

SAMBHAR SALTS LIMITED
(A Govt. Enterprise)
SUBSIDIARY OF: HINDUSTAN SALTS LIMITED
B-427, PRADHAN MARG, MALVIYA NAGAR,
JAIPUR-302017

**TERMS AND CONDITIONS FOR APPOINTMENT OF
DISTRIBUTOR AT DISTRICT LEVEL IN RAJASTHAN**

1) Scope of Work

The company SSL, (Here-in-after called The Company) shall offer their products to the Distributors for its marketing and selling in the territory authorized. Distributors will market Company's products, to be provided by the Company, on their demand.

2) Authorized Territory

The Company shall appoint you as a Distributor for a particular district or more in Rajasthan and you will be authorized to sell company's products within your authorized territory i.e. with in your assigned districts, for which you are appointed.

3) Appointment of Dealers

Distributor will appoint dealers at the level of Tehsil to ensure the availability of Sambhar salt at each & every village level of the District in consultation with the Company.

4) Product & Price

Sambhar Brand-DOLAMARU edible salt ISI Standard & Iodized as per PFA standards packed in one Kilogram poly pack and in 50 kilogram packing.

While the Distributor should ensure that product should not be sold to the consumers, above than the MRP available on the pack.

The selling price of the product shall be intimated by the company and any trade discounts and consumer schemes will be announced time to time and to be reviewed by the company. The distributor will be allowed maximum of 7 to 8% margin to deliver the salt to dealers as per the pricing strategies worked out by SSL.

5) Monthly Target of Lifting

The yearly target of lifting of salt for your area has to be fixed mutually and as per market potential. The target committed is to be completed on yearly basis and performance would be reviewed quarterly basis.

6) Order for Supply of Salt

The Distributors will place order on M/S Sambhar Salts Limited, Jaipur but the order for supply should not be less than the truck load i.e. 20 MT. On receipt of supply order along with payment of cost of salt The Company will arrange supply of salt as per requirement; to the given station but that station should be in the Distributors authorized territory.

7) Supply of Salt

As above, salt is to be supplied on truckload basis only. Company will arrange dispatches immediately within seven days on receipt of order.

8) Rates of Supply

Company shall supply the salt at the notified prices and Distributors would be intimated immediately on any revision by a circular notifying the Price.

9) Payment

Payment of cost of salt, as per order, is to be remitted with the company through Cash/DD/Cheque, along with supply order.

10) Delivery Period

Dispatches will be made immediately on availability of salt or within 7 days from the date of receipt of order.

11) Fixing of Selling Price

Distributor selling Price of salt for their territory should not be more than the MRP printed on the pack and according to SSL price list.

12) Publicity of the Product

Publicity plan as per the discretion of SSL management will be implemented time to time to create brand image & consumer awareness.

13) EMD/Security Deposit

An Earnest money deposit amounting to Rs. 10000/- is to be deposited with the company in the form Cash/DD/Bank guarantee/FDR favoring Sambhar salts Ltd, payable at Jaipur which will be kept with company for the successful execution of the contract.

14) Certification of Quality

Company will provide the analysis report of the product supplied to the distributor for each consignment, on demand of the distributor.

Quarterly distributor & dealers meet will be organized in which issue related to increase market share, promotion schemes etc. will be discussed and SSL expect distributor & Dealers (Sambhar Mitra) to be part of the organization.

15) Force Meajure

The above Contract shall be further be subjected to all the force meajure conditions.

16) Arbitration

Any dispute under this contract shall be subject to Arbitration & Conciliation Act 1996 and arbitration proceeding will be at Jaipur (Raj.) in accordance with Indian Laws as on the date of arbitration and as amended from time to time. C&MD of HSL will act as Sole Arbitrator.

17) Jurisdiction

All action at law or suits arising out of or in connection with this contract or the subject matter be instituted in the Appropriate court at Jaipur(Rajasthan) only.

18) Sales Tax

At present Sales Tax is not applicable on sale of edible salt.

Initially you will be appointed as distributor for the respective areas in Rajasthan for a period of one year, but the same can be extended, if performance is found good/up to the mark. However in case of unsatisfactory performance of this contract, the Company may set aside the contract/appointment by giving 30 days notice and security deposit shall stand forfeited.

I/We agree to abide by the above terms & conditions of the Company as a distributor.

Accepted

For & on behalf of

Date _____
Time _____
Place _____

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APPLICATION FORM
Business Associate - Basic Information Sheet (For SSL)

Name																											
Name of Father / Husband																											
Date of Birth (dd/mm/yyyy)																											
Qualification							Sex							M/F							Marital Status						
Residential Address																											
	City													Pin													
Owned				Rented				State																			
Office Address / Proposed Address																											
	City													Pin													
Owned				Rented				State																			
Country										Nationality																	
Phone Number	Office																										
	Residence																										
	Other (Mob)																										
E mail Id													Pan No														

Financial Details

Turn Over per Annum	Below Rs. 1 Cr	
	Between Rs. 1 Cr to Rs. 5 Cr	
	Between Rs. 5 Cr to Rs. 10 Cr	
	Between Rs. 10 Cr to Rs. 25 Cr	
	Above Rs. 25 Cr	

Experience in Consumer Market

Total Experience		Worked as	Distributor		Stockist		Other	
Years		Associated with						
Months								

Preference for Distribution Area

	1		2		3
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Business Projection (Edible salt)

From the date Of Incorporation	Dealers to be Introduced(no's)	Average Volume / Month(MT)	Average Trading Area Volume / Month(MT)	% of SSL DOLAMARU
Within 3 Month				
Within 6 Month				
Within 1 Year				

Signature:

Date: ___ / ___ / _____.

Place :