



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

- 1) Name of the Organization* **LOKENATH BEEJ BHANDARI**
- 2) Full Postal Address for correspondence*:
Type of Location: Office Shop Godown Residence
Street Name **VILL-DEVLA**
P.O **NAZRA** District **SOUTH 24 PARAGANAS**
State **WEST BENGAL** PIN Code **743375**
- 3) Nature of the Entity*: Sole Proprietorship Partnership Private Limited Co.
Cooperative/ Society Others (Specify) _____
- 4) Name of Representative*: Proprietor / Managing Partner / Director / Authorised Signatory
MANJU BHANDARI
- 5) Telephone No:
Office /Shop Landline: (STD Code) _____
Residence Landline: (STD Code) _____
Mobile*: +91 **9735580053** WhatsApp Mobile: +91 **8017914409**
Email ID*: **Prikubhbandariy321@gmail.com**
- 6) Preferred mode of communication: Email Ph. Whatsapp
- 7) Income Tax Permanent Account No*: **BKXP801665**
- 8) Is the applicant registered under GST*: Yes / No
- 9) If yes, is the applicant registered under Composite Scheme of GST: Yes / No
- 10) GST No _____
- 11) Pesticide Licence No* **P17883** Valid Up to* ____/____/____
Issued By _____
- 12) Micronutrient Licence No* _____ Valid Up to* ____/____/____
Issued By _____

Signature and Photograph of Person Authorized to Represent the Applicant



Name* **MANJU BHANDARI**

Gender*: Male Female

Relationship with applicant*: Owner Partner Director Others

Manju Bhandari
Signature*

Date: **02/12/2021**

PART B: BUSINESS BACKGROUND OF APPLICANT

- 13) Year of Establishment: 2016
- 14) Number of years for which you are dealing in Pesticides / Micronutrients: 18
- 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
APOLLO GROUP OF COMPANIES	1 year	PAWAN	1 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
KULPI,	60,000	3	1. Bablu Halder 2. Pijush Halder 3.
HATUGANJ	50,000	1	1. Milan Mondal 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 D: FINANCIAL INFORMATION OF APPLICANT

Listed
1.

- 30) Primary Bank Account of Business*:
 Name of the Bank **CANARA BANK**
 Name & address of Branch **SARAJHI BRANCH**
 IFSC Code of Branch **CNRB0001717** Type of Account: Savings/Current/OD
 Account No **1717101011010** Yes / No
- 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. **468417** / 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 C: MARKET INTELLIGENCE & SALES PLAN

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

Deulia More

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

Type	Crop	Approx. Area	Approx. Volume
Field Crops	TOMATO, BEANS		
Field Crops	BEANS		
Field Crops			
Vegetables	GHENDI		
Vegetables	CHILLI		
Vegetables			
Others			
Others			
Others			

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

Molecules	Crops	Key Brands	Approx. Volume

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

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	DESTRO 71	200kg	250kg
Herbicides	L MINATOR	100L	150L
Fungicides	COSMIC 720	20kg	50kg
Fungicides	TOKY	50L	60L
Pesticides	Strike 550	300L	500L
Pesticides	CHAKKA		
Micronutrients	DEVIL		
Micronutrients	RJK GOLD		

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

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 F..." then the company will levy a cheque Dishonor charge on the Distributor without prejudicing its right to seek 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 also offer Cash Discounts for paying dues within 90 days, the details of which are usually provided in the Price List or Scheme 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 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. ✓ Manju Bhandari acting on behalf of LOKENATH BEEJ 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

✓ Manju Bhandari
 (Signature of Representative of Distributor*)

MANJU BHANDARI
Manju Bhandari
 (Stamp of Distributor) Proprietor

Date: 10/01/23
 Place: Dewul & More.

