

(i) Requirement from Dealer before issue of LOI (Please attach attested copy)

1. Partnership deed Notarised in Original.
2. PAN card Photocopy.
3. Security Deposit for stockiest in Rs. 5 Lacs & 1.0 Lac for Dealership.
4. GST Registration Photocopy.
5. Photograph of Showroom/ work shop of existing & proposed setup.
6. Passport Size Photographs 2 (Two) of all Proprietor/Partner/M.D.
7. Identity proof required (Proprietor/Partner/M.D)

(ii) Invoicing / Supplies

Hoshiar Nirvair Tractors Pvt. Ltd. (Brand Name: HNT)

1. Billing 100 % advance Payment against DD/Bank Transfer in our Company account.
2. Bank Detail : Hoshiar Nirvair Tractors Private Limited , Bank Name: State Bank of India Account No : 35230283496, IFSC Code: SBIN0011849, Branch : Santoshgarh District Una Himachal Pardesh.
3. Tractors Dispatch on freight pay basis, charges to be paid to Transporter/Carrier on delivery of Tractors/Rotavators at Dealership/Stockist.

(iii) Requirement from Dealer Regular – Operations

1. Account statement reconciliation and balance confirmation on monthly basis.
2. Dealer will establish basic service facility within one month from the date of LOI:
 - a) Skilled Mechanic :1+1
 - b) Adequate spare parts (Running Parts) 1, 00,000/50,000 value.

Advertising & other support from company i.e. Wall Printing, Road Show, Service Camp, Advertising etc. will be decided on case to case basis, based on dealer performance & investment.

The form to be signed and submitted along with dealership application.

1. a) Name & Address of

Firm.....

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- b) Office/Show Room

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Location.....

Pin Code:

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Mobile No

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- c) Status Proprietorship Partnership Private Limited Co.
- d) Name & Permanent residence address of Proprietor/all Partners/Managing Partner/Managing Director

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2. If existing Firm/Co. Date of Establishment/Registration No.....

GST
Number.....PANNo.....
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(Please attach photocopy of above certificates)

If new firm:GST Number should be obtained at the earliest to dispatch tractors:

3. Bankers

Sr. No.	Name & Address of Branch	Type of Credit Facility Available	Limit /Value Rs. Lakhs
_____	_____	_____	_____
_____	_____	_____	_____

4. Territory/Area Interested In:

5. Business Assets in Lakhs:

	In Present Business	In Proposed Business
i) Land & Building	_____	_____
ii) Workshop & Equipment	_____	_____
iii) Working Capital	_____	_____

6. Details of Present Business

a) Activities

Details of Firms Products for which you hold franchises or Dealership

SR.NO	Name & Address of Firm /Co.	Description of Product/Brand	Type of Franchise (Stockist/Dealer/Distributor/Sole Selling Agent)	Turnover Rs.(In Lakhs) (Approx.) Last Year

7. Facilities for Proposed Business Premises:

SR.NO	Particulars	Area in Square feet			Remarks
		Built-up	Other covered Shed	Open Yard	
1.	Shop				

2.	Workshop				
Total					

8. If Workshop is at another Location:Address :

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9. Persons Employed : Manager & Sales Personnel

Name & Designation	Qualification	Years of service in your employment

10 Market Data

Year estimate of current monthly sale and population of various models of Tractors/Rotavators in your proposed territory

Model	Current monthly	Total population of Tractors/Rotavators	Remarks if any
1.
2.
3.
4.
5.
6.
7.
8.

11.) Expected Sale of HNT Tractors (Nos) in proposed territory:

i) 1st Year(Nos.)

ii) 2nd Year(Nos.)

iii) 3rd Year (Nos.)

a. Funds to be invested in proposed business

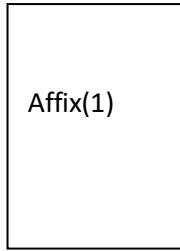
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12.) How you proposed to achieve the requirement of company's products in respect of sales, customer service, market development and projecting company's image.

