

Sidharudh. A. Digse - Hubli



## 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\* **PANDI TRADING COMPANY**
- Full Postal Address for correspondence\*  
Type of Location: Office  Shop  Godown  Residence   
Street Name **A AND D APMC YARD SHOP NO P36APMC**  
**YARD AMARGOL HUBBALLI 580025**  
P O **AMARGOL** District **DHARWAD**  
State **KARNATAK** PIN Code **580025**
- Nature of the Entity\*: Sole Proprietorship  Partnership  Private Limited Co.   
Cooperative/ Society  Others  (Specify) \_\_\_\_\_
- Name of Representative\*: Proprietor  / Managing Partner  / Director  / Authorised Signatory   
**PANDIARAJAN KANNADASAN KANNADASAN**
- Telephone No:  
Office /Shop Landline: (STD Code) \_\_\_\_\_  
Residence Landline: (STD Code) \_\_\_\_\_  
Mobile\*: +91 **9742811916** WhatsApp Mobile: +91 **9742811916**  
Email ID\*: **panditradingcompany99@gmail.com.**
- Preferred mode of communication: Email  Ph  Whatsapp
- Income Tax Permanent Account No\*: **CTYPK6321E**
- Is the applicant registered under GST\*: Yes  / No
- If yes, is the applicant registered under Composite Scheme of GST: Yes  / No
- GST No **29CTYPK6321E1ZU**
- Pesticide Licence No\* **JDA/DH/PL/PE/19/2022/57** Valid Up to\* **2020-21** \_\_\_\_\_ / \_\_\_\_\_ / \_\_\_\_\_  
Issued By **JDA DHARWAD**
- Micronutrient Licence No\* \_\_\_\_\_ Valid Up to\* \_\_\_\_\_ / \_\_\_\_\_ / \_\_\_\_\_  
Issued By \_\_\_\_\_

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



Name\* **PANDIARAJAN KANNADASAN**  
**KANNADASAN**

Gender\*: Male  Female

Relationship with applicant\*: Owner  Partner  Director  Others

**For Pandi Trading Company**

**K. Pan**  
Signature\*

**Proprietor**

Date: **08 09 2025**

**PART B: BUSINESS BACKGROUND OF APPLICANT**

- 13) Year of Establishment: 2020
- 14) Number of years for which you are dealing in Pesticides / Micronutrients: SIX
- 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
BASF	02	PRIOXER	10 LAKH
BHASKAR	03	ENGINE	15 LAKH
GODREJ AGROVET	02	DOWNRL	20 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
CHITARI	05	KING	04 LAKH
GROW SAFE	04	GREEN GOLD	10 LAKH

- 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
HERBALLI	10 LAKH	01	1. P. K. AGRO 2. 3.
DHRWAD	08 LAKH	02	1. GAJANAN TRADERS 2. 3. CHANDRU SEEDS
			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 GANGA KAVERI  
 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)\*?

DHRWAD AND HERBALLI

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

Type	Crop	Approx. Area	Approx. Volume
Field Crops	GREEN GRAM	70%	20 LAKH
Field Crops	BLACK GRAM	20%	10 LAKH
Field Crops	SOYABIN	10%	05 LAKH
Vegetables			
Vegetables			
Vegetables			
Others			
Others			
Others			

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

Molecules	Crops	Key Brands	Approx. Volume
INDOXIL	GREEN GRAM	BIGUL	10 LAKH
SWAL	BLACK GRAM	PATELA	08 LAKH
CRYSTAL	SOYABIN	AMORA	05 LAKH

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

Molecules	Crops	Key Brands	Approx. Volume
BAYER	GREEN GRAM	NATIVO	12 LAKH
BASE	BLACK GRAM	PRIOXER	10 LAKH
SYNGENTA	SOYABIN	AMIDSTAR TOP	08 LAKH

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

Molecules	Crops	Key Brands	Approx. Volume
FMC	GREEN GRAM	CORAGEN	10 L
BHASKAR	BLACK GRAM	HURT	08 L
BIOST-D	SOYABIN	EVIDENT	05 L

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

Products	Crops	Key Brands	Approx. Volume
CHITART	GREEN GRAM	KING	10 L
SYNGENTA	BLACK GRAM	ISABIN	08 L

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

Name of the Product		Quantity	
		Year 1	Year 2
Herbicides	TABALA	100 LTR	200 LTR
Herbicides	THIPER 10	100 LTR	200 LTR
Fungicides	TOXY	100 LTR	200 LTR
Fungicides	SPUR 90Z	100 LTR	200 LTR
Pesticides	STRIKE SUPER	200 KG	400 KG
Pesticides	EMZO	100 LTR	200 LTR
Micronutrients	ZOOM	200 KG	400 KG
Micronutrients	ZINOVIT	100 LTR	200 LTR
		200 KG	400 KG

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

Please

Supply Goods in Season Immediatly.

**PART D: FINANCIAL INFORMATION OF APPLICANT**

30) Primary Bank Account of Business\*:

Name of the Bank CANARA BANK  
 Name & address of Branch CANARA BANK BN NAGAR  
BRANCH HUBLI  
 IFSC Code of Branch CNRB0001382  
 Account No 125005002586 Type of Account: Savings/Current/OD

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

If Yes, Name of Bank CANARA BANK  
 Name & address of Branch CANARA BANK BN NAGAR  
BRANCH HUBLI  
 CC/OD Limit (Approx. in Rs lakhs) 01 LAKH 1 crore.

32) Security Deposit\* of Rs 20000 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 THREE

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

If Yes, Number of such vehicles 2 used for Business  / Personal  / Both

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

If Yes, Number of such vehicles 0.1 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**

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, K. PANDIARAJAN acting on behalf of PANDI TRADING COMPANY  
 (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 Pandi Trading Company

K. Pan

(Signature of Representative of Distributor\*)

**PANDI TRADING COMPANY**  
 C2/11 'A' APMC Yoad,  
 Amarjol, HUBLI-580 025,

(Stamp of Distributor\*)

Date: 08-09-2025

Place: HUBLI

Name of Company Official	Signature of Company Official
<u>Sidhasuvelu. A.D</u>	<u>[Signature]</u>

Shankar Gauda  
Branch

[Signature]

**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)	25 LAKH
Credit Limit Required (in Rs Lakhs)	05 LAKH

<b>Approved By:</b> (all forms have to be approved by respective GICs)	
Name of Company Official	Signature of Company Official
Mr. Prabhakar Kumar	

Mr. Siddharth A.D.      Siddharth