Name of Company Official	Signature of Company Official
<u>BISWANATH PANDA</u>	<u>B. Panda</u>

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 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 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 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 communication 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 price 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, in special circumstances, the company agrees to accept payment in cash, the Distributor is required to obtain a 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
Distributorship Form			
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		
Supporting Documents			
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)	

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



FORM III

Govt. of West Bengal
Dept of Agriculture

office of the DDA (Admin) South 24 Parganas

LICENCE TO SELL, STOCK OR EXHIBIT FOR SALE OR DISTRIBUTE INSECTICIDES
[See sub-rules (4) of rule 10]

1. License Number **P17883** Digitized License for 25/18/2000/100017/URL
Date of Issue: **01/01/2018**
License to **Sell, stock/exhibit for sale/distribution of insecticides** for District : **South 24 Parganas** in the premises situated at **Annexure - A**
is granted to -

M/s **LOKENATH BEEJ BHANDAR**

Name of the Applicant: **Manju Bhandari**

Shop Address :

Jl no : 112 , Dag no : 1248 , Khatian no : 332 , Road : VOLARHAT , Mouza : Deula , Block : MOGRAHAT - I , Subdivision :Diamond Harbour , District :South 24 Parganas , State :West Bengal

Email : **pikubhandary321@gmail.com**

Mobile no : **9735580053**

as specified here under:— **Annexure - B**

2. The insecticide(s) shall be **Sell, stock/exhibit for sale/distribution of insecticides** under the direction and supervision of the following expert staff:

(a) For **Sell, stock/exhibit for sale/distribution of insecticides** :
SUSOBHAN BHANDARY (1 year Diploma Course(DASEI))

3. The licence is subject to such conditions as may be specified in the rules for the time being in force under the **Insecticides**

Act, 1968 as well as the conditions on the certificate of registration and others as stated below.

Place: _____

Dated : _____

(Signature of the licensing officer)

✓ **Manju Bhandari**



ভারত সরকার
Government of India



মঞ্জু ভান্ডারী
Manju Bhandari
পিতা : সন্তোষ সর্দার
Father : SANTOSH SARDAR
জন্মতারিখ / DOB : 26/04/1969
মহিলা / Female



8835 6058 9489

আধার - সাধারণ মানুষের অধিকার



আধার

ঠিকানা:
নাজরা, পশ্চিম পাড়া, দেউলা,
নাজরা, দক্ষিণ ২৪ পরগনা,
মগরাহাট ১, পশ্চিম বঙ্গ,
743375

ভারতীয় বিনয়িত পরিচয় প্রাধিকরণ
Unique Identification Authority of India

Address:
NAJRA, PASCHIM PARA, Deula,
Nazra, South 24 Parganas,
Magrahat - I, West Bengal,
743375

8835 6058 9489

1817
1800 300 1547

✉
help@uidai.gov.in

www
www.uidai.gov.in

आयकर विभाग

INCOME TAX DEPARTMENT



भारत सरकार

GOVT. OF INDIA

MANJU BHANDARI

SANTOSH KUMAR SARDAR

26/04/1969

Permanent Account Number

BKXPB0166J

Signature

Signature



In case this card is lost / found, kindly inform / return to :
Income Tax PAN Services Unit, U11TSL
Plot No. 3, Sector 11, CBD Belapur,
Navi Mumbai - 400 614.

इस कार्ड के खोने/पाने पर कृपया सूचित करें/ लौटाएं :
आयकर पैन सेवा यूनिट, यू 11 टी एस एल,
प्लॉट नं. 3, सेक्टर 11, सी बी डी बेलपुर,
नवी मुंबई - 400 614

STATEMENT OF ACCOUNT

CANARA BANK
Account Branch
IFSC
MICR

1717-SARACHI 743375
CNRB0001717
700015503

DATE: 26-12-22 13:51:03 PM

Account No
Product Name
Customer ID
Customer Name
Address

1717101011010
CANARA SB GENERAL
70244420
Mrs MANJU BHANDARI
WO SANTU BHANDARI
VILL DEULA
PO NAZRA
24 PGS SOUTH
WEST BENGAL
IN
743375

