



H. Venkatesh  
Gangavathi

## UNIVERSAL AGRO CHEMICAL INDUSTRIES

16 No., India Exchange Place, 3rd Floor, Room No. 6,  
Kolkata – 700001, West Bengal, India

Website: www.universलगri.net

### APPLICATION FOR DISTRIBUTORSHIP

#### PART A: Basic Information of Applicant

- Name of the Organization\* **SRI RENUKA PESTICIDES -**  
**MAIN ROAD NEAR PETE BASAVESWAR TEMPLE**
- Full Postal Address for correspondence\*:  
Type of Location: Office  Shop  Godown  Residence   
Street Name **SRI RENUKA PESTICIDES MAIN ROAD NEAR**  
**PETE, BASAVESWARA TEMPLE, TA-KAMPLI**  
P.O **KAMPLI** District **BELLARY**  
State **KARNATAKA** PIN Code **583132**
- Nature of the Entity\*: Sole Proprietorship  Partnership  Private Limited Co.   
Cooperative/ Society  Others  (Specify) \_\_\_\_\_
- Name of Representative\*: Proprietor  / Managing Partner  / Director  / Authorised Signatory   
**SHIVANAGAPPA S/O BASAPPA DAMASETTY**
- Telephone No:  
Office /Shop Landline: (STD Code)    
Residence Landline: (STD Code)    
Mobile\*: +91 **9449604474** WhatsApp Mobile: +91    
Email ID\*: **shivanagappaad96@gmail.com**
- Preferred mode of communication: Email  Ph.  Whatsapp
- Income Tax Permanent Account No\*: **ADAPD0867B**
- Is the applicant registered under GST\*: Yes  / No
- If yes, is the applicant registered under Composite Scheme of GST : Yes  / No
- GST No **29ADAPD0867BIZL** LIFE TIME
- Pesticide Licence No\* **JAD/BL/PL/PE/19/201979** Valid Up to\*  /  /   
Issued By **JDA-BELLARY**
- Micronutrient Licence No\*  Valid Up to\*  /  /   
Issued By

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



Name\* **SHIVANAGAPPA S/O BASAPPA DAMAS**  
**ETTY**

Gender\*: Male  Female

Relationship with applicant\*: Owner  Partner  Director  Others

**ಶಿವಣುಕಾ ಪೆಸ್ಟಿಸೈಡ್ಸ್ ಪರವಾನಿ**  
Signature\*

Date: **18/06/2022**

**ಮಾಧೀಕರು/ಮಾನ್ವೇಜನ್**

**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
Adama India Ltd.,			15 Lakh
Sumitomo			10 Lakh
Sulfur Mills			8 Lakh
Insecticide India Ltd.			15 Lakh

- 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
Kampli			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)\*?

KAMPLI

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

Type	Crop	Approx. Area	Approx. Volume
Field Crops	Paddy	2000 Ha	65 km
Field Crops	Maize		
Field Crops			
Vegetables	chillies	200 Ha	10 km
Vegetables			
Vegetables			
Others	cotton	500 Ha	25 km
Others			
Others			

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

Molecules	Crops	Key Brands	Approx. Volume
Glyphosate 41% SL 24D		-	1000 L
		-	
Attrazin SL		HITICK Atrahex	300 L

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

Molecules	Crops	Key Brands	Approx. Volume
SPUR-907		SAAF	300 L
unithane-m-45		-	250 L
U-dhaan		BAAH	50 L
STEEL		TILT	250 L

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

Molecules	Crops	Key Brands	Approx. Volume
Bitone	paddy		1600 L
ACROSS		ACROSS, chess	100 kg
strick-super			250 L
Triump			

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

Products	Crops	Key Brands	Approx. Volume

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

Name of the Product		Quantity	
		Year 1	Year 2
Herbicides	L-MINATOR	300 L	500 L
Herbicides	DESTRO-71	20 L	50
Fungicides	U-dhaan	20 L	50
Fungicides	Steel	50 L	100 L
Pesticides	Bitone, Pandatara Unique	200 L	400 L
Pesticides	strick-super, strick-550plus, kilin		
Micronutrients	Galaxy	100 L	150 L
Micronutrients	Chakachak, zoom	150 L	200 L

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

New products

good price

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 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](mailto: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

ಶ್ರೀ ರೇಣುಕಾ ಪೆಸ್ಟಿಸೈಡ್ಸ್  
ಕೊಲ್ಕತಾ ರೋಡ್, ಕಾಂಪ್ಲಿ - ಪಶ್ಚಿಮ ಬಂಗಾಳ

I, SHIVANAGAPPA DHANASHETTY acting on behalf of SRI RENUKA PESTICIDES  
(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

ಶ್ರೀ ರೇಣುಕಾ ಪೆಸ್ಟಿಸೈಡ್ಸ್ ಪರವಾಗಿ

ಶ್ರೀ ರೇಣುಕಾ ಪೆಸ್ಟಿಸೈಡ್ಸ್ ಪರವಾಗಿ

ಮಾಲೀಕರು/ಮ್ಯಾನೇಜರ್


ಮಾಲೀಕರು/ಮ್ಯಾನೇಜರ್

(Signature of Representative of Distributor\*)

(Stamp of Distributor\*)

Date: 18-06-2022

Place: Kampli

Name of Company Official	Signature of Company Official
H.VENKATESH	

**For Internal Use**

**Checklist for Sales Team Member Opening Distributorship**

	<b>Particulars</b>	<b>Yes</b>	<b>No</b>
<b>Distributorship Form</b>			
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		
<b>Supporting Documents</b>			
	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)	10 Lakhs
Credit Limit Required (in Rs Lakhs)	5 Lakhs

<b>Approved By:</b> (all forms have to be approved by respective GICs)	
Name of Company Official	Signature of Company Official
KVIRAO	