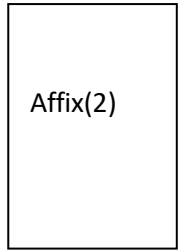
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Passport size photograph of the Proprietor/

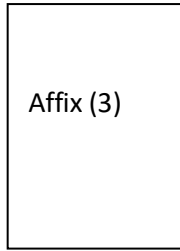
Partners/Managing Partner/Managing Director



(.....)



(.....)



(.....)

Signature

Name :

Designation :

Rubber Stamp of firm :

Date.....

(All above Information is Essential to process application)

For Office Use Only

Comment of the Area Manager/Area Incharge/Territory Incharge

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Date.....

Area Manager/Area Incharge

Territory incharge

Allotted area of operation:

Comments of V.P/General

ManagerMktg.....

V/P/General Manager

Date.....

Action Plan for the New Dealer M/S

Dealer Name	
Location	
Constitution*	Proprietorship/Partnership/Any other
Area Allotted	
Month of Appointment	
Workshop	Tie Up/Own/Contract
General Tools	Required/Not Required

Staff at Dealership

At Start

(1st Six Months)

Additional

(After Six Months)

Yearly Sales Commitment Nos.

Quarter1 April - June	Quarter 2 July –September	Quarter 3 October-December	Quarter 4 January-March	Full Year

Funding/Finance in this business

At Start (Rs. In Lacs)	
Additional after six months (Rs. in Lacs)	
<p>*Note: Any Change in the constitution of the dealership should be informed to the company in advance, If applicable, Company will confirm in writing.</p>	
Dealer Signature	Area Manager/Area Inch. Signature
<p>Approved by V.P. Mktg/Gen.Mgr.Mktg</p>	

Terms & Conditions of Appointment for Dealer HNT Tractors/Rotavators

1. Letter of Intent will be issued only after receiving the security amount of Rs. One Lac and 2 to 5 Tractors Payment along with for meeting requirement of LOI.
2. Dealer needs to sell minimum two tractors in a month.
3. Dealer must submit his requirement like: Participation in the fair, leaflets, demonstration, wall painting to the marketing executive who will forward it to the company for approvals atleast 30 days in advance.
4. Sharing of advertisement expenses with dealer depends on management decision & on case to case basis.
5. The Dealer is expected to have an impressive and exclusive Showroom/Godown for the proper display of HNT Tractors.
6. Dispatch against Payment by Demand draft only or direct transfer of Payment Only.
7. Receipt of Tractors shall be intimated to our office.
8. Dealer will convey weekly billing and stock to HNT office Bathri.
9. Payment of Sales tax TOT and other taxes, if any levied by Govt. will be the sole responsibility of Dealer.
10. Sufficient stock of company Products as per requirement of the area and satisfaction of organization shall be maintained.
11. Dealer will keep the adequate stock of genuine spares (Running Parts)
12. Trained Technical staff shall be maintained in workshop.
13. Maximum Retail Prices are applicable at Dealer Destination.
14. The Dealer is not allowed to interfere in the area of other Dealer and indulge in unfair competition.
15. Company officials are free to Check or change procedures and operational system on any Working day and help should be extended to them.
16. After assessing the Performance of Dealer the company will have the right to curtail or enlarge his area.
17. The Dealer is expected to work with the utmost integrity and if Dealer is found to be lacking in the discharge of his duties (including indiscipline of his activities) and found to be prejudice to the interest of the Company his Dealership is liable to be cancelled.
18. Dealer must expand his presence through opening outlet at important places in the given territory.
19. The Company will provide free training to the mechanics/Engineers of the Dealer at head office only.
20. The security is refundable within six months after receiving withdrawl letter in case of termination after adjusting the dues standing against such dealer. In case the Production/supply are suspended restricted due to the circumstances beyond the control of the company the dealer cannot have refund of security/Deposit subject to force majeure clause. No interest is payable on security amount or any deposit against purchase of Tractors.

21. In case of any difference of opinion about the interpretation of any clause of terms and conditions the decision of the Hoshiar Nirvair

Tractors Pvt. Ltd (Brand Name : HNT) will be considered as final & binding.

22. All disputes are subject to Una Distt. Himachal Pradesh jurisdiction only.

Received & Confirmed

Read & Understood

Dealer Signature & Stamp