

FOR PRODUCT DISTRIBUTOR

Terms & Conditions for Appointment of Product Distributor

1. Eligibility :

- a. Financially sound.
- b. At least two-year experience in Perishable Goods like Milk Products or FMCG business.
- c. He/ She shall have own Godown Facilities.
- d. He/ She shall have Refrigerated/ Insulated Vehicle.
- e. He/ She shall have Cold Chain facilities like freeze, bottle cooler etc.
- f. He/ She shall have adequate field staff.
- g. He/ She shall have valid GST Number.
- h. He/ She shall have valid Food License.
- i. Area applied should not affect the sale of existing Distributor/s of Omfed.
- j. He/She should not adopt any unfair means for allotment of said Distributorship.
- k. He/ She should make efforts to increase the sales turnover reasonably for the allotted area for business.

2. Selection and Allotment :

- (a) The party who fulfills the eligibility criteria may be called for detail discussion within 15 days of the application received. If the applicant does not get any information from office within 30 days of the submission of the application, it should be presumed that the application is rejected due to not fulfillment of selection criteria.
- (b) Allotment Order will be issued to the selected Applicant with a request to execute an Agreement between Applicant and Omfed. Before execution of Agreement, the Applicant has to deposit Rs.10,000/- in shape of Demand Draft for Interest Free Security.
- (c) On allotment, the Distributor has to brand the Godown and Vehicle as per Omfed colour specification.
- (d) The Distributor has to start his business within 30 days of allotment. Otherwise his/her allotment will be cancelled by Omfed on 15 days notice to the allottee. The security deposit will be forfeited.

3. Operation :

- (a) The Distributor has to place indent at least 2 days in advance at concerned marketing office.
- (b) The Distributor to deposit advance money of products indented at the designated banks of Omfed/ concerned Marketing Office of Omfed.
- (c) The Products will be delivered to the Distributor ex Dairy or nearest store point. No transportation cost will be paid.
- (d) The Distributor or his/her authorized representative has to physically present at the time of delivery point to check the quantity and quality. No claim/ return is entertained after receiving the material other than genuine quality complain.
- (e) The Distributor has to carry the products in Refrigerated/ Insulated Vehicle only.
- (f) For complain relating to quality, same should be registered (in written) within 12 hours of supply for exchange. After 12 hours, no complain must not be entertained.

4. Cancellation and Termination :

Omfed has the right to cancel/terminate, if the allotted Distributor:

- (a) Does not start his business within 30 days of allotment.
- (b) Sells Competitor Brand Milk and Milk Products other than Omfed.
- (c) Sells narcotic materials like Pan, Cigarette, Tobacco, Foreign Liquor etc.
- (d) Does not achieve the target fixed time to time by Omfed.
- (e) Sublets the distributorship to other.
- (f) Any other practice, which hampers the reputation and business of Omfed.

On Cancellation, only 90% of the Security Deposit will be paid for full and final settlement after availing “**No Dues**” from the concerned Dairy.

APPLICATION FORM FOR NEW PRODUCT DISTRIBUTOR					
A	PERSONAL DATA				
1	Name of the Applicant				Affix Passport size Recent Colour Photograph
2	Father's/Husband's Name				
3	Address for Communication	4 Permanent Address			
5	Proposed Place of Distributorship				
6	Name of the District				
B	CREDENTIAL DATA				
1	Experience in Milk, Milk Products/ FMCG				
2	Any Experience in OMFED Business				
3	Existing Network				
4	Area of Operation				
5	Distribution Channel				
6	Annual Turnover (only of FMCG)				
C	FEASIBILITY DATA				
	PARTICULARS	EXISTING	UTILISED	SPARE	PROPOSED
1	INFRASTRUCTURAL FEASIBILITY				
a)	Godown facilities (Area Space)				
b)	No. of Freeser/ Bottler Cooler				
c)	No. of Insulated vehicle				
d)	No. of field staff for distribution				
e)	Alternative arrangement for power failure				
f)	Others (if any)				
2	MARKETING FEASIBILITY				
a)	No. of Agent				
b)	No. of outlet(wholly owned)				
c)	Area covered				
d)	Cold chain facility to Agent				
e)	Own Advertisement				
f)	Sale Growth				
g)	Potential Customers(Hotel, Mall, Mandap etc.)				
h)	Others if any				
3	FINANCIAL / STATUTORY FEASIBILITY				
a)	Constitution (Proprietorship/Partnership/ Co)				
b)	Sales Projection for 3 Yrs.				
c)	I.T. Return (Past 3 Yrs.)				
d)	GST No.				
e)	Food License No.				
f)	Trade License (if any)				
g)	Source for Project Financing (Own/Bank)				
h)	Source of Working Capital (Own/ Bank)				
i)	Others (if any)				

NB: The self attested photocopies of relevant documents (as mentioned above) to be attached along with this application form for verification.

Date:

Signature of the Applicant