

Ganesh Davanyere



UNIVERSAL AGRO CHEMICAL INDUSTRIES

16 No., India Exchange Place, 3rd Floor, Room No. 6,
Kolkata - 700001, West Bengal, India
Website: www.universalagri.net

APPLICATION FOR DISTRIBUTORSHIP

PART A: Basic Information of Applicant

- Name of the Organization* M/S Krishn Agro Seeds
- Full Postal Address for correspondence*
Type of Location: Office Shop Godown Residence
Street Name M/S Krishn Agro Seeds opp KSRTC Bus stand P.B Road
2 Harshika Samaj Complex
P.O. Davangere District Dahlgere
State Karnataka PIN Code 577002
- Nature of the Entity*: Sole Proprietorship Partnership Private Limited Co.
Cooperative/ Society Others (Specify) _____
- Name of Representative*: Proprietor / Managing Partner / Director / Authorised Signatory
B Ramababu
- Telephone No.:
Office /Shop Landline: (STD Code)
Residence Landline: (STD Code)
Mobile*: +91 9591531696 WhatsApp Mobile: +91 9591531696
Email ID*: krishnagri.seeds@gmail.com
- Preferred mode of communication: Email Whatsapp
- Income Tax Permanent Account No* AAHMA8184K
- Is the applicant registered under GST*: Yes / No
- If yes, is the applicant registered under Composite Scheme of GST: Yes / No
- GST No 29AAHMA8184K1Z1
- Pesticide Licence No* DA/DA/PLP/18 Valid Up to* / /
Issued By DA Davangere
- Micronutrient Licence No* Valid Up to* / /
Issued By

Signature and Photograph of Person Authorized to Represent the Applicant



Name* B Ramababu

Gender*: Male Female

Relationship with applicant*: Owner Partner Director Others

For M/S. KRISHN AGRO SEEDS

B Ramababu
Signature*

Date: 11/04/2022

Proprietor

PART B: BUSINESS BACKGROUND OF APPLICANT

13) Year of Establishment

14) Number of years for which you are dealing in Pesticides / Micronutrients:

15) Are you a Distributor of any other company dealing in Pesticides* Yes / No

16) 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
TROPICAL AGRO SYSTEM	5 years	NOUATIN EMBOD	20LK
UPL	6 years	SAAF AVANCA	10LK

17) Are you a Distributor of any other company dealing in Micronutrients*: Yes / No

18) 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
Green world crop care	6 years	6-meye Borne	5LK
Souhati micronutrient	2 years	19, 19, 19, 28, 28	4LK

19) 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
Davangere	10 core	6	1. 2. 3.
			1. 2. 3.
			1. 2. 3.

20) 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 _____

Seeds as Distributor of _____

Others (specify) _____

21) 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

22) For which area do you seek our Distributorship (Area of Operation)?

Davangere Ho

23) What are the main Crops that are cultivated in this area?

Type	Crop	Approx. Area	Approx. Volume
Field Crops	maize	1000 acres	202K
Field Crops	sun flower	1000 acres	15LK
Field Crops			
Vegetables	chill tomato	1500-1000	2 core
Vegetables	onion	2000 acre	50LK
Vegetables			
Others			
Others			
Others			

24) Which are the key Herbicides sold in this area?

Molecules	Crops	Key Brands	Approx. Volume
paraquat 24 S	all crop	Talbot Tropical	1LK
oxy Phosphate 71	all crop	Broken-Brown	500kg

25) Which are the key Fungicides sold in this area?

Molecules	Crops	Key Brands	Approx. Volume
mancozeb + carbend	all crop	3007 UPL	1 TON
PROXYMETHOZOL	maize chill	Hvancen mba	500kg

26) Which are the key Pesticides sold in this area?

Molecules	Crops	Key Brands	Approx. Volume
Emamectin Benzoate	all crop	Emboz	1 TON
Fenoxypipron + cyper	all crop	Procyon poly	1500 Lit

27) Which are the key Micronutrients/ Crop supplements sold in this area?

