

LESUN SOAPS PVT LTD

REDISTRIBUTION STOCKIST FORM (A PHOTOCOPY TO BE RETAINED BY THE REDISTRIBUTION STOCKIST)

FOR FIELD FORCE USE

NAME OF REDISTRIBUTION STOCKIST:

NAME OF CONCERN PERSON :

TOWN/CITY :

DISTRICT:

STATE :

PIN CODE :

E-MAIL :

MOBILE NO.1 :

MOBILE NO.2 :

LANDLINE :

FOR FIELD FORCE USE

Customer Code allotted:

Approval:

To be entered in Belt No.:

Remarks:

Other Observations/Remarks (for office use):

We request to be appointed as REDISTRIBUTION STOCKIST of LESUN SOAPS PVT LTD and give our true and particular information as below:

Name: _____

Office Address: _____

City/Town: _____

District: _____

State: _____

Pin code: _____

E-mail 1: _____

E-mail 2: _____

Mobile 1: _____ Mobile2: _____

Landline 1: _____ Landline 2: _____

Godown/Warehouse full address :

CONSTITUTION OF FIRM: (PARTNERSHIP / PROPRIETORSHIP / PRIVATE LIMITED / LLP)

PARTICULARS OF PROPRIETOR / PARTNERS / DIRECTORS

	I	II	III
Name			
Date of Birth			
Designation			
Phone no.			
Mobile no.			
E-mail			
Specimen Sign			

OTHER DETAILS

Year of Starting Business: _____

No. of Employees: _____

No. of Salesperson: _____

No. of Delivery Vehicles: _____

Vehicle 1: _____ Registration no: _____

Vehicle 2: _____ Registration no: _____

Vehicle 3: _____ Registration no: _____

No. of Retailer accounts: _____

Current Agencies/Distributorship :

Sales Turnover of Last 03 years:

Years: _____

Turnover in Rupees (Lacs/Crores) _____

Investment we will make in Company Business: Rs. _____

Monthly turnover assured for Company Products: Rs. _____

Name of Suggested transport companies:

1) _____

2) _____

3) _____

BANK DETAILS

(Kindly reconfirm and recheck twice)

Name	Branch	Account No.	IFSC code

Population of the Area/Town: _____ (lacs). District: _____ (lacs)

No. of retailers in the town/area dealing in soap/detergents/home care products: _____

Documents to be enclosed (Self attested photocopy): -

Company PAN card

Company GST certificate

Company Address Proof (Light bill / Telephone bill)

Aadhar Cards & PAN (Proprietor/Partners/Directors) – all mandatory

WHEREAS the proposed distributor viz. _____ has visited the office of "LESUN SOAPS PVT LTD"(hereinafter shall be referred as "The Company") at Redhills. And the proposed distributor has agreed to obtain the distributorship of LESUN SOAPS PVT LTD with effect from _____. In view thereof, _____ is duly appointed as distributor of LESUN SOAPS PVT LTD for the region of _____

TERMS AND CONDITIONS

1. **Security :-** In order to obtain "Authorized Distributorship" of the Company, Redistribution Stockist (R.S) to deposit Interest Free Security by Demand Draft for due performance. Amount of Security shall be as per the Company Security Policy in force from time to time. Further, the Company may impose necessary pre-conditions as it deem fit for granting the "Authorized Distributorship" of its brand. The Company will have the right to deduct all expense incurred in case of dishonor of Redistribution Stockiest Cheque/Documents and any other amounts due to the Company or its associates /Branches. Security will be refunded to the Redistribution Stockiest on termination of Redistribution Stockiest, after settlement of Accounts and adjustment of any amounts due to the Company. The distributor has submitted the instrument bearing Cheque No. _____ of _____ Bank towards and amount _____/- as security to the Company.
2. **Payment:-** Full advance by Demand Draft/As per Company's Policy in force from time to time. Company shall not be responsible for any cash payments made to field staff as the same is not permitted. Interest @ 18% P.A is payable on delayed payments.
3. **Supplies :** The distributor shall be entitle to place his order only by communicating via SMS, WhatsApp or email address mentioned herein below. Any order placed by any other method or means shall not be entertained by the Company. Further, only upon the receipt of written confirmation via SMS, WhatsApp or email from the Company, the distributor shall be entitled to receive the delivery of order. Supplies may be made by the Company or any of its Branches/ Depots/Associates.The arrangement covers products/brands/services etc. manufactured/ marketed/ distributed by the Company even though the same may be supplied by the Company's Branches /Depots/Associates.The Company shall always endeavor to maintain regular supplies: However, the Company is not responsible for irregular supplies/Non-supply due to reasons beyond its control.Debit/Credit balances of Redistribution Stockist are transferable to/from the Company and its Branches/Depots/Associates in mutual interest as may be necessary.
4. **Mode of Dispatch :** Goods will be sent at buyer's risk through the registered/authorized transporter as the Company may deem fit. Freight payment as per Company's freight policy in force from time to time
5. **Prices :** As per Company's Price Structure subject to change from time to time. Prices applicable on date of dispatch to be charged.
6. **Mode of Payment by the Distributor:-** In absence of written agreement between the distributor and company, the distributor shall always be liable to make cash payment to the Company for every order placed below worth Rs.1,00,000/-. Besides that, for any order exceeding the worth as mentioned above, the Company may at its own volition grant a credit to the distributor for 7 days. However, the same shall be issued only upon the receipt of P.D.C (Post-Dated Cheque). In case of

