

Kavibasavachari  
Venkatesh

Sri Beeralingeswara Krishna  
Kendra, Kunchuru(P)-583213  
Harsanahalli Tq, Vijayanagara Dt



### UNIVERSAL AGRO CHEMICAL INDUSTRIES

16 No., India Exchange Place, 3rd Floor, Room No. 6,  
Kolkata - 700001, West Bengal, India  
Website: www.universalgri.net

#### APPLICATION FOR DISTRIBUTORSHIP

##### PART A: Basic Information of Applicant

- Name of the Organization\* SHREE BEERALINGESWARA KRISHNA KENDRA  
- RA
- Full Postal Address for correspondence\*  
Type of Location: Office  Shop  Godown  Residence   
Street Name: DOJANTORSHI LAMPURDI HITHANPADI  
KUNCHURU MALLIGGI HARPANAHALLI TALUKA  
P.O. KUNCHURU District VIJAYANAGAR  
State KARNATAKA PIN Code 583213
- Nature of the Entity\* Sole Proprietorship  Partnership  Private Limited Co.   
Cooperative Society  Others  (Specify) \_\_\_\_\_
- Name of Representative\* Proprietor  Managing Partner  Director  Authorized Signatory   
KAVIBASAVACHARI
- Telephone No.  
Office/Shop Landline: (STD Code) [ ] [ ] [ ] [ ] [ ] [ ] [ ] [ ] [ ] [ ] [ ] [ ]  
Residence Landline: (STD Code) [ ] [ ] [ ] [ ] [ ] [ ] [ ] [ ] [ ] [ ] [ ] [ ]  
Mobile\* +91 9742712345 WhatsApp Mobile +91 9742712345  
Email ID\* KAVIBASAVACHARI@GMAIL.COM
- Preferred mode of communication Email  Pn  Whatsapp
- Income Tax Permanent Account No\* KAEPAN567890
- Is the applicant registered under GST\* Yes  No
- If yes, is the applicant registered under Composite Scheme of GST Yes  No
- GST No 09A12345678901234
- Pesticide Licence No\* KA/12345678901234 valid up to [ ] [ ] [ ] [ ] [ ] [ ] [ ] [ ] [ ] [ ] [ ] [ ]  
Issued By DDA
- Micro nutrient Licence No\* [ ] [ ] [ ] [ ] [ ] [ ] [ ] [ ] [ ] [ ] [ ] [ ] valid up to [ ] [ ] [ ] [ ] [ ] [ ] [ ] [ ] [ ] [ ] [ ] [ ]  
Issued By [ ] [ ] [ ] [ ] [ ] [ ] [ ] [ ] [ ] [ ] [ ] [ ]

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



Name\* KAVIBASAVACHARI

Gender\* Male  Female

Relationship with Applicant\* Owner  Partner  Director  Others

For Sri Beeralingeswara Krishna  
Kendra

Signature: [Signature]  
PROPRIETOR

Date: 12/08/2024

**PART B: BUSINESS BACKGROUND OF APPLICANT**

- 13) Year of Establishment: 2018
- 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
NACL Agri Chem.	10	STONK pesticides	5 lac
Zuari Agro Chemicals	12	emboze Glyphosate	6 lac

- 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
Zuari Agro Chemical	12	19:19:19	15 lac
Cormacal Fertilizer	10	10:26:26 6 lac	20 lac
Spice	6	20:20:0:13 0.8	15 lac
Free	5	20:20:0:13	15 lac

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
Harporakali	25 cror	6	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 all fertilizer
- Seeds  as Distributor of Heise Dwar
- Others  (specify) By Baie Heise Dwar

- 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
- Cement & Steel

**PART C: MARKET INTELLIGENCE & SALES PLAN**

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

Harepanalali - Talaha.

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

Type	Crop	Approx. Area	Approx. Volume
Field Crops	Maize	1000 Acre	20000
Field Crops	Cotton	200 Acre	20000 bales
Field Crops	Jowar	500 Acre	15000
Vegetables	chilly	100	100kg
Vegetables	Bhendi	150	50kg
Others			
Others			
Others			

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

Molecules	Crops	Key Brands	Approx. Volume
Glyphosate	Maize veg	Zuahi	3000

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

Molecules	Crops	Key Brands	Approx. Volume
Saato	upl Vegetables	OPL	2000

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

Molecules	Crops	Key Brands	Approx. Volume
Emboy	Maize	Zuel	10000
Proton	veg		
Chlorpyrifos	Cotton		

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

Products	Crops	Key Brands	Approx. Volume
Zuahi Agri	Maize	Zuahi	600000L
Commodal	Cotton	ATL	800000
Zinca	Bhendi	NACL	200000
Mg	Bojar		

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

Name of the Product	Quantity	
	Year 1	Year 2
Herbicides	5000	10000
Herbicides	5000	10000
Fungicides	5000	7500
Fungicides		
Pesticides	1000	2000
Pesticides	1000	2000
Micronutrients		
Micronutrients	3000	2000

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

Product. IN time Supply. & packing. Attractive

**PART D: FINANCIAL INFORMATION OF APPLICANT**

30) Primary Bank Account of Business\*

Name of the Bank STATE BANK OF INDIA

Name & address of Branch NDS/55 HOSPETER ROAD HARAPANATA U.L.  
VIJAYANAGAR DISTRICT 583209

IFSC Code of Branch SBI0040117

Account No 640990910357 Type of Account: Savings/Current/OD

31) Does the applicant have CC/OD facility from any bank? Yes  No

If Yes, Name of Bank STATE BANK OF INDIA

Name & address of Branch

CC/OD Limit (Approx. in Rs lakhs) 7200000000

32) Security Deposit\* of Rs. 100000 paid through  Cheque No. 6999911 / RTGS

33) Is the Office/ Shop used by the Distributor, owned by the Distributor? Yes  No

If Yes, approx. size 81000 sq ft Address: KUNCHURU VILLAGE

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

35) If Yes, approx. size 10000 sq ft Address:

36) Number of staff employed by the applicant 04

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](mailto:uaci.ngp2@gmail.com) / [customer.care@universalagri.in](mailto:customer.care@universalagri.in)

Mobile No: +91 7410040857 / 8336929010

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 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. 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, A. KARIYAPPA acting on behalf of Sri Beeralingeshwara Krushi Kendra, Kunchuru(Pt)-583213 Haraoanahalli Tq, Vijayanagara Dt  
 (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

For: Sri Beeralingeshwara Krushi Kendra

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(Signature of Representative\*)

Date: 19/08/2024

Place: KUNCHURU

For: Sri Beeralingeshwara Krushi Kendra

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(Stamp of Distributor\*)

Name of Company Official	Signature of Company Official

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)

Credit Limit Required (in Rs Lakhs)

8 LAC Eight LAC  
4 LAC four LAC

Approved By: (all forms have to be approved by respective GICs)

Name of Company Official	Signature of Company Official