

Sl No. _____
(For Office use only)



UACI SEEDS & BIOTECH PRIVATE LIMITED

(Formerly Swarna Seeds)

20, Park Side Road, Rajeswari Niwas, 3rd Floor, Kolkata - 700026, West Bengal, India
Contact No. (033) 24649581, E Mail: uaciseedsandbiotech@universalagri.in,
Website: www.universalagri.net

APPLICATION FOR DISTRIBUTORSHIP

Part A: Basic Information of Applicant

- Name of the Organization* **M/S KRISHI GHAR**
- Full Postal Address for correspondence*:
Type of Location: Office Shop Godown Residence
Street Name **CHURAMON ROAD**
PORSHA
P.O **ITAHAR** District **UTTA DINAJPUR**
State **WEST BENGAL** PIN Code **733128**
- Nature of the Entity*: Sole Proprietorship Partnership Private Limited Co.
Cooperative/ Society Others (Specify) _____
- Name of Representative*: Proprietor / Managing Partner / Director / Authorised Signatory
ABHISHEK GHOSH / ANURAG GHOSH
- Telephone No:
Office /Shop Landline: (STD Code) _____
Residence Landline: (STD Code) _____
Mobile*: +91 **9434423308** WhatsApp Mobile: +91 **9434423308**
Email ID*: **985ABHI@GMAIL.COM**
- Preferred mode of communication: Email SMS Whatsapp
- Income Tax Permanent Account No*: _____
- Is the applicant registered under GST*: Yes / No
- If yes, is the applicant registered under Composite Scheme of GST : Yes No
- GST No **19ABU FM8343F12N**
- Seeds Licence No* **S13510**
Valid Up to* **13/08/2028** Issued By **DDA (ADMIN) UTAR DINAJPUR**

Signature and Photograph of Person Authorized to Represent the Applicant

Photograph*

Name* **ABHISHEK GHOSH**

ANURAG GHOSH

Gender*: Male Female

Relationship with applicant*: Owner Partner Director Others

Signature*
M/S. KRISHI GHAR
Abhishek Ghosh
Partner

Date: **21/08/2024**

Part B: Business Background of Applicant

- 12) Year of Establishment: 1992
- 13) Number of years for which you are dealing in Seeds: 32
- 14) Are you a Distributor of any other company dealing in Field Crops*: Yes / No
- 15) If yes, please share the following details on your business with these companies:

Company Name	Vintage of Relationship (In years)	Key Products Sold Last Year	Approximate Turnover Last Year
PAN SEEDS, MALI, CTSEED	23	IET 4094, JAMUNA	50 Lakh
BAYER CROP SCIENCE	13	6444 GOLD, 6129	40 Lakh
PIONEER, KAVERI SEEDS,	8	27P22, P3355	70 Lakh
GANGA KAVERI (SAYANA)	18	IET 4094, 1R64, MTUIDA	1.3 cr.

- 16) Are you a Distributor of any other company dealing in Vegetables*: Yes / No
- 17) If yes, please share the following details on your business with these companies:

Company Name	Vintage of Relationship (In years)	Key Products Sold Last Year	Approximate Turnover Last Year
GMS AGITECH	13	RADISH, BITTER Gourd.	1.5 Lakh
NATIONAL SEEDS	8	RADISH, BITTER Gourd.	5 Lakh.
DEM SHIRIRAM	10	RADISH, BITTER Gourd.	2 Lakh.
TRIMURTI	8	Bhandi,	2. Lakh.

- 18) Details of important markets/ regions in your area:

Name of the Market/ Region	Your approx. turnover from the market/ region	No. of your Retailers at the market/ region	Name of key Retailers
RAIGANJ	25 Lakh	20	1. SUBAL DAS 2. BIPLAB GHOSH 3. AJAY BARMAN
KALIGANJ	20 Lakh	20	1. CHANDAN SAMTA. 2. SUBRATA PAUL 3. GOPAL GUPTA.
ITANAR	50 Lakh.	40	1. DIPANKAR MAJUMBAR 2. NAJIMUL HOQUE 3. TASLIM.

- 19) Are you involved in any other businesses related to agriculture*? Yes / No
 If yes, please share if you are dealing in
 Fertilizers as Distributor of _____
 Pesticides as Distributor of _____
 Others (specify) _____
- 20) Are you involved in any other businesses NOT related to agriculture*? Yes / No
 If yes, please share broad overview of the nature of business

Part C: Market Intelligence & Sales Plan

21) Which Field Crops are primarily cultivated in this area?

