

VALID FOR THREE MONTHS FROM THE DATE OF ISSUE
DATE
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AXIS BANK LTD
DALKHOILA (WB), DALKHOILA, 733201
IFS CODE - UTIB0000810

OR ORDER / या उनके आदेश पर

Pay Universal Agro Chemical Industries

रुपये Rupees
अदा करें ₹

A/C NO. 810010200000815
CABPL 810460

For NATIONAL AGRO AGENCY
National Agro Agency
DIPAK KUMAR LADDA
Proprietor

Proprietor/Authorised Signatory
Please sign above

Payable at par at all branches of Axis Bank Ltd in India.

⑈203135⑈ 7332116011: 810460⑈ 29

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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* **MS NATIONAL AGRO AGENCY**
- Full Postal Address for correspondence*:
Type of Location: Office Shop Godown Residence
Street Name **DALKHOLA BAZAR NH34 DALKHOLA**
P.O. **DALKHOLA** District **UTTAR DINAJ PUR**
State **WEST BENGAL** PIN Code **733201**
- Nature of the Entity*: Sole Proprietorship Partnership Private Limited Co.
Cooperative/ Society Others (Specify) _____
- Name of Representative*: Proprietor / Managing Partner / Director / Authorised Signatory
DIPAK KUMAR LADDAHA
- Telephone No:
Office /Shop Landline: (STD Code) _____
Residence Landline: (STD Code) _____
Mobile*: +91 **9679810577** WhatsApp Mobile: +91 **9679810577**
Email ID*: _____
- Preferred mode of communication: Email Ph. Whatsapp
- Income Tax Permanent Account No*: **ACDPL7092A**
- Is the applicant registered under GST*: Yes / No
- If yes, is the applicant registered under Composite Scheme of GST: Yes / No
- GST No **19ACDPL7092A1ZO**
- Pesticide Licence No* **PI00701** Valid Up to* **LI / PE / TIME**
Issued By **GOVT OF WEST BENGAL**
- Micronutrient Licence No* **APPLIED FOR NEW** Valid Up to* _____ / _____ / _____
Issued By _____

Signature and Photograph of Person Authorized to Represent the Applicant



Affix photograph*

Name* **DIPAK KUMAR LADDAHA**

Gender*: Male Female

Relationship with applicant*: Owner Partner Director Others

DIPAK KUMAR LADDAHA
Signature*

Date: **08 06 2022**

PART B: BUSINESS BACKGROUND OF APPLICANT

- 13) Year of Establishment: 2010
- 14) Number of years for which you are dealing in Pesticides / Micronutrients: 2010
- 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
<u>Payas Crop Science</u>			
<u>Syngenta</u>			
<u>Rallis India Ltd</u>			
<u>Rajax-Bio Tech</u>			

- 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

- 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
<u>Tungidighi</u>			1. 2. 3.
<u>Rasakhona</u>			1. 2. 3.
<u>Satapur</u>			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 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 Sales Officer (SO) to serve the Area of Operation designated to the Distributor. While the SO 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 senior 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 customer.care@universitysalgr.in or by calling the Customer Care Helpline at +91 8336929010.
3. In addition to the SO, 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 SO 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 SO urgently after receiving the intimation.
5. The company will deliver material only against confirmed orders placed by the Distributor with the SO. 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 customer.care@universitysalgr.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 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 SO 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 SO. Further, the Distributor is required to send email at customer.care@universitysalgr.in on 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 at the point of accepting delivery only after inspection of material. The Distributor may be reimbursed for the freight paid either in part of full 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 customer.care@universitysalgr.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. However, the company may revise the Price List from time to time. The Distributor is required to obtain a copy of this Price List or revisions made thereafter either from the respective SO or by sending an email at customer.care@universitysalgr.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 SO or by sending email at customer.care@universitysalgr.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 representatives commit 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, 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.

PART C: MARKET INTELLIGENCE & SALES PLAN

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

Starbore, Utharadiyapur

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

Type	Crop	Approx. Area	Approx. Volume
Field Crops	Paddy		
Field Crops	Sugarcane		
Field Crops			
Vegetables			
Vegetables			
Others			
Others			

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

Molecules	Crop	Key Brands	Approx. Volume
Florasulam	Paddy		
Pendimethalin	Mulberry		

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

Molecules	Crops	Key Brands	Approx. Volume
Miconazole	Potato		
Metconazole	Vegetable		
Carboxin			

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

Molecules	Crops	Key Brands	Approx. Volume
Chlorpyrifos	Mango		
Bifenthrin	Potato		

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

Products	Crops	Key Brands	Approx. Volume
Si Film	Folate		
Miraflex mg	Apple		
	Apple Folate		

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

	Name of the Product	Quantity	
		Year 1	Year 2
Herbicides	Clear, pendimethalin, Star	300	500
Herbicides	Zenox, Uniflor, Unimox	200	250
Fungicides	Metconazole, Sphero Super	200	300
Pesticides	Miraflex mg, Astox-1	200	500
Micronutrients			

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

Ensure Regularity of Materials Supply

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 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 material, the company follows a Sales Return Policy. The Distributor is required to follow the terms of this policy for returns 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@universitysalagr.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 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.
24. Disputes, if any, will be subject to the jurisdiction of the courts of Kolkata, West Bengal.

