

15. The Distributor paying through cheque must ensure that the cheque issued by him is honored on the date of the cheque. If the bank on whom the cheque is drawn, dishonors the cheque for reasons related to "Insufficient funds" then the company will levy a cheque Dishonor charge on the Distributor without prejudicing its right to seek recourse for such dishonor.
16. The company will provide a standard credit period of 60 days from the date of the invoice. The company may levy interest on Overdue payments. Cash Discounts for paying dues within 60 days, the details of which are usually provided in the Price Schemes applicable for the period. Dues remaining unpaid above 180 days will be considered as Overdue.
17. The company will generally not accept any Sales Return unless the material supplied were damaged in the details of which are available in the yearly Sales Return within certain limits and under certain conditions. However, for select products, the company allows Sales Return policy. 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 this policy for matters relating to Sales Return and obtain prior approval from the responsible sales official for 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, in the form of material or funds. All such transactions will be considered as personal and unsanctioned 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 instructions 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 of the company in any way. Any unauthorized use of the company's designs, logos and trademarks will be counted as 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 Return, 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 the registered email or through any other preferred mode of communication. However, the Distributor can ask for an updated account statement at any time by sending email at [customercare\\_uacisandb@universalsagrin.com](mailto:customercare_uacisandb@universalsagrin.com) 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, \_\_\_\_\_ acting on behalf of \_\_\_\_\_  
 (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

\_\_\_\_\_  
 (Signature of Representative of Distributor\*)

\_\_\_\_\_  
 (Stamp of Distributor\*)

Date: 11.08.2021  
 Place: RSHA

Name of Company Official	Signature of Company Official

Internal Use

Checklist for Sales Team Member Opening Distributorship

		Yes	No
<b>Particulars</b>			
Distributorship Form		Yes	
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		
	Photograph of representative affixed on Page 1		
	Signature of representative added on Page 2		
<b>Supporting Documents</b>		Yes	
ID Proof (Aadhaar Card/ Passport/ Driving License)			
	Name on ID proof tallies with PAN		
	Signed and stamped		
Signed copy of Address Proof (Aadhaar Card/ Passport)		Yes	
	Name on address proof tallies with ID Proof		
	Address on address proof tallies with PAN / License		
	Signed and stamped		
Signed copy of PAN		Yes	
	Name on PAN tallies with ID proof		
	Signed and stamped		
Signed copy of GST Certificate (if applicable)		Yes	
	Name on Certificate tallies with ID Proof		
	Signed and stamped		
Signed copy of Seed License		Yes	
	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		
Statement of primary bank account(s) of business		Yes	
	Name on account tallies with ID Proof		
	Period is for last 3 months		
	Primary bank account of business with significant transactions		
	Signed and stamped		
Blank Cheques		Yes	
	3 cheques		
	Not of any cooperative banks		
	Contains valid signature of representative and stamp		
	Contains no date		
	Is not crossed		
Security Deposit has been collected			
Effect on Existing Network			
	Name of the nearest distributors (can be more than 1)		
	Distance from the nearest distributors		
<b>Approved By:</b>			
Name of Company Official			
Signature of Company Official			



Part C: Market Intelligence & ...

Which Field Crops are primarily cultivated in this area?

Type	Key Variety	Paddy Companies Offering Them	Approx. Volume (In M)
OP	MTU1001, PAN	PAN	100 MT
OP	MTU 1010 Sufola	SUFOLA	20 MT
OP	7029 PAN	PAN	25 MT
Improved / HYV	SINDHU	NAZIVEDU	50 MT
Improved / HYV	SARHI	VISHAL	100 MT
Improved / HYV	BINA	VENANTA	10 MT
Hybrid	6444	BYER	5 MT
Hybrid	27p37	PIONEER	20 MT
Hybrid	468	KAVERI	20 MT

Type	Key Variety	Wheat Companies Offering Them	Approx. Volume (In M)

Type	Key Variety	Mustard Companies Offering Them	Approx. Volume (In M)
OP	SIBAN	MALI	1 TN
OP	SOHINI	SHYASHYA SREE	1 TN
OP	JK S. Gold	JK SEEDS	1 TN

Type	Key Variety	Maize Companies Offering Them	Approx. Volume (In M)
OP	KANCHAN	KANCHAN	2 TN
	JK S. Gold	JK	2 TN

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

Crops	Key Variety	Key Brands	Approx. Volume (In M)
HY	Tomato	SYNGENTA	20 kg
HY	OKRA	JK	1 TN
	BETTER GARD	VNR	50 kg

23) Which are main companies operating in this area?