Nominee Reference num:
Nominee Name
Account Title
Joint Holder's/Authorised
Person's Name

171700013189
REFER APPLICATION
MANJU BHANDARI

Period :
Name Currency :
Swift code:

01-01-2022 To 26-12-22
INDIAN RUPEE
CNRBINBB

	VALUE DATE	BRANCH	REF/CHQ.NO	DESCRIPTION	WITHDRAWS	DEPOSIT	BALAN
22	01-JAN-22	0		B/F ...	0.00	5,511.64	
22	31-JAN-22	1717		SBINT FOR THE PERIOD FROM 01-NOV-21 TO 31-JAN-22	0.00	40.00	
22	30-APR-22	1717		SBINT FOR THE PERIOD FROM 01-FEB-22 TO 30-APR-22	0.00	39.00	
22	02-JUN-22	33	215310001839	FI-TAB-TPD(DEPOSIT)-ONUS-215310969314-T5010515-DR-1717201000185-CR-1717101011010	0.00	500.00	
22	19-JUN-22	1717		SMS ALERT CHARGES NEW	18.00	0.00	
22	06-JUL-22	33	218708007911	FI-TAB-TPD(DEPOSIT)-ONUS-218708432614-T5010515-DR-1717201000185-CR-1717101011010	0.00	10,000.00	
JL-22	11-JUL-22	1760	000549468408	CHQ PAID-MICR INWARD CLEARING- APOLLO BIO SCIENCES-HDFC BANK LTD.-H D F C BANK LTD	10,000.00	0.00	
22	16-JUL-22	1717	000000000000	CASH DEPOSIT SASOBHAN BHANDARI SARACHI	0.00	32,000.00	
22	21-JUL-22	1760	000549468409	CHQ PAID-MICR INWARD CLEARING- GREEN APOLLO BIO SCIENCE-STATE BANK OF INDIA (SBI)-STATE BANK OF INDIA	32,000.00	0.00	
22	31-JUL-22	1717		SBINT FOR THE PERIOD FROM 01-MAY-22 TO 31-JUL-22	0.00	60.00	
22	06-SEP-22	1760	000549468410	I/W CHQ RETURN-	21,950.00	0.00	



SARACHI
SARACHI, WEST BENGAL - 743375
IFSC : CNRB0001717

MULTI-CITY SB

Valid for three months only from the date of instrument

D D M M Y Y Y Y

Pay UNIVERSAL AGRO CHEMICAL INDUSTRIES

या धारक को or Bearer

Rupees रुपये

अदा करें

₹

A/c. No.

1717101011010

468416

Payable at par at all our branches in India

MANJU BHANDARI

Manju Bhandari

Please sign above

⑈468416⑈ 700015503⑈ 000549⑈ 31



SARACHI
SARACHI, WEST BENGAL - 743375
IFSC : CNRB0001717

MULTI-CITY SB

Valid for three months only from the date of instrument

D D M M Y Y Y Y

Pay UNIVERSAL AGRO CHEMICAL INDUSTRIES

या धारक को or Bearer

Rupees रुपये

अदा करें

₹

A/c. No.

1717101011010

468413

Payable at par at all our branches in India

MANJU BHANDARI

Manju Bhandari

Please sign above

⑈468413⑈ 700015503⑈ 000549⑈ 31



SARACHI
SARACHI, WEST BENGAL - 743375
IFSC : CNRB0001717

MULTI-CITY SB

Valid for three months only from the date of instrument

D D M M Y Y Y Y

Pay UNIVERSAL AGRO CHEMICAL INDUSTRIES

या धारक को or Bearer

Rupees रुपये

अदा करें

₹

A/c. No.

1717101011010

468415

Payable at par at all our branches in India

MANJU BHANDARI

Manju Bhandari

Please sign above

⑈468415⑈ 700015503⑈ 000549⑈ 31