Marketing Company	**Doc No**	69405	14764
New Narsimhanagar Colony, Near Noma Kalyana Vedika, Mallapur, Hyderabad - 500 076.	**Doc Date**	07-08-2020	
	Quote No	Nil	
GSTIN 36AMHPC9678H1ZM	**Quote Date**	06-03-2020	
9866512288	**SupplyType**	Supply	

Kind Attn : Mr. C. Laxman Kumar

Purchase Order for the Supply of following Items.

	Item Name	Qty	Rate	Dis%	GST	Amount
1	2214 - Carpentry - windows - Al. Sliding - other - sft *47.50" x 47.50" - 3 track - 21 nos*	336.00	310.00	0.00	18.00	122,908.80
2	2214 - Carpentry - windows - Al. Sliding - other - sft *47.50" x 35.50" - 3 track - 02 nos*	24.00	320.00	0.00	18.00	9,062.40
3	2205 - Carpentry - windows - Al. Openable - other - sft *23.50" x 47.50" - 36 nos*	288.00	330.00	0.00	18.00	112,147.20
4	2214 - Carpentry - windows - Al. Sliding - other - sft *71.50" x 47.50" - 3 track - 30 nos*	720.00	280.00	0.00	18.00	237,888.00
5	2218 - Carpentry - windows - Al.Ventilator - other - sft *23.50" x 23.50" - 60 nos*	240.00	450.00	0.00	18.00	127,440.00
					Total Order Value . . .	**609,446.40**

Rupees : Six Lakh(s) Nine Thousand Four Hundred Fourty Six and Paise Fourty Only.

Terms and Conditions :-

Specification / Brand	Aluminium Sections shall be of 'Agarvanshi' brand specifications as per Cir.No. 565(a). Approved rates on dtd. 10/08/2018.
Payment Terms	50% as advance & balance 50% on delivery of all materials.
Tax	All taxes included in above price.
Delivery Date	Within 6days.
Delivery Location	Summit Housing LLP Cherlapally,Behind Kingston PG college, Hyderabad Phone. 9618244433, Hamendra,9502266233, Mahesh.
Penality For Delay	Bills must be submitted to H.O. within 30days of completion of work. 10% plty on value of order will be deducted for delay in submission of bills.
Transportation Cost	Included in the above price.
Warranty	1 year on workmanship.
Advance Paid	Rs. 3,04,723/- to be pay vide cheque no. , dtd.
Other Terms	We reserve the right to reject items not conforming to quality and specifications. Above order for stock maintaine purpose.
Completion Date	Work to be completed in 2days. Penalty of 5% of order value per week shall be levied for delay.
Measurment	Payment will be made as per measurement of laid and fixed material. Wastage at suppliers cost.
Security	Supplier shall be responsible for security and storage of material at site at its risk and cost.
Remarks	

For ***Summit Sales LLP***

Authorised Signatory

08/08/2020

Name : ____________

Accepted the above Terms And Conditions

For ***Sri Sai Rohith Marketing Company***

Name : ____________

Date : __/__/____

Requisition Form

Company Name:	SSLLP	Date:	30.07.2020
Site & Phase :	SHLLP	Time:	16.00
Supplier		Req. No.	14764
Material required before date:		ID No.	58860

No	Description	Size	Quantity	Units	Inward No	Date
1	ALU WINDOWS -3 TRACK	6'X4'	60	NOS	30+30	
2	ALU WINDOWS -3 TRACK	4'X4'	41	NOS	21+20	
3	ALU WINDOWS -3 TRACK	4'X3'	2	NOS	2	
4	AL OPENABLE WINDOWS	2'X4'	72	NOS	36+36	
5	AL OPENABLE VENTILATOR	2'X2'	120	NOS	60+60	
6						
7						
8						
9						
10						

69405 69407

Remarks: FOR SITES AND STOCK MAINTAIN

Prepared By	SOWMYA	Approved by	
Sign.& Date	30.7.2020	Sign. & Date	

Note: On receipt of material at site write inward number and date in last 2 columns.