Company Name	Key products	Approx. Turnover	Sales Team Size	Mode of work
JK	OKRA	2 TN	5 MEMBERS	MARKETING
SYNGENTA	Tomato	20 kg		

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

Name of the Product	Quantity (MT)	
	Year 1	Year 2
Field Crop: SWARN RAI	1 TN	2 TN
Field Crop:		
Field Crop:		
Field Crop:		
Vegetable: Tomato, Brinjal, OKRA	7 kg	10 kg
Vegetable:		
Vegetable:		

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

ARSHA

26) Name your preferred Transporter / Courier\*

D.D.D.C TRANSPORT, PURULIA

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

Office use only)



Duty Stamp

# 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\* MAA DEOLI KRISHI BEED BHANDAR

Full Postal Address for correspondence\*:

Type of Location: Office  Shop  Godown  Residence

Street Name VILL+PO+PS-ARSHA DIST PURULIA

AW 723201 NEAR POLIS STATION

P.O. ARSHA District PURULIA

State WEST BANGAL PIN Code 723201

Nature of the Entity\*: Sole Proprietorship  Partnership  Private Limited Co.   
Cooperative/ Society  Others  (Specify)

Name of Representative\*: Proprietor  / Managing Partner  / Director  / Authorised Signatory   
BUDDHESWAR KUMAR

Telephone No:

Office /Shop Landline: (STD Code)    8918104127

Residence Landline: (STD Code)

Mobile\*: +91 9732155461 WhatsApp Mobile: +91

Email ID\*: kumarbuddheswar1984@gmail.com

6) Preferred mode of communication: Email  SMS  Whatsapp

7) Income Tax Permanent Account No\*: 0704250026859

8) Is the applicant registered under GST\*: Yes  / No

9) If yes, is the applicant registered under Composite Scheme of GST:  Yes  No

10) GST No 19BLPPK5223C1Z4

11) Seeds Licence No\* 1624248498569946310876/S02771 Application no. nov 21

Valid Up to\*  /  /  Issued By ADA ARSHA PURULIA

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



Name\* BUDDHESWAR KUMAR

Gender\*: Male  Female

Relationship with applicant\*: Owner  Partner  Director  Others

Signature\* Buddheswar Kumar

Date: 11/05/2021

Part B: Business Background

12) Year of Establishment: 2006 Yes  / No

13) Number of years for which you are dealing in Seeds: 2013

14) Are you a Distributor of any other company dealing in Field Crops\*:

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 (₹) per Year
JK SEEDS	2019	JK FAIDA JK S-MOTI	15,00,000
<del>WOLLY SEEDS</del> PALLI SREE	2020	NAHARAJA	50,00,000
SYNGENTA SEEDS	2021	S-110/4004	500,000
D.C.S Crop Science	2019		10,00,000

16) Are you a Distributor of any other company dealing in Vegetables\*:

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 (₹) per Year
JK SEEDS	<del>2019</del> 2019	Tomato JK Desi	10,00,000
SYNGENTA SEEDS	2021	Tomato 3/50	10,00,000
LUCKY SEEDS	2017	Verdi BX 267	15,00,000
VISHAL SEEDS	2012	all vegetables	20,00,000

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
ARSHA, JAIPUR	50,00,000		1. CHINTA KUMAR 2. BASUDEV PALLI 3. KANCHAN KUMAR
JAIPUR	40,00,000		1. NEELIN KUMAR 2. ANANATH KUMAR 3. MAHESH KUMAR
BAGHMUNDI	100,00,000		1. BALAKRISHNA 2. RAJESH KUMAR 3. RAJESH KUMAR

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 ISHIKA FERTILLISER

Pesticides  as Distributor of UNIVERSAL, UPL, GYER

Others  (specify) PIPE LINE

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:

GERMENTS (CLOTHS)