



# 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\* SRI SHARANABASAVESHWARA TRADERS
- Full Postal Address for correspondence\*  
 Type of Location: Office  Shop  Godown  Residence   
 Street Name SRI SHARANABASAVESHWARA TRADERS  
GROUND FLOOR II 2 SIRIGERI CROSS SHANNASPURA, BELLARY  
 P.O. SIRIGERI CROSS District BELLARY  
 State KARNATAKA PIN Code 578312
- Nature of the Entity\* Sole Proprietorship  Partnership  Private Limited Co.   
 Cooperative/ Society  Others  (Specify) \_\_\_\_\_
- Name of Representative\* Proprietor  / Managing Partner  / Director  / Authorised Signatory   
REDDY SANTOSH KUMAR
- Telephone No.  
 Office /Shop Landline: (STD Code) \_\_\_\_\_  
 Residence Landline: (STD Code) \_\_\_\_\_  
 Mobile\*: +91 9901747778 WhatsApp Mobile: +91 9901747778  
 Email ID\*: hsantosh1981@gmail.com
- Preferred mode of communication: Email  Ph  Whatsapp
- Income Tax Permanent Account No\*: AEMFS6337J
- Is the applicant registered under GST\*: Yes  No
- If yes, is the applicant registered under Composite Scheme of GST: Yes  / No
- GST No 29AEMFS6337112B
- Pesticide Licence No\* JDPA/BL/PL/PE/19/20/1030 Valid Up to\* 31/11/2026  
 Issued By JDPA BELLARY
- Micronutrient Licence No\* \_\_\_\_\_ Valid Up to\* \_\_\_\_\_  
 Issued By \_\_\_\_\_

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



Name\* REDDY SANTOSH KUMAR

Gender\*: Male  Female

Relationship with applicant\*: Owner  Partner  Director  Others

Santosh  
Signature\*

Date 01/08/2022

1  
For Sri Sharanabasaveshwara Trade



**PART B. BUSINESS BACKGROUND OF APPLICANT**

- 13) Year of Establishment: **[No. 21]**
- 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
Endofil	10	Avatar - Mungu Compounds	25
Crystal	8	Nutrojan	15
Syngenta	10	Amid Star top class	30

- 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
Bellary			1. 2. 3.
Genehal			1. 2. 3.
Sisigeri Cross.			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) Spice, Cucumber

- 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**

For which area do you seek our Distributorship (Area of Operation)? **GENEKEHAL 3 SIRIGERI CROSS**

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

Type	Crop	Approx. Area	Approx. Volume
Field Crops	CHILLI	2000	25 LAK
Field Crops	CORN	1500	15
Field Crops	Paddy	1500	20
Vegetables			
Vegetables			
Vegetables			
Others	MIX	500	2
Others			
Others			

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

Herbicides	Crops	Key Brands	Approx. Volume
profla class	paddy	Rabif	250 (1500)

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

Fungicides	Crops	Key Brands	Approx. Volume
Endosulfan	paddy	Sanku	500 Kg
mancozeb	chilli		

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

Pesticides	Crops	Key Brands	Approx. Volume
Karate		Nuvul D	
profla class		Agri plus	
		Chilli	

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

Products	Crops	Key Brands	Approx. Volume

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

Name of the Product	Quantity	
	Year 1	Year 2
Herbicides L-Minotex - Besto	1	1.5
Herbicides UDHAN SPUR - 707	2	2.5
Fungicides Strike Super - Strike-SSO	2	2.5
Pesticides Emgo		
Micronutrients		
Micronutrients		

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

**Required New Mole**



## 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@universalagri.in](mailto:customer.care@universalagri.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@universalagri.in](mailto: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 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@universalagri.in](mailto: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 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 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 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@universalagri.in](mailto: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 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@universalagri.in](mailto:customer.care@universalagri.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@universalagri.in](mailto: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 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, if 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



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 2		
<b>Supporting Documents</b>		
<b>ID Proof (Aadhaar Card/Passport/Driving License)</b>		
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		
<b>Blank Cheques</b>		
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)	5 Lakh
Credit Limit Required (in Rs Lakhs)	3 Lakh

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