

APPLICATIONS FOR OTHER STATE DISTRIBUTORS

(except Haryana, Delhi & Chandigarh)

The Haryana State Cooperative Supply & Marketing Federation Ltd. (HAFED) with its registered Corporate Office in Sector-5 Panchkula Haryana, is one of the leading manufacturer of consumer edible quality products such as Rice, Mustard Oil, Atta, Sugar etc.

Firm / Agency / Person with strong financial standing and excellent operational background are invited to apply for distributorship for sale of Hafed Consumer Products i.e. Rice, Mustard Oil, Atta, Sugar etc. for different State in India (except Haryana, Delhi & Chandigarh).

Interested parties can download the detailed terms & conditions for Hafed Distributorship from Hafed website i.e. <http://hafed.gov.in> , mentioned under tender section and apply for Hafed Distributorship upto 21.09.2020 upto 5:00 P.M.

For any clarification / details the party may email us at hafedmarketing1@gmail.com along with the party's profile and communication details.

Hafed reserves the right to reject any or all applications without assigning any reason.

MANAGING DIRECTOR,
HAFED PANCHKULA

APPLICATION FORM FOR OTHER STATE DISTRIBUTORSHIP

(PROFILE DETAILS)

1) BASIC INFORMATION:

1. Name of the Distributor _____
(Mr./Mrs. Ms.) _____
2. Name of the Company / Firm _____
3. Permanent Address:- _____
Town: _____ City: _____ State: _____
Phone No _____ Mobile No. _____ Fax No. _____

- 2) GST No. & DATE _____
(Copy to the attached) _____

- 3) FSSAI Lic. No. _____
(Copy to the attached) _____

- 4) PAN Card _____
Aadhar Card _____
Residence Proof _____

5) CONSTITUTION OF DISTRIBUTOR

1. Proprietorship/partnership/private: _____

Limited Co./Public Limited Co./Others
(Please specify) _____

2. Details of Proprietors/Partners/Directors:

Name	Address & Telephone No	Residence Address & Telephone No	Qualification

3. Particulars of Sister Concern/Allied Concern: _____

Name	Address & Telephone No	Nature of Business	Approx. Turnover (Rs. In lakhs /Annual)

6) EXPERIENCE IN LINE

- i. Products being handled: _____

- ii. Brand Name: _____

- iii. Name of Manufacturers: _____

- iv. Whether distributor or
Any other (please specify): _____

13) Expected monthly turnover/off take of Hafed product

Name of Product (Rice, Mustard Oil, Refined Oils, Sugar, Dalia, Atta)	Expected monthly Turnover Rs.
1.	
2.	
3.	
4.	
5.	
6.	
7.	

DECLARATION

I/We, the undersigned, have gone through the terms & conditions annexed with the application form for my/our appointment as the Other State Distributor of Hafed Consumer Products. I/We, fully understand the implications of eligibility criteria and the terms & conditions as annexed at Annexure-1 and therefore bind myself/ourselves into a contract with Hafed as per the Indian Contract Act, 1872 and other.

Date:

Signature _____

Name _____

Designation _____

Place:

Company Seal.

ANNEXURE-I

TERMS AND CONDITIONS FOR APPOINTMENT OF OTHER STATE DISTRIBUTOR (OSD)

1. OSD shall furnish an irrevocable bank guarantee amounting to Rs.10 lacs (Rs. Ten lacs only) for having exclusive rights of storages, handling, distribution and marketing of Hafed's brand of products. The products would include different varieties of Rice and its variants, Atta (i.e. Desi Wheat-306, Desi Wheat Atta & Whole Wheat Chakki Atta), Whole Wheat Dalia, Edible Oil (i.e. Kachchi Ghani Mustard Oil, Refined Cottonseed oil & Refined Soyabean Oil) except Sugar (its rates are on the daily basis) of bulk/ consumer packing or any other item of Hafed for other state. The material will be supplied to OSD within the bank guarantee i.e. 90% value of bank guarantee.
2. Initially OSD will be appointed for six months, which will be gradually extended on the basis of satisfactory performance.
3. OSD shall be responsible for establishing the requisite sales network by appointing distributors, sales personnel etc. and undertake advertisement and promotional expenses, as deemed necessary, for promoting the sale of Hafed brand product in other states.
4.
 - i. The stocks shall be issued against the written indent. The payment of the stocks shall be made through DD/RTGS in Hafed bank account. Stocks once issued shall not be taken back.
 - ii. The transportation cost shall be borne by the OSD cum Super stockiest or alternatively he can lift Hafed products from Hafed Complex, Taraori (Distt. Karnal, Haryana) at his own cost.
5. OSD will be required to deposit the security amount of Rs.1,00,000/- (Rs. one lac) (refundable) and no interest will be paid on the security.
6. 30 days credit period shall be allowed to the OSD for payment against bank guarantee. The products will be supplied against the value of bank guarantee, in case, the payment has not made within 30 days (credit period) that the Hafed is free to revoke the bank guarantee and the further material will be supplied after renewal of the bank guarantee and so on.
7. All books of accounts, records, vouchers and other related records register shall be true and correctly maintained by the OSD cum Super stockiest and the same

