

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

<b>proved By:</b> Name of Company Official	Signature of Company Official
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*Pulak Kanti Dam*  
M/s. Pulak Kanti &  
Nishiganj, Coochbehar

15. The Distributor paying through cheque must ensure that the cheque issued by him is drawn on the bank on whom the cheque is drawn, dishonors the cheque for reasons other than the company will levy a cheque Dishonor charge on the Distributor without prejudice to the company's right to recourse for such dishonor
16. The company will provide a standard credit period of 60 days from the date of the invoice. The details of which are usually provided in the Sales Return. Dues remaining unpaid above 180 days will be considered as overdue payments
17. The company will generally not accept any Sales Return unless the material supplied was damaged in transit. However, for select products, the company allows Sales Return within certain limits and under certain conditions. The Distributor is required to follow the details of which are available in the yearly Sales Return policy. The Distributor is required to follow the details of this policy for matters relating to Sales Return and obtain prior approval from the responsible sales officer before dispatching material. The company will not provide any credit for material returned in violation to its Sales Return policy
18. The Distributor is required not to enter into any financial transactions with any member of the sales team, either in the form of material or funds. All such transactions will be considered as personal and unauthorised and the company will not be liable for the outcome of such transactions
19. The Distributor will not handover any material to any member of the sales team without specific written instruction issued by the Head Office of the company
20. The Distributor is required to maintain the integrity of the packaging in which the products are supplied by the company at all times and is required not to tamper with the packets, designs, logos and trademarks will be counted as an infringement of the intellectual property rights of the company in any way. Any unauthorised use of the company's designs, logos and trademarks will be counted as an infringement of the intellectual property rights of the company
21. The Distributor is required to comply with all requirements of GST as applicable to him, related to periodic Returns, Credit Notes and others with respect to its transactions with the company. Further, the Distributor may be required to share with the company, upon request, documents supporting compliance of such requirements of GST
22. The company will share with the Distributor, an Account Statement at the end of every 6 months either on his registered email or through any other preferred mode of communication. However, the Distributor can ask for his updated account statement at any time by sending email at [customercare\\_uacisandb@universalagri.in](mailto:customercare_uacisandb@universalagri.in) or by calling the Customer Care Helpline at +91 8336929400
23. The company will share with the Distributor, a Confirmation of Accounts at the end of each financial year either on his registered email or through any other preferred modes of communication. The Distributor is required to review the account statement and reconcile the balance on the statement with the balance in his books of accounts. Upon completion of review, the Distributor will be required to sign and seal on the Confirmation and hand it over to the TSM
24. In addition to these, the company may from time to time issue communications on these and/ or other business policies which may, from the date of such communication, supersede any business practices or policies previously followed by the company including but not limited to the ones mentioned above
25. Disputes, if any, will be subject to the jurisdiction of the courts of Kolkata, West Bengal

I, Biplab Chandra acting on behalf of Pulak Kanti Dam  
 (Name of Representative\*) (Name of Distributor\*)

- hereby acknowledge that
1. I have read, understood and agreed to all the terms and conditions of business
  2. All information provided in this form as well as in the enclosed documents, if any, are provided by me and are true to the best of my knowledge and understanding

Pulak Kanti Dam  
 M/s. Pulak Kanti Dam  
 Nishiganj, Coochbehar  
 (Signature of Representative of Distributor\*)

Pulak Kanti Dam  
 M/s. Pulak Kanti Dam  
 Nishiganj, Coochbehar  
 (Stamp of Distributor\*)

Date: \_\_\_\_\_  
 Place: \_\_\_\_\_

Name of Company Official	Signature of Company Official

Pulak Kanti Dam  
 M/s. Pulak Kanti Dam  
 Nishiganj, Coochbehar

**Part D: Financial**

28) Primary Bank Account of Business\*:  
 Name of the Bank INDIAN OVERSEAS BANK  
 Name & address of Branch COOCH BEHAR  
 IFSC Code of Branch IOBA0002412 Type of Account: Savings/Current/OD  
 Account No 2412020000000206 / No

29) Does the applicant have CC/OD facility from any bank\*? Yes  / No   
 If Yes, Name of Bank \_\_\_\_\_  
 Name & address of Branch \_\_\_\_\_  
 CC/OD Limit (Approx. in Rs lakhs) \_\_\_\_\_ / RTGS

30) Security Deposit\* of Rs 100000 paid through  Cheque No. \_\_\_\_\_ / RTGS   
 31) Is the Office/ Shop used by the Distributor, owned by the Distributor\*? Yes  / No   
 If Yes, approx. size 900 SQ FT Address: \_\_\_\_\_

32) Is the Godown used by the Distributor, owned by the Distributor\*? Yes  / No   
 33) If Yes, approx. size 700 SQ Address: \_\_\_\_\_

34) Number of staff employed by the applicant THIRTY MEMBER

35) Does the applicant own any 2-wheeler? Yes  / No   
 If Yes, Number of such vehicles ONE used for Business  / Personal  / Both

36) Does the applicant own any 4-wheeler? Yes  / No   
 If Yes, Number of such vehicles \_\_\_\_\_ 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	<ol style="list-style-type: none"> <li>Signed copy of ID Proof (Aadhaar Card/ Passport/ Driving License)</li> <li>Signed copy of Address Proof (Aadhaar Card/ Passport)</li> <li>Signed copy of PAN</li> <li>Signed copy of GST Certificate (if applicable)</li> <li>Signed copy of Seed License</li> <li>Statement of primary bank account(s) of business evidencing debit and credit transactions, for the last 3 months</li> </ol>
Additional documents for Partnership Firm	<ol style="list-style-type: none"> <li>Signed copy of registered partnership deed</li> <li>Authorization from all partners allowing representative to act and sign on behalf of the firm</li> </ol>
Additional documents for Private Limited Company	<ol style="list-style-type: none"> <li>Signed copy of Memorandum and Articles of Association</li> <li>BOD resolution allowing representative to act and sign on behalf of the company</li> </ol>