dishonor of such postdated cheque, the Company shall have all the rights to launch necessary legal proceeding against such negligent party. Payment is accepted by Cheque, Bank Transfer, Debit cards, Credit Cards, UPI, Demand Draft, Google Pay, Paytm. Cash Deposit will need prior intimation and approval from company management.

7. **Redistribution** : Redistribution Stockist must visit all Retailers in the Area regularly & ensure proper distribution and placement of Company products. Redistribution Stockist to extend credit at his own cost and risk. Redistribution Stockist must make best efforts to maximize sales and give full co-operation to the Company and its representatives in every respect. The Company reserves the right to appoint any number of Redistribution Stockist for a particular Town/Area.
8. **Redistribution Stockist Margin** : As per Company's Price Structure from time to time. (Including all costs, expense and etc.) The Company will not be responsible for cost/expense incurred or commitments made in respect of discounts/costs/expense for which there is no prior written sanction from the Management of the Company.
9. **Non-Disclosure** : The Company endeavors to maintain smooth and healthy relation with its distributors, stockiest and consumer. And therefore, in order to maintain such relations, the Company is always inclined to offer most lucrative and competitive margin to its distributor. However, in order to maintain healthy growth of the organization without compromising with the quality of product, the business practice of the Company is important keep confidential. Thus, the Distributor shall not without the written consent of the Company, disclose the details of price, margin, offers, discount, payment policy, or scheme to any other distributor or manufacturer or sales executive of any other competitive product. However, in the event, any of its distributors, stockiest or sub-distributor is found acting in violation with this condition, then the Company may initiate necessary legal or any other action against such party. And during the pendency of such proceeding, the Company may also terminate or suspend the distributorship of such party.
10. **Address and Facsimile Number** : The parties shall send or correspond with each other at below mentioned address and number.
 - Distributor's Address:-
 - Distributor's Contact Number:-
 - Distributor's email Address:-
 - Company's Address:-
 - Company's Contact Number:-
 - Company's email Address:-

The parties shall not correspond or conduct any communication at any other address or number apart from what is mentioned herein above. In case change of address, the distributor shall be bound to send the written intimation of the same to the Company. In the event of default in doing so, every notice or communication send at the aforesaid address shall be deemed as served.

11. Termination :

- **Termination by the Company** :- The Company may terminate this distributorship by giving 15 days' notice in writing to the distributor without assigning any reasons. And upon the receipt of such notice by distributor, the present distributorship shall automatically come to an end.
- **Termination by the distributor** :- If the distributor wishes to terminate this agreement, than the distributor shall serve 15 days advance notice upon the company. And upon the receipt of written confirmation from the Company, the distributor shall be entitled to bring an end to this agreement.

12. **Dispute Resolution Clause :-** In the event of any dispute arising out of or in relation to this contract, including any question regarding to its existence, validity or termination, the parties shall seek settlement of that dispute by mediation/conciliation in accordance with the IIAM Mediation Rules”
13. **Jurisdiction :** All disputes will be subject to the Exclusive Jurisdiction of Chennai Court only.
14. **Entire Agreement :-** The present Agreement is an entire agreement between the parties and therefore, apart from what is mentioned herein above, the parties have not agreed on any other condition.

Return/Refund and Cancellation Policy

Prime India Surfactants focuses on complete customer satisfaction out of our products and services.

Product Return Policy

In case of any manufacturing or packaging defect, Customers/Distributors can return/exchange the product. The Customers/Distributors must contact the Distributor/Company from whom they had purchased the same, within 15 days from the date of purchase. They have to provide a reason and return the said products. In case the customer returns the product, it is the distributor's obligation to satisfy the customer’s need for money refund or replacements of products.

The Distributor can then return these products, with original Invoice to the Company. The Company after investigation and if found genuine will replace these products free of cost or if the distributor does not want the same products, the Company will give a cash voucher of the same amount, which can be used by the Distributor for purchasing products of their choice.

Please write us a mail on lesunsoaps@gmail.com mentioning the below details:

• Product return form	• Copy of Invoice
• Reason for return	• Products to be returned

The refund shall be provided within 30 working days in the same bank account through which payment is received and in case of refund in another bank account please mention the details of the same in your mail.

Buy Back Policy

The Company provides a Buy Back Policy to the distributor who wishes to resign from his/her distributorship and return any products that are in good condition, useable, resalable, restockable, unopened, unaltered and must have a shelf life of at least six months. However, the decision of the Company as to the quality, usability and shelf life of the shall be final.

If the Distributor resigns within 30 days