



Distributors Evaluation Form

A. Distributors Information

- 1. Name of the firm : _____
- 2. Office Address : _____

- 3. Office Tel. no. : _____
- 4. Go down Tel. no. : _____
- 5. L.S.T. No. : _____
C.S.T. No. : _____
Lube License No. : _____
- 6. Excise Reg. No.: _____
- 7. Constitution of firm (Please tick appropriate box)
 Proprietorship Partnership HUF Private Ltd. Public Ltd
- 8. Name of contact person : _____
Residential Address : _____

- 9. Residential Tel. No.: _____

B. Business Information

- 1. Business Activities : Trading Manufacturing
- 2. Product Handled : **Product** **Authorized Distributorship**

- 3. Trading in Lubricants: Wholesaler Retailer
- 4. Lubricant brands handled:
 I. _____
 II. _____
 III. _____
- 5. Average lubricants sales/month (in KL): _____
- 6. Area of operation (District/Talukas): i. _____ ii. _____
 iii. _____ iv. _____

C. Facilities Available for Lube Business

1. Office space: _____ sqft.
2. Retail outlet: _____ sqft.
3. Warehouse: _____ sqft.
4. Sales person: _____ nos.
5. Own Delivery vehicle: _____ nos.
6. Product Space display: _____ sqft.

D. Financial Information

1. Annual business turnover for Last 3 years (Rs. in Lacs)

First Year _____

Second Year _____

Third Year _____

2. Name & Address of banker (s): _____
3. Bank overdraft limit with bankers name: _____
4. Own investments in lubricants business: _____

E. Business Projections for MICO Products

1. Expected sales volume (Average per month in KL):

First Six Months _____

Second Six Months _____

Second Year _____

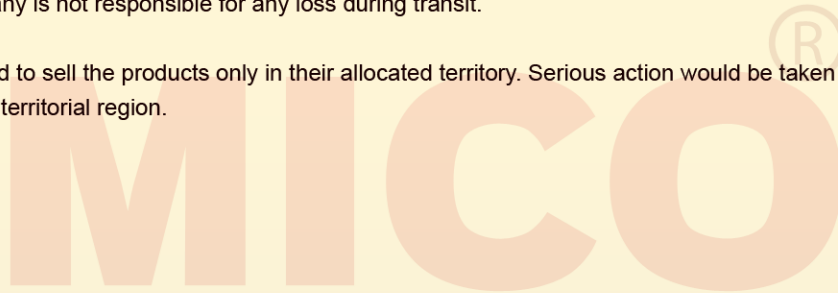
2. Investment plan in MICO Products (Rs. in Lacs): _____
3. Request for appointment as:
 - i. C & F Agent _____
 - ii. Distributor _____
 - iii. Dealer _____
4. Security deposit amount (Rs. in Lacs) or Bank guarantee(Rs. in Lacs): _____
5. Payment terms Advance or No. of Days: _____

I herewith agreed to the Terms & Conditions enclosed.

DISTRIBUTOR'S SIGNATURE & STAMP

DISTRIBUTOR'S TERMS AND CONDITIONS

- Security deposit as mutually agreed upon or two security cheques along with letter with reference of the cheques would be required to confirm the distributorship.
- Against security deposit company may provide credit (with post dated cheque) for 20 days within credit limits.
- Company will supply automotive lubricants as per the list made available for product and price time to time.
- Appointment of distributor is non exclusive.
- Material will be dispatched only after 7 days from the date of receipt of order.
- Company may supply goods to other distributors /customers directly in the area allotted to the distributor with prior information to respective distributor.
- Distributors will need to meet their sales targets & timely payments to maintain their discount structures & area exclusiveness.
- Company is only responsible to deliver the goods up to transporters point. Distributor should suggest their recommended transporters .company is not responsible for any loss during transit.
- Distributor is allowed to sell the products only in their allocated territory. Serious action would be taken in case of nonconformance of territorial region.



MICO®

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