will be available in the OSD's office for the inspection at any time by the Hafed's authorized officers/officials.

8. OSD shall not open or tamper with the original packing of Hafed products.
 9. OSD shall ensure sale of stocks issued/invoiced against indents, by adding reasonable margin, as deemed appropriate, for sale of Hafed products through the distribution network in other states.
 10. The stock shall be invoiced/ delivered at approved rates of Hafed which shall be conveyed to the OSD at the time of order.
 11. OSD shall procure the requisite licenses as may be required by the authorities in other states for the purpose of storage, handling, distribution and marketing of Hafed products and shall have these updated as required under the law including the maintenance of records and filing of returns etc. and shall keep Hafed wholly indemnified against all liabilities that may arise from non-compliance with statutory requirements of law of land.
 12. OSD shall hire covered godown space (not less than 1000 sq.ft) to store Hafed products.
 13. The insurance of the stocks so stored at the godown of OSD, shall be bought by OSD only.
 14. OSD shall be allowed commission on gross sales (without GST) towards sale promotional activities which would include the appointment of sales persons, wall paintings, POP, product promotional schemes etc. as per Hafed policy from time to time subject to verification from Hafed, H.O. Panchkula.
 15. The ordered quantity must be one truck load or multiple thereof.
 16. Hafed can fix / change monthly sale target at any time during the currency of contract. However, at present, monthly sale target of the OSD shall be on all products 5 to 10 lac per month.
 17. Monthly sale target of the OSD shall be Rs.5 to 10 lacs, OSD shall be entitled to special incentive on achievement of target as given below:

For 100% achievement of target	1.5%
For 101% to 120% achievement of target	1.75%
Above 120%	2.00%
- The amount for the sale incentive shall be reimbursed / credited to OSD on quarterly basis and on receipt of their claim.
18. Any notice required to be given by either party of the other should be delivered at the registered addresses in both the cases.
 19. Penalty Clause: The OSD is bound to achieve the target settled by Hafed. In case of failure to achieve the targets consecutively for three months (first

quarter), Hafed shall be at liberty to impose 50% cut on the commission structure and further failure to achieve the targets for another consecutive time of three months (second quarter), Hafed shall be at liberty to impose 80% cut on the commission structure for non-achievement of targets, for their quarter, shall put Hafed at liberty to cancel the OSD.

20. Invocation of bank guarantee: In case of non-payment within the period admissible under 30 days shall put Hafed at liberty to invoke bank guarantee whole or proportionate.

21. Hafed shall have the right to terminate the appointment of OSD on breach of any of the above terms and conditions immediately. In case the OSD wants to terminate the appointment, the agreement can be terminated by giving notice of 30 days. All the claims will be settled within 30 days of termination/ term notice of contract.

22. In case of any dispute the matter shall be refereed to Managing Director, Hafed or his nominee for adjudication of the dispute, who shall act as sole arbitrator under the Arbitration and Conciliation Act 1996, whose decision shall be final and binding on both the parties.

23. All the proceedings under this contract or otherwise shall take place within the jurisdiction of Panchkula Courts only.

Note: The agency / party must submit the mandatory documents such as FSSAI License No., GSTin No., PAN Card, Aadhar Card, Residence Proof and any other document which Hafed may require for appointment of agency as Hafed OSD.