

15. The Distributor paying through cheque must ensure that the cheque issued by 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 recourse for such dishonor
16. The company will provide a standard credit period of 60 days from the date of the invoice. Cash Discounts for paying dues within 60 days, the details of which are usually provided in the Schemes applicable for the period. Dues remaining unpaid above 180 days will be considered as overdue and the company may levy interest on Overdue payments
17. The company will generally not accept any Sales Return unless the material supplied is defective. However, for select products, the company allows Sales Return within certain limits and conditions, the details of which are available in the yearly Sales Return policy. The Distributor is required to follow this policy for matters relating to Sales Return and obtain prior approval from the responsible authority before dispatching material. The company will not provide any credit for material returned in violation of the 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 unauthorised. 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 approval 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 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.** 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 Chanda (Name of Representative*) acting on behalf of Shyamal Ku Pramanik (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 standing

[Signature]
M/s. SHYAMAL KUMAR PRAMANIK
 Proprietor

[Signature]
M/s. SHYAMAL KUMAR PRAMANIK
 Proprietor

Date: _____
 (Signature of Representative of Distributor*)

 (Stamp of Distributor*)

Place: HAT KALIAGANJ

Name of Company Official	Signature of Company Official

Checklist for Sales Team Member Opening Distributorship

Particulars		Yes	No
Distributorship Form			
1	14 Mandatory fields on Page 1 filled up	✓	
2	4 Mandatory fields on Page 2 filled up	✓	
3	3 Mandatory fields on Page 3 filled up	✓	
4	6 Mandatory fields on Page 4 filled up	✓	
5	4 Mandatory fields on Page 6 filled up	✓	
	Signature of representative added on Page 1	✓	
	Photograph of representative affixed on Page 1	✓	
	Signature of representative added on Page 2	✓	
Supporting Documents			
	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)		
	Name on address proof tallies with ID Proof	✓	
	Address on address proof tallies with PAN / License	✓	
	Signed and stamped	✓	
	Signed copy of PAN		
	Name on PAN tallies with ID proof	✓	
	Signed and stamped	✓	
	Signed copy of GST Certificate (if applicable)		
	Name on Certificate tallies with ID Proof	✓	
	Signed and stamped	✓	
	Signed copy of Seed License		
	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		
	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		
	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		

Approved By: _____
 Name of Company Official _____ Signature of Company Official _____

Part B: Business Background of Applicant

- 12) Year of Establishment: 2007
- 13) Number of years for which you are dealing in Seeds: 2010
- 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

- 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

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
<u>HEMTABAD</u>			1. 2. 3.
<u>KALIAGANJ</u>			1. 2. 3.
<u>KUSHMANDI</u>			1. 2. 3.

- 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 SYNGENTA & MULTIPLEX
- 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
- FISHERY.

Part C: Market Intelligence

Field Crops are primarily cultivated in this area

Key Variety	Key Products
<u>MTU-7029</u>	<u>BADSHAH</u>
<u>1ET-4026</u>	<u>C-HAM</u>
<u>703</u>	<u>703</u>

Improved / HYV

Improved / HYV

Hybrid

Hybrid

Type

HD-3

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)
Improved / HYV	M7U-7029		2000kg
Improved / HYV	BADSHI BHOG		4000kg
Improved / HYV	1B7-4054		1000kg
Hybrid	CHAMAK		
Hybrid	7075		
Hybrid			
Wheat			
Type	Key Variety	Companies Offering Them	Approx. Volume (In MT)
	HD-2967		3000kg
	303		
Mustard			
Type	Key Variety	Companies Offering Them	Approx. Volume (In MT)
	B-9		
	MINI BULLET		
Maize			
Type	Key Variety	Companies Offering Them	Approx. Volume (In MT)
	3355		

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

Crops	Key Variety	Key Brands	Approx. Volume (In MT)
CHILLI			
CABBAGE			

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	PADDY - BORO	10 MT	
Field Crop	PADDY - KHARIF		10 MT
Field Crop	MUSTARD - B-9 & SWARNA RAI	0.500MT	
Vegetable			
Vegetable			
Vegetable			

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

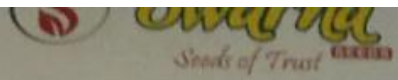
HAT KALIAGANJ ARBA & SURROUNDING.

Name your preferred Transporter / Courier*

GITANJALI / DTDC.

Please share if you have any suggestions to improve business

2021 Application Form 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

1) Name of the Organization* SHYAMAL KUMAR PRAMANIK

2) Full Postal Address for correspondence*:
 Type of Location: Office Shop Godown Residence
 Street Name BHUIHARA
HAT KALIAGANJ
 P.O KUNAR District UTTAR DINAJPUR
 State WEST BENGAL PIN Code

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

4) Name of Representative*: Proprietor Managing Partner / Director / Authorised Signatory
SHYAMAL KUMAR PRAMANIK

5) Telephone No:
 Office /Shop Landline: (STD Code)
 Residence Landline: (STD Code)
 Mobile*: +91 WhatsApp Mobile: +91 8670112854
 Email ID*: shyamalpramanik1981@gmail.com
 Preferred mode of communication: Email SMS Whatsapp

Income Tax Permanent Account No*: BQWPP4830J

Is the applicant registered under GST*: Yes / No

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

GST No 19BQWPP4830J1Z0

Seeds Licence No* S00044

Valid Up to* 18/06/2022 Issued By

Signature and Photograph of Person Authorized to Represent the Applicant



Name* SHYAMAL KUMAR PRAMANIK

Gender*: Male Female

Relationship with applicant*: Owner Partner Director Others

Signature*
M/s. SHYAMAL KUMAR PRAMANIK
SHYAMAL KUMAR PRAMANIK
 Proprietor

Date: 19/08/2021