Products	Crops	Key Brands	Approx. Volume
19-19-19	all crop	19-19-19	1 TON
13-5-50	all crop	13-06-45	500kg

28) What is your sales plan for our products in the near future?

	Name of the Product	Quantity	
		Year 1	Year 2
Herbicides	alike	800kg	500kg
Herbicides	DESTRO	200kg	300kg
Fungicides	Toxy	100kg	150kg
Fungicides	zebaxy	100kg	150kg
Pesticides	Emzo	100kg	150kg
Pesticides	strike plus	100kg	150kg
Micronutrients	galaxy	200kg	250kg
Micronutrients		200kg	250kg

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

PART D: FINANCIAL INFORMATION OF APPLICANT

30) Primary Bank Account of Business*

Name of the Bank Union Bank
 Name & address of Branch Mandialpet
 IFSC Code of Branch UBINM09000737
 Account No 079211101000127 Type of Account Savings/Current/OD

31) 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) _____

32) Security Deposit* of Rs 10000 paid through Cheque No. _____ / RTGS

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

If Yes, approx. size 4000 Address: _____

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

35) If Yes, approx. size 6000 Address: Davanagere

36) Number of staff employed by the applicant _____

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

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

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

If Yes, Number of such vehicles 001 used for Business / Personal / Both

39) 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

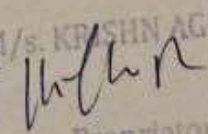
Part E: List of Documents to be Provided

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 Pesticide License 6. Signed copy of Micronutrient License 7. Statement of primary bank account(s) of business evidencing debit and credit transactions, for the last 3 months
Additional documents for Partnership Firm	8. Signed copy of registered partnership deed 9. 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

Email ID: uaci.ngp2@gmail.com / customer.care@universalagri.in

Mobile No: +91 7410040857 / 8336929010

For M/s. KESHAV AGRO SEEDS

 Proprietor

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 legal recourse for such dishonor.

16. The company will provide a standard credit period of 90 days from the date of the invoice. The company may offer Cash Discounts for paying dues within 90 days, the details of which are usually provided in the Price List or Schemes applicable for the period. Dues remaining unpaid above 180 days will be considered as Overdue. The company may levy interest on Overdue payments.
17. The company will not accept any Sales Return unless the material supplied were damaged in transit. For returning such damaged materials, the company follows a Sales Return Policy. The Distributor is required to follow the terms of this policy for matters relating to sales return and obtain prior approval from the responsible SO 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 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 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 of the company in any way. Any unauthorized 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 customer.care@universalagri.in or by calling the Customer Care Helpline at +91 8336929010.
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.

For M/s. KRISHN AGRO SEEDS

I, H. Vishnu acting on behalf of _____ (Name of Distributor) Proprietor

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

For M/s. KRISHN AGRO SEEDS

H. Vishnu
 (Signature of Representative of Distributor*)
 Proprietor

Date:
 Place:

For M/s. KRISHN AGRO SEEDS

H. Vishnu
 (Stamp of Distributor*)
 Proprietor

Name of Company Official	Signature of Company Official
M. Ganesh	<u>M. Ganesh</u>

For M/s. KRISHN AGRO SEEDS

H. Vishnu
 Proprietor

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	2 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 6		
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 Pesticide 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		
	Signed copy of Pesticide 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		
	Existing Distributor of UACI Seeds & Biotech/ Swarna Seeds		
	Effect on Existing Network		
	Name of the nearest distributors (can be more than 1):		
	Distance from the nearest distributors:		

Proposed Business Volume for this FY (in Rs Lakhs)	92.52
Credit Limit Required (in Rs Lakhs)	APL 2.52

Approved By: (all forms have to be approved by respective GICs)	
Name of Company Official	Signature of Company Official
M. Ganesh	m. ganesh

For M/s. KRISHIN AGRO SEEDS
 Proprietor