**Customer Care**

**Mob No:** 8336929400

**Email:** customercare\_uacisandb@universalagri.in

*Pulak Kanti Dam*  
**M/s. Pulak Kanti Dam**  
 Nishiganj, Coochbehar

Part C: Market Intelligence & Sales Plan

Which Field Crops are primarily cultivated in this area?

Paddy			
Type	Key Variety	Companies Offering Them	Approx. Volume (in MT)
OP	3 MT		
OP	5 MT		
OP	5 MT		
Improved / HYV	5 MT		
Improved / HYV	3 MT		
Improved / HYV	4 MT		
Hybrid			
Hybrid	2423	PAN SEED	500 MT
Hybrid	TEETI	Ram Nagar	100 MT

Wheat			
Type	Key Variety	Companies Offering Them	Approx. Volume (in MT)

Mustard			
Type	Key Variety	Companies Offering Them	Approx. Volume (in MT)

Maize			
Type	Key Variety	Companies Offering Them	Approx. Volume (in MT)

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

Crops	Key Variety	Key Brands	Approx. Volume (in MT)

23) Which are main companies operating in this area?

Company Name	Key products	Approx. Turnover	Sales Team Size	Mode of work

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

Name of the Product	Quantity (MT)	
	Year 1	Year 2
Field Crop		
Field Crop		
Field Crop		
Field Crop		
Vegetable		
Vegetable		
Vegetable		

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

Nishiganj surrounding

26) Name your preferred Transporter / Courier\*

NATIONAL CAROKH / DTDC.

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

Pulak Kanti Dam  
3 M/s. Pulak Kanti D. i.  
Nishiganj, Coochbehar

**Part B: Business Background of Applicant**

12) Year of Establishment: 2016  
 13) Number of years for which you are dealing in Seeds: 2016  
 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
RAMNAGAR SEED	5	FADDY	10 LAC
UACI SEED & BIOTECH			7 LAC

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
Ram Nagar Seed Farm	2020	SIHI	10000/-
Seminis		MALINI	70000/-

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
NISHIGANJ			1. Akhil Malakar 2. Jalaswar Barmen 3. Parimal Barmen
MATHAVANGA			1. Somjit Saha 2. Prallad Saha 3. Sumon Roy
PREMAR BAGA			1. Binduswar Barmen 2. Tapan Tarapder 3. Uttam Sarker

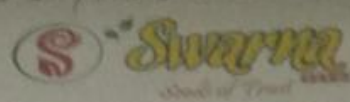
19) Are you involved in any other businesses related to agriculture\*? Yes  / No   
 If yes, please share if you are dealing in  
 Fertilizers  as Distributor of \_\_\_\_\_  
 Pesticides  as Distributor of UNIVERSEL AGRO  
 Others  (specify) \_\_\_\_\_

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  
 \_\_\_\_\_  
 \_\_\_\_\_

Pulak Kanti Dam  
 M/s. Pulak Kanti Dam  
 Nishiganj, Coochbehar

Seed License / Personal Seed License

15000 154  
2000 109  
15000  
Mrs. Pulak Kanti Dam  
Intelligent Counsellor



### 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@universityagri.in,  
Website: www.universityagri.net

#### APPLICATION FOR DISTRIBUTORSHIP Part A: Basic Information of Applicant

- Name of the Organization\* M/S PULAK KANTI DAM
- Full Postal Address for correspondence\*:  
Type of Location: Office  Shop  Godown  Residence   
Street Name NISHIGANJ  
P.O NISHIGANJ District COOCHBEHAR  
State WESTBANGAL PIN Code 736157
- Nature of the Entity\*: Sole Proprietorship  Partnership  Private Limited Co.   
Cooperative/ Society  Others  (Specify) \_\_\_\_\_
- Name of Representative\*: Proprietor  / Managing Partner  / Director  / Authorised Signatory   
PULAK KANTI DAM
- Telephone No:  
Office /Shop Landline: (STD Code) \_\_\_\_\_  
Residence Landline: (STD Code) \_\_\_\_\_  
Mobile\*: +91 \_\_\_\_\_ WhatsApp Mobile: +91 89118721230  
Email ID\*: \_\_\_\_\_
- Preferred mode of communication: Email  SMS  Whatsapp
- Income Tax Permanent Account No\*: AAAPDI544F
- Is the applicant registered under GST\*: Yes  / No
- If yes, is the applicant registered under Composite Scheme of GST:  Yes  No
- GST No 19AAAPDI544F1Z1
- Seeds Licence No\* S01396  
Valid Up to\* \_\_\_/\_\_\_/\_\_\_ Issued By \_\_\_\_\_

#### Signature and Photograph of Person Authorized to Represent the Applicant



Name\* PULAK KANTI DAM

Gender\*: Male  Female

Relationship with applicant\*: Owner  Partner  Director  Others

Signature\*  
Pulak Kanti Dam  
M/s. Pulak Kanti Dam  
Nishiganj, Coochbehar

Date: \_\_\_/\_\_\_/\_\_\_