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UNIVERSAL AGRO-CHEMICAL INDUSTRIES

SEEDS • FERTILISERS • AGRO-CHEMICALS

16, India Exchange Place, 3rd Floor, Room No. - 6, Kolkata - 700 001

APPLICATION FOR DISTRIBUTORSHIP / DEALERSHIP

(Questionnaire to be filled in by the Party)

- 1) Name of the Establishment (In block letters) : PALIWAL KHAD BHANDAR
- 2) Full Postal Address : WARD NO 8 CHOPRA COLONY REHTI MAIN
P.O. : REHTI
Dist. : SEHORE
State : M.P
PIN Code : 466446
- 3) Nature of the Firm (Proprietorship / Partnership) : PROPRIETORSHIP
- 4) Name of the Proprietor / Managing Partner / Authorised Signatory : VINAY KUMAR PALIWAL
- 5) Telephone No. (with STD code) : 9893691200
Office Shop : _____
Residence : _____
Fax : _____
E-mail : vinaypaliwal.pkb@gmail.com
- 6) Local Sales Tax Regn No. : 23AKQPP0645G1ZJ
- 7) Central Sales Tax Regn No. : 23AKQPP0645Q1ZJ
- 8) Seeds Licence No. : _____
Valid Upto : _____
- 9) Income Tax Permanent Account No. : AKQPP0645G
- 10) Name of the Banker (s) : _____
Address : _____
- 11) Name and Address of the Branch (es) : _____
Telephone No. (with STD code) : _____
Licence No. : 486
Valid upto : _____

12) Territory requested for : BHOPAL - VEER SINGH DANGLI

13) Resources owned by you : _____

a) Office / Shop (owned / rented) : OWNED

b) Godown facility (approx size) : 50X40

c) Sales Staff : 2

d) Vehicles : 2

14) Are you dealing with any other Company's products? If yes, please inform the approx Turnover of their main products in your area during the last three years :

Name of the Company	Main Products	Turn - Over (in lakhs)	Business Terms / Policies
UPL	All products	25-lakh years	90-days
Tropical Agro	» ————— »	20-lakh years	120-150-days
Adama India PVT LTD	» ————— »	30-lakh year	90 days
E.I Dupond India	» ————— »	35-lakh years	90 days
Chambal Fertilizer	» ————— »	60-lakh years	90 days
ICSP Crop Science	» ————— »	15-lak years	90-days

15) Details of Market/ Dealers / Crops :

Name of the Important Markets	Number of Dealers	Important Crops	Sales in Quality of Main Products

16) Financial Securities to be provided to the Company

a) Security Deposit : 10000 (Ten Thousand)

b) Bank Guarantee : _____

c) Signed Blank Cheque No. (with name of Bank) : 059206, 059205

S.B.I - REHTI

17) Minimum Yearly sales Guarantee : _____

18) Sales Plan of our products in coming years:

Name of the Product	Quantity	Value	Name of the Product	Quantity	Value

19) Give details of activities of other Companies in your Area :

Name of the Company	Turnover	No. of. S.R. / S.S.	No. of. F.A.	Mobility / Vehicle	Mode of the Work

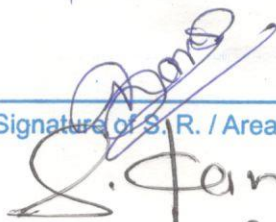
20) Your suggestions to improve our Business :


I / We hereby declare that the particulars given above are true to the best of my / our knowledge and I / We shall abide to the terms and conditions of your Company related to the Distributorship / Dealership. All disputes shall be subject to the jurisdiction of Kolkata.

Dated : 17/08/2021

Place :

Signature of S. R. / Area Incharge


20/8/2021

मे. पालीवाल खाद भण्डार

प्रोप्राईटर

Signature of the Proprietor /
Managing Partner / Authorised
Signatory with Official Seal

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 a 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 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. 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 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@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. 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. 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.

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 of 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 un sanctioned 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@universityagri.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, VINAY KUMAR PALIWAL acting on behalf of PALIWAL KHAD BHANDAR
(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.

 (Signature of Representative of Distributor)

 (Stamp of Distributor)

Date:

Place: मे. पालीवाल खद भण्डार
 पालीवाल खद भण्डार

मे. पालीवाल खद भण्डार
 पालीवाल खद भण्डार

Name of Company Official VEER SINGH DANUJI	Signature of Company Official
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