APPROVED BY
31 JUL 2020
MANAGING

Estimate/Draft PO

Page(s) 1 Of 1 05-08-2020 13:43:20 Original / Office Copy / Purchase Div.Copy

From Company : **Summit Sales LLP**
5-4-187/3&4,II nd floor,MG Road, Secunderabad-500003.
G S T No. : 36ACQFS2044C1Z7

Draft PO for Approval

Supplier Details			
Sri Sai Rohith Marketing Company	**Doc No**	69405	14764
New Narsimhanagar Colony, Near Noma Kalyana Vedika, Mallapur, Hyderabad - 500 076.	**Doc Date**	05-08-2020	
	Quote No	Nil	
GSTIN 36AMHPC9678H1ZM	**Quote Date**	06-03-2020	
9866512288	**SupplyType**	Supply	

Kind Attn : Mr. C. Laxman Kumar

Estimate/Draft PO for the Supply of following Items.

	Item Name	Qty	Rate	Dis%	GST	Amount
1	2214 - Carpentry - windows - Al. Sliding - other - sft *47.50" x 47.50" - 3 track - 21 nos*	336.00	310.00	0.00	18.00	122,908.80
2	2214 - Carpentry - windows - Al. Sliding - other - sft *47.50" x 35.50" - 3 track - 02 nos*	24.00	320.00	0.00	18.00	9,062.40
3	2205 - Carpentry - windows - Al. Openable - other - sft *23.50" x 47.50" - 36 nos*	288.00	330.00	0.00	18.00	112,147.20
4	2214 - Carpentry - windows - Al. Sliding - other - sft *71.50" x 47.50" - 3 track - 30 nos*	720.00	280.00	0.00	18.00	237,888.00
5	2218 - Carpentry - windows - Al.Ventilator - other - sft *23.50" x 23.50" - 60 nos*	240.00	450.00	0.00	18.00	127,440.00
	Total Order Value . . .					**609,446.40**

Rupees : Six Lakh(s) Nine Thousand Four Hundred Fourty Six and Paise Fourty Only.

P.O. 69407 — 594,531.20

12,03,977/-

Terms and Conditions :-

Specification / Brand	Aluminium Sections shall be of 'Agarvanshi' brand specifications as per Cir.No. 565(a). Approved rates on dtd. 10/08/2018.
Payment Terms	50% as advance & balance 50% on delivery of all materials.
Tax	All taxes included in above price.
Delivery Date	Within 6days.
Delivery Location	Summit Housing LLP Cherlapally,Behind Kingston PG college, Hyderabad Phone. 9618244433, Hamendra,9502266233, Mahesh.
Penality For Delay	Bills must be submitted to H.O. within 30days of completion of work. 10% plty on value of order will be deducted for delay in submission of bills.
Transportation Cost	Included in the above price.
Warranty	1 year on workmanship.
Advance Paid	Rs. 3,04,723/- to be pay vide cheque no. , dtd.
Other Terms	We reserve the right to reject items not conforming to quality and specifications. Above order for stock maintaine purpose.
Completion Date	Work to be completed in 2days. Penalty of 5% of order value per week shall be levied for delay.
Measurment	Payment will be made as per measurement of laid and fixed material. Wastage at suppliers cost.
Security	Supplier shall be responsible for security and storage of material at site at its risk and cost.
Remarks	

APPROVED BY
05 AUG 2020
SOHAM MODI
MANAGING DIRECTOR

T.D. 5/8/20

P.T.O

For *Summit Sales LLP*

Authorised Signatory

Draft PO for Approval

Accepted the above Terms And Conditions

For *Sri Sai Rohith Marketing Company*

Name : ____________ Name : ____________ Date : __/__/____

Estimate/Draft PO

 05-08-2020 13:43:20 Original / Office Copy / Purchase Div.Copy

From Company : **Summit Sales LLP**
5-4-187/3&4,II nd floor,MG Road, Secunderabad-500003.
G S T No. : 36ACQFS2044C1Z7

Draft PO for Approval

Supplier Details			
Mr. M. Sudarshan	**Doc No**	69407	14764
H.No. 1348, Pioneer Bazar, Bolarum, Secunderabad.	**Doc Date**	05-08-2020	
	Quote No	Nil	
GSTIN 36BBIPM8347N1ZW	**Quote Date**	06-03-2020	
9849102251	**SupplyType**	Supply	

Kind Attn : Mr. M. Sudarshan

Estimate/Draft PO for the Supply of following Items.