Paddy			
Type	Key Variety	Companies Offering Them	Approx. Volume (In MT)
OP	IET 4094, GB-11	PAN, GANGA KAVARI	600 MT
OP	IET 4786, IR64	GMS, MALI	
OP	MTU 1010, RANJIT	GAI, GMS, HALMARK	
Improved / HYV	SHREYA, SS-54, SRD55	SWARNA SEEDS, G.W. MALI	150 MT
Improved / HYV	AARANA, JANANTI, MAAMI	PAN, GMS,	
Improved / HYV	MAHARAJA, SARITA, CHAM		
Hybrid	6444, 6129, 27P22	BAYER, PIONEER, SYNGEN	15 MT
Hybrid	27P34 4003		
Hybrid	K202,	GENOMAX,	
Wheat			
Type	Key Variety	Companies Offering Them	Approx. Volume (In MT)
OP	2967	GMS, PAN.	10 MT
Improved.	303	DEM, SRI RAM.	40 MT
Mustard			
Type	Key Variety	Companies Offering Them	Approx. Volume (In MT)
OP	B-7	GMS, Sufala,	6 MT
OP.	B-54	Lokal,	35 MT
Maize			
Type	Key Variety	Companies Offering Them	Approx. Volume (In MT)
Hybrid	P3355, P3526	PIONEER,	35 MT
	3339, 802, 7720	ET SEEDS. TRIMURT.	80 MT

22) What are the important Vegetable crops cultivated in this area?

Crops	Key Variety	Key Brands	Approx. Volume (In MT)
OP (RADISH)	PUSHA CHETKI	GMS, NSE	500 MT 500 kg.
Carinder	Chakra, AR430	Chakra.	1 MT
HYBRID	3035, NIVI		100 kg.

23) Which are main companies operating in this area?

Company Name	Key products	Approx. Turnover	Sales Team Size	Mode of work
PAN SEEDS	JAMUNA	20 MT	6	BIKE / CAR
GANGA KAVARI	IET 4094	130 MT	2	
BAYER	6444, 6129	30 MT	6	
PIONEER/ETSEED	3355, 3339	80 MT	13	Bike / car

24) What is your sales plan for our products in coming years*?

Name of the Product	Quantity (MT)		
	Year 1	Year 2	
Field Crop	IET 4094 MTU 7028	5 MT	10 MT
Field Crop	IR64, MTU 1010	5 MT	10 MT
Field Crop	CHAMAK, SS-54	20 MT	25 MT
Field Crop	SHREYA, SS-106, SS-224	10 MT	20 MT
Vegetable			
Vegetable	SUGANDI, RADISHI BHADI	1 MT	12 MT
Vegetable			

25) What is the area for which you seek our Distributorship (Area of Operation)*?

COMPANY CHOICES

26) Name your preferred Transporter / Courier*

BENGAL TRANSPORT, RAIGANJ, UDDINAJPUR.

JAIMA DURGA,

27) Please share if you have any suggestions to improve business

Provide materials on time, and Market Support,

Part D: Financial Information of Applicant

28) Primary Bank Account of Business*:

Name of the Bank **AXIS BANK**
 Name & address of Branch **RAIGANJ - UTTAR DINAJPUR**
PIN-733134
 IFSC Code of Branch **UTIB0000518**
 Account No **024030044812908** Type of Account: Savings/Current/OD

29) Does the applicant have CC/OD facility from any bank*? Yes / No

If Yes, Name of Bank **AXIS BANK**
 Name & address of Branch **RAIGANJ - UTTAR DINAJPUR**
PIN-733134
 CC/OD Limit (Approx. in Rs lakhs) **7000000**

30) Security Deposit* of Rs. **25000** paid through Cheque No. / RTGS

31) Is the Office/ Shop used by the Distributor, owned by the Distributor*? Yes / No

If Yes, approx. size **200sqft** Address: **PORSHA, ITA HAR, UTTAR DINAJPUR, PIN-733128**

32) Is the Godown used by the Distributor, owned by the Distributor*? Yes / No

33) If Yes, approx. size **300sqft** Address: **PORSHA, ITA HAR UTTAR DINAJPUR, PIN-733128**

