

Sandha Kulkarni



# 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\* SHANKAR TRADERS
- Full Postal Address for correspondence\*:  
Type of Location: Office  Shop  Godown  Residence   
Street Name HMO 8-96 SHOP NO 3 NEAR VIJAY BANK  
FARATABAD  
P.O. FARATABAD District KULBARGA  
State KARNATAKA PIN Code 585102
- Nature of the Entity\*: Sole Proprietorship  Partnership  Private Limited Co.   
Cooperative/ Society  Others  (Specify) \_\_\_\_\_
- Name of Representative\*: Proprietor  / Managing Partner  / Director  / Authorised Signatory   
RACHOTTAYYA
- Telephone No:  
Office /Shop Landline: (STD Code)      
Residence Landline: (STD Code)      
Mobile\*: +91 99024114222 WhatsApp Mobile: +91 99024114222  
Email ID\*: hishmathrachatayya@gmail.com
- Preferred mode of communication: Email  Ph.  Whatsapp
- Income Tax Permanent Account No\*: AEDPS8808K
- Is the applicant registered under GST\*: Yes  / No
- If yes, is the applicant registered under Composite Scheme of GST : Yes  / No
- GST No 29AEDPS8808K12B
- Pesticide Licence No\* PE19-2040055 Valid Up to\*  /  /   
Issued By
- Micronutrient Licence No\*  Valid Up to\*  /  /   
Issued By

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



Affix photograph\*

Name\* RACHOTTAYYA

Gender\*: Male  Female

Relationship with applicant\*: Owner  Partner  Director  Others

Rachottayya  
Signature

Date: 05/06/2022



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Name\* RACHOTTAYYA

Gender\*: Male  Female

Relationship with applicant\*: Owner  Partner  Director  Others

Rachottayya  
Signature

Date: 05/06/2022

**PART B: BUSINESS BACKGROUND OF APPLICANT**

- 13) Year of Establishment: 2019
- 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
JU-CROP	02	E-met
Agroside science	01	Glow-41

- 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

- 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 Retailer
Farhabad	20 Lakhs	01	1. Shanker 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)\*?

Farthabad.

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

Type	Crop	Approx. Area	Approx. Volume
Field Crops	Red Gram	2000	04
Field Crops	Black Gram	0500	03
Field Crops			
Vegetables	-		
Vegetables	-		
Vegetables	-		
Others	-		
Others	-		
Others	-		

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

Molecules	Crops	Key Brands	Approx. Volume
Al Phosphate	-	Alon-U	1.5 ltr
Roundup	-	Roundup	2 ltr

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

Molecules	Crops	Key Brands	Approx. Volume

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

Molecules	Crops	Key Brands	Approx. Volume
Emamectin	Red Gram	Missile	1.5 MT
Emamectin	<del>Red Gram</del> Black Gram	X-Per	300 ltr.

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	Quicle	500 ltr.	1000
Herbicides	Destro-71	200 ltr.	500
Fungicides			
Fungicides			
Pesticides	EM 20	100 ltr.	200 ltr.
Pesticides	Uniphos	300	500
Micronutrients			
Micronutrients			

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

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**PART D: FINANCIAL INFORMATION OF APPLICANT**

30) Primary Bank Account of Business\*:

Name of the Bank Karnataka Gramina Bank  
 Name & address of Branch Parthabada  
 IFSC Code of Branch PKAB00111141  
 Account No 11141111000308 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 \_\_\_\_\_ Address: \_\_\_\_\_

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

35) If Yes, approx. size \_\_\_\_\_ Address: \_\_\_\_\_

36) Number of staff employed by the applicant \_\_\_\_\_

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

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

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

If Yes, Number of such vehicles \_\_\_\_\_ 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**

## PART F: GENERAL TERMS & CONDITIONS OF BUSINESS

Listed below are the general terms and conditions of conducting business

1. The Distributor shall 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 designated area. However, subsequently, the Distributor can alter his Area of Operation but only after prior written approval from the responsible company official.
2. The Distributor shall appoint a Sales Officer (SO) to serve the Area of Operation designated to the Distributor. While the SO is the primary point of contact for the Distributor and should be able to resolve all queries of the Distributor, the Distributor may 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@universalagri.in** or by calling the Customer Care Helpline at **+91 8336929010**.
3. In the designated area, the company may appoint one or more permanent/ temporary sales team members to serve the area, if required. The sales team members will primarily focus on conducting sales promotional activities in the area along with existing or potential customers. The Distributor will be required to support the local sales team by conducting sales promotional activities.
4. The Distributor shall 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 number via 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 Distributor shall deliver material only against confirmed orders placed by the Distributor with the SO. In case the Distributor 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 an email at **customer.care@universalagri.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 Distributor shall deliver material at the location specified by the Distributor through 3rd party transporters either in full or in part. 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 Distributor shall 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@universalagri.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 shall be required to pay to the transporter the freight charges at the point of accepting delivery only after receiving the bill of material. The Distributor may be reimbursed for the freight paid either in part or 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 appropriate adjustments in its books of accounts.
10. The Distributor shall 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 invoice by sending email at **customer.care@universalagri.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 Distributor shall 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@universalagri.in**. The company will invoice its products only at the prices mentioned in 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 Distributor shall from time to time, issue benefit schemes covering the Distributor's area of operation. These schemes shall be directly linked to prompt payments and bulk sale volumes. The Distributor is required to obtain copies of the schemes from the respective SO or by sending email at **customer.care@universalagri.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 Distributor shall 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 for discounts or benefits/ schemes not mentioned on any official communications issued by the Head Office of the company. If the Distributor's area of operation. If the local sales representatives commit any special prices or benefits, 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 Distributor shall accept payment only through Fund Transfers (RTGS/ NEFT/ IMPS) or crossed cheques drawn on any bank other than cooperative banks. The company will not accept any payments in cash. However, if in any special circumstances, the company agrees to accept payment in cash, the Distributor is required to obtain a Money Receipt from the company for such payments from the company official accepting this payment.

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

I, Rachotraya acting on behalf of SHANKAR TRADERS FARHATABAD Tq. Dist. Kalaburagi  
 (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

Rachotraya  
 Proprietor

SHANKAR TRADERS  
 FARHATABAD Tq. Dist. Kalaburagi

(Signature of Representative of Distributor\*)

(Stamp of Distributor\*)

Date:

Place:

Name of Company Official	Signature of Company Official
Sridhar Kulkarni	<u>Sridhar</u>

**For Internal Use**

**Checklist for Sales Team Member Opening Distributorship**

	Particulars	Yes	No
<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)	5L
Credit Limit Required (in Rs Lakhs)	2L

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