	Item Name	Qty	Rate	Dis%	GST	Amount
1	2214 - Carpentry - windows - Al. Sliding - other - sft *47.50" x 47.50" - 3 track - 20 nos*	320.00	310.00	0.00	18.00	117,056.00
2	2205 - Carpentry - windows - Al. Openable - other - sft *23.50" x 47.50" - 36 nos*	288.00	330.00	0.00	18.00	112,147.20
3	2214 - Carpentry - windows - Al. Sliding - other - sft *71.50" x 47.50" - 3 track - 30 nos*	720.00	280.00	0.00	18.00	237,888.00
4	2218 - Carpentry - windows - Al.Ventilator - other - sft *23.50" x 23.50" - 60 nos*	240.00	450.00	0.00	18.00	127,440.00
					Total Order Value . . .	**594,531.20**

Rupees : Five Lakh(s) Ninty Four Thousand Five Hundred Thirty One and Paise Twenty Only.

Terms and Conditions :-

Specification / Brand	Aluminium Sections shall be of 'Agarvanshi' brand specifications as per Cir.No. 565(a). Approved rates on dtd. 10/08/2018.
Payment Terms	50% as advance & balance 50% on delivery of all materials.
Tax	All taxes included in above price.
Delivery Date	Within 6days.
Delivery Location	Summit Housing LLP Cherlapally,Behind Kingston PG college, Hyderabad Phone. 9618244433, Hamendra,9502266233, Mahesh.
Penality For Delay	Bills must be submitted to H.O. within 30days of completion of work. 10% plty on value of order will be deducted for delay in submission of bills.
Transportation Cost	Included in the above price.
Warranty	1 year on workmanship.
Advance Paid	Rs. 2,97,266/- to be pay vide cheque no. , dtd.
Other Terms	We reserve the right to reject items not conforming to quality and specifications. Above order for stock maintaine purpose.
Completion Date	Work to be completed in 2days. Penalty of 5% of order value per week shall be levied for delay.
Measurment	Payment will be made as per measurement of laid and fixed material. Wastage at suppliers cost.
Security	Supplier shall be responsible for security and storage of material at site at its risk and cost.
Remarks	