34) Number of staff employed by the applicant **04**

35) Does the applicant own any 2-wheeler? Yes / No

If Yes, Number of such vehicles **002** used for Business / Personal / Both

36) Does the applicant own any 4-wheeler? Yes / No

If Yes, Number of such vehicles **002** used for Business / Personal / Both

37) Brief details of property owned by the applicant*:

Does the applicant own any land parcels? Yes / No

Does the applicant own any house property? Yes / No

Part E: List of Documents to be Provided

Signed, sealed and dated Distributorship Form along with the following mandatory documents	
For Proprietorship	1. Signed copy of ID Proof (Aadhaar Card/ Passport/ Driving License) 2. Signed copy of Address Proof (Aadhaar Card/ Passport) 3. Signed copy of PAN 4. Signed copy of GST Certificate (if applicable) 5. Signed copy of Seed License 6. Statement of primary bank account(s) of business evidencing debit and credit transactions, for the last 3 months
Additional documents for Partnership Firm	7. Signed copy of registered partnership deed 8. Authorization from all partners allowing representative to act and sign on behalf of the firm
Additional documents for Private Limited Company	7. Signed copy of Memorandum and Articles of Association 8. BOD resolution allowing representative to act and sign on behalf of the company

Customer Care

Mob No: 8336929400

Email: customercare_uacisandb@universalagri.in

M/S. KRISHI GHAR
 Abhinav Ghosh
 Partner

M/S. KRISHI GHAR
 Anurag Ghosh
 Partner

Part F: General Terms & Conditions of Business

Listed below are our general terms and conditions of conducting business

1. The company will designate an Area of Operation for the Distributor at the time of initiating the distributorship. The Distributor is required to restrict his operations to his designated Area of Operation only and should not venture beyond the area designated. However, subsequently, the Distributor can alter his Area of Operation but only after prior discussion with the responsible company official
2. The company will appoint a Territory Sales Manager (TSM) to serve the Area of Operation designated to the Distributor. While the TSM will be first point of contact for the Distributor and should be able to resolve all queries of the Distributor, the Distributor can at any point contact the other sales officials of the company responsible for this area. Further, for any queries the Distributor can contact the Head Office of the company by sending email at **customercare_uacisandb@universalagri.in** or by calling the Customer Care Helpline at **+91 8336929400**
3. In addition to the TSM, the company may appoint one or more permanent/ temporary sales team members to serve the area as it deems fit. The sales team members will primarily focus on conducting sales promotional activities in the area and engaging with existing or potential customers. The Distributor will be required to support the local sales team by guiding their sales promotional activities
4. The Distributor can place his orders with the respective TSM either verbally or in writing or through any documented communication. A confirmation of the material ordered by the Distributor will be shared with him on his registered mobile via SMS/ Whatsapp at the time the order is entered into the company's CRM solution. In case of any issues, the Distributor is required to contact the TSM urgently after receiving the intimation
5. The company will deliver material only against confirmed orders placed by the Distributor with the TSM. In case the Distributor ever receives any material not ordered by him, either in terms of quantity, packing sizes, or products, the Distributor is required to inform the company about the discrepancy, within 48 hours of receiving the material by sending email at **customercare_uacisandb@universalagri.in**. In the absence of any such emails or other documented communications, it will be assumed that the material received was as per orders placed
6. The company may deliver material at the location specified by the Distributor through 3rd party transporters either in full or part load at the cost of the company. At the point of receiving the material from the transporter, the Distributor will be required to physically inspect the material and check the quantity, weight and condition of material supplied
7. The company will only dispatch material which are in saleable & good condition. So, if any damaged material is ever received by the Distributor, it is likely that the goods got damaged in transit. In such a situation, the Distributor should not accept the material and should urgently inform the respective TSM of the company about the damage. If the Distributor accepts the material from the transporter, it should be only under express instruction of the respective Territory Sales Manager. Further, the Distributor is required to send email at **customercare_uacisandb@universalagri.in** this incident within 48 hours of receiving the material. In the absence of any such emails or other documented communications, it will be assumed that the material received was not damaged in anyway
8. The Distributor may be required to pay to the transporter the freight charges as directed by the company at the point of accepting delivery only after inspection of material. The Distributor may be reimbursed the freight paid either by way of deduction from the bill or through a Credit Note
9. If the Distributor reports to have received any material not ordered by him or any material damaged in transit, and the same is verified by the responsible company official, the company may take back the material in question and may make the appropriate adjustments in its books of accounts
10. The company will send a hardcopy of the invoice along with the material. On receipt of the invoice, Distributor is required to reconcile the quantity, packing size and product mentioned on the invoice with the material received. In case of any discrepancy, the Distributor is required to inform the company about the issue within 48 hours of receiving the material by sending email at **customercare_uacisandb@universalagri.in**. In the absence of any such emails or other documented communications, it will be assumed that the material received is as per invoice
11. The company will issue an official Price List of its products covering the area of operation of the Distributor at the beginning of each season. The Distributor is required to obtain a copy of this Price List either from the respective TSM or by sending an email at **customercare_uacisandb@universalagri.in**. The company will invoice its products only at the prices mentioned on the Price List. The Distributor should not expect any prices other than those mentioned on the Price List unless there is a documented communication of the same issued by the Head Office of the company.
12. The company may from time to time, issue benefit schemes covering the Distributor's area of operation. These benefits are typically linked to prompt payments and bulk sale volumes. The Distributor is required to obtain copies of these schemes from the respective TSM or by sending email at **customercare_uacisandb@universalagri.in**. The company will provide these benefits only by following the specific terms and conditions mentioned in the scheme. The Distributor should not expect any benefits other than those mentioned on the scheme unless there is a documented communication of the same issued by the Head Office of the company.
13. The company will only sanction the prices and benefits/ schemes mentioned on documented official communications issued by the Head Office of the company. The company will be under no obligation to accept any claims by the Distributor on prices or benefits/ schemes not mentioned on any official communications issued by the Head Office of the company for the Distributor's area of operation. If the local sales representative commits any special prices or benefits/ schemes, the Distributor is required to obtain an official communication of the same issued by the Head Office of the company before acting on the basis of such commitments
14. The company will accept payment only through Fund Transfers (RTGS/ NEFT/ IMPS) or crossed cheques drawn on any banks other than cooperative banks. The company will not accept any payments in cash. However, if in any special circumstances, the company agrees to accept payment in cash, the Distributor is required to obtain a Money Receipt of the company for such payments from the company official accepting this payment