I, Dipor Kumar Ladda acting on behalf of M/S. National Agro Agency
 (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

Dipor Kumar Ladda
 (Signature of Representative of Distributor)

Date 08.06.2022

Place:



Name of Company Official	Signature of Company Official
<u>Subarna Ghosh</u>	



FORM III
Govt. of West Bengal
Dept of Agriculture
Office of the DDA (Admin) Uttar Dinajpur

LICENCE TO SELL, STOCK OR EXHIBIT FOR SALE OR DISTRIBUTE INSECTICIDES
 [See sub-rules (4) of rule 10]

1. License Number **P00701**
 Date of Issue: 12/01/2011

Valid Up to: Until Suspended /withheld
 /Cancelled

Amendment fees received Rs. 7500 through Online payment bearing GRN No.
 192021220085231718 Dated 24/09/2021

Concern Name
NATIONAL AGRO AGENCY.

Principal Certificate

Sl no.	Amendment of Type	Particulars of the Insecticide	Name of manufacturer	Number of Certificate of Registration	Date of grant of licence	Validity of Licence, wherever applicable
1	Added	ALL Insecticide	AIMCO PESTICIDES LTD	As per Certificate of Registration issued by CIB&RC	12/01/2011	Until Suspended /withheld /Cancelled
2	Added	ALL Insecticide	RAJCHO PESTICIDES & CHEMICALS	As per Certificate of Registration issued by CIB&RC	12/01/2011	Until Suspended /withheld /Cancelled

Place: Karimnagar. Dated: 16/11/21
Rajam, 4/Singapur.

(Signature of Notified Authority)
 Additional Director of Agriculture (Uttar Dinajpur)

Checklist for Sales Team Member Opening Distributorship

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

Proposed Business Volume for this FY (in Rs Lakhs) 20 TWENTY LAKH

Credit Limit Required (in Rs Lakhs) DE SIX LAKH

Approved By: (all forms have to be approved by respective GICs)
 Name of Company Official: _____ Signature of Company Official: _____



Government of India
Form GST REG-06
(See Rule 10(1))

Registration Certificate

Registration Number : 19ACDPL7092A1ZO

1.	Legal Name	DIPAK KUMAR LADDHA			
2.	Trade Name, if any	M.S NATIONAL AGRO AGENCY			
3.	Constitution of Business	Proprietorship			
4.	Address of Principal Place of Business	DALKHOJA BAZAR, NH 34, DALKHOJA, North Dinajpur, West Bengal, 733201			
5.	Date of Liability	28/06/2017			
6.	Period of Validity	From	02/07/2017	To	N/A
7.	Type of Registration	Regular			
8.	Particulars of Approving Authority				
Signature					
Signature Not Verified Digitally signed by M.S NATIONAL AGRO AGENCY AND SERVICES, FAX NETWORK 1 Date: 2018.07.07 14:58:27 IST					
Name					
Designation					
Jurisdictional Office					
9.	Date of issue of Certificate	07/07/2018			

Note: The registration certificate is required to be prominently displayed at all places of business in the State.

This is a system generated digitally signed Registration Certificate issued based on the deemed approval of application on 02/07/2017.



ভারতীয় শিবির পরিচয় প্রমাণ

ভারত সরকার

Unique Identification Authority of India
Government of India

তথ্যিকোড/এনরোলমেন্ট নং: 145276366137903

To
Dipak Kumar Laddha
SO Late Shiv Ratan Laddha
N.H.-34
DALKHOLA BAZAR
WARD NO-05
Dalkhola
Uttar Dinajpur West Bengal - 733201
9932380540

Download Date: 13/02/2018



QR Code with Photo/APP

আপনার আধার সংখ্যা / Your Aadhaar No. :

5755 1561 7314

আমার আধার, আমার পরিচয়



ভারত সরকার
Government of India

ধর্ম: হিন্দু
Dipak Kumar Laddha
মহানগর/পরিচয়: 2010501982
লিঙ্গ: MALE



5755 1561 7314

আমার আধার, আমার পরিচয়



- তথ্য
- আধার পরিচয়ের প্রমাণ, নাগরিকত্বের প্রমাণ নয়
 - পরিচয়ের প্রমাণ অনলাইন অথবা ডিআরএল করা গার্ড ফোল্ড
 - এটি এক ইলেক্ট্রনিক প্রমাণের তৈরী করা

INFORMATION

- Aadhaar is a proof of identity, not of citizenship.
- To establish identity, authenticate online.
- This is electronically generated letter.

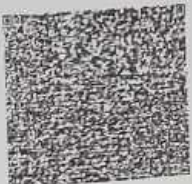
- আধার প্রমাণ দেয় নাগরিকত্ব।
- আধার তথ্যের প্রমাণের জন্য অনলাইন অথবা ডিআরএল করা গার্ড ফোল্ড
- আধার প্রমাণ দেয় নাগরিকত্ব।
- আধার প্রমাণ দেয় নাগরিকত্ব।
- Aadhaar will be helpful in availing Government and Non-Government services in future.



ভারত সরকার
Unique Identification Authority of India

ধর্ম: হিন্দু
Dipak Kumar Laddha
মহানগর/পরিচয়: 2010501982
লিঙ্গ: MALE

Address:
SO Late Shiv Ratan Laddha, N.H.-34,
DAL KHOLA BAZAR, WARD NO-05,
Dalkhola(M), Uttar Dinajpur,
West Bengal - 733201



5755 1561 7314

Dipak Kumar Laddha
National Agro Agency
Proprietor



Dipak Kumar Laddha
National Agro Assn
Proprietor