APPROVED BY
05 AUG 2020
SOMAM MODI
MANAGING DIRECTOR

T.D. [signature] 5/8/20

For *Summit Sales LLP*

Authorised Signatory

Draft PO for Approval

Accepted the above Terms And Conditions

For *Mr. M. Sudarshan*

Name : ________ Name : ________ Date : __/__/____

Daily report of items ordered on Friday as per Updated Circular no.308(a)																			
Prepared By :				SOWMYA															
Date:				30.7.2020															
<PO NO>						68538		68299	68696	68904	67769	67236	68695	68690					
<PO NO>						68541		69133	<PO NO>	<PO NO>	67979	68266	<PO NO>	<PO NO>					
<PO NO>						69075		<PO NO>	<PO NO>	<PO NO>	68744	68419	<PO NO>	<PO NO>					
<PO NO>						69077		<PO NO>	<PO NO>	<PO NO>	69022	69068	<PO NO>	<PO NO>					
<PO NO>						<PO NO>		<PO NO>	<PO NO>	<PO NO>	69026	<PO NO>	<PO NO>	<PO NO>					
<PO NO>						<PO NO>		<PO NO>	<PO NO>	<PO NO>	<PO NO>	<PO NO>	<PO NO>	<PO NO>					
<PO NO>						<PO NO>		<PO NO>	<PO NO>	<PO NO>	<PO NO>	<PO NO>	<PO NO>	<PO NO>					
<PO NO>						<PO NO>		<PO NO>	<PO NO>	<PO NO>	<PO NO>	<PO NO>	<PO NO>	<PO NO>					
<PO NO>						<PO NO>		<PO NO>	<PO NO>	<PO NO>	<PO NO>	<PO NO>	<PO NO>	<PO NO>					
<PO NO>						<PO NO>		<PO NO>	<PO NO>	<PO NO>	<PO NO>	<PO NO>	<PO NO>	<PO NO>					
Friday					**A**	**B**	**C**								**D**	**E=C+D-A-B**			
S No	Item Code	**Item Description**	**Each size in sft**	**Size**	**Present Stock at SSLLP**	**Pending delivery from supplier**	**Min Stock Required**	**NE**	**AGH**	**VISTA**	**SOVLLP**	**VOCLLP**	**GMR**	**AEDIS DEVELOPRES**	**Sub Total**	**Order Quantity**	**Order qty in sft**	**Rate**	**Amount**
1	2400	Al.sliding windows-3 track	24.00	6'x4'	-	115.00	25.00	21.00	24.00	4.00	55.00	48.00	31.00	-	183.00	93.00	2,232.00	280.00	6,24,960.00
2	2401	Al.sliding windows-3 track	20.00	5'x4'	31.00	-	25.00	-	-	-	-	26.00	-	-	26.00	20.00	400.00	300.00	1,20,000.00
3	2402	Al.sliding windows-3 track	16.00	4'x4'	3.00	36.00	25.00	-	-	23.00	8.00	6.00	-	18.00	55.00	41.00	656.00	310.00	2,03,360.00
4	2403	Al.sliding windows-3 track	14.00	4'x3'6"	12.00	22.00	10.00	6.00	-	-	-	3.00	-	-	9.00	-	-	310.00	-
5	2404	Al.sliding windows-3 track	9.00	3'x3'	20.00	1.00	15.00	-	-	-	-	-	-	3.00	3.00	-	-	320.00	-
6	2405	Al.sliding windows-3 track	12.00	4'x3'	25.00	-	15.00	-	5.00	7.00	-	-	-	-	12.00	2.00	24.00	310.00	7,440.00
7	2406	Al.sliding windows-3 track	12.00	3'x4'	21.00	12.00	15.00	10.00	3.00	-	-	-	2.00	-	15.00	-	-	320.00	-
8	2407	Al.sliding windows-2 track	24.00	6'x4'	28.00	-	25.00	-	-	-	-	-	-	-	0.00	-	-	200.00	-
9	2408	Al.sliding windows-2 track	20.00	5'x4'	32.00	-	25.00	-	-	-	-	-	-	-	0.00	-	-	200.00	-
10	2409	Al.sliding windows-2 track	16.00	4'x4'	6.00	-	25.00	-	-	-	-	-	-	-	0.00	19.00	304.00	215.00	65,360.00
11	2410	Al.sliding windows-2 track	12.00	4'x3'	-	-	10.00	-	-	-	-	-	-	-	0.00	10.00	120.00	215.00	25,800.00
12	2411	Al.sliding windows-2 track	12.00	3'x4'		-	10.00	-	-	-	-	-	-	-	0.00	10.00	120.00	220.00	26,400.00
13	2412	Al.sliding windows-2 track	9.00	3'x3'	8.00	-	10.00	-	-	-	-	-	-	-	0.00	2.00	18.00	215.00	3,870.00
14	2413	Al.openable windows	8.00	2'x4'	25.00	-	25.00	-	16.00	-	56.00	-	-	-	72.00	72.00	576.00	330.00	1,90,080.00
15	2414	Al.openable windows-ventilator	4.00	2'x2'	5.00	20.00	25.00	25.00	9.00	19.00	79.00	10.00	-	-	142.00	142.00	568.00	450.00	2,55,600.00
16	2415	Al.openable windows-ventilator	6.00	3'x2'	7.00	40.00	25.00	-	-	-	-	15.00	-	-	15.00	-	-	370.00	-
		Total			223.00	246.00	310.00	62.00	57.00	53.00	198.00	108.00	33.00	21.00	532.00	411.00	-		15,22,870.00

APPROVED BY
05 AUG 2020
SOHAM MODI
MANAGING DIRECTOR