For Internal Use

Checklist for Sales Team Member Opening Distributorship

	Particulars	Yes	No
	Distributorship Form		
1	14 Mandatory fields on Page 1 filled up	yes	
2	4 Mandatory fields on Page 2 filled up	yes	
3	3 Mandatory fields on Page 3 filled up	yes	
4	6 Mandatory fields on Page 4 filled up	yes	
5	4 Mandatory fields on Page 6 filled up	yes	
	Signature of representative added on Page 1	yes	
	Photograph of representative affixed on Page 1	yes	
	Signature of representative added on Page 2	yes	
	Supporting Documents		
	ID Proof (Aadhaar Card/ Passport/ Driving License)	yes	NO
	Name on ID proof tallies with PAN	yes	NO
	Signed and stamped	yes	✓
	Signed copy of Address Proof (Aadhaar Card/ Passport)	yes	
	Name on address proof tallies with ID Proof	yes	
	Address on address proof tallies with PAN / License	yes	
	Signed and stamped	yes	
	Signed copy of PAN		
	Name on PAN tallies with ID proof	yes	
	Signed and stamped	yes	
	Signed copy of GST Certificate (if applicable)		
	Name on Certificate tallies with ID Proof	yes	
	Signed and stamped	yes	
	Signed copy of Seed License		
	Name on license tallies with ID Proof	yes	
	License is valid on the date of form	yes	
	If not, proof of application for renewal has been collected	yes	
	Signed and stamped	yes	
	Statement of primary bank account(s) of business		
	Name on account tallies with ID Proof	yes	
	Period is for last 3 months		
	Primary bank account of business with significant transactions	yes	
	Signed and stamped	yes	
	Blank Cheques		
	3 cheques	yes	
	Not of any cooperative banks	yes	
	Contains valid signature of representative and stamp	yes	
	Contains no date	yes	
	Is not crossed	-	
	Security Deposit has been collected	yes	
	Effect on Existing Network		
	Name of the nearest distributors (can be more than 1)	yes	
	Distance from the nearest distributors	yes	

Approved By:	
Name of Company Official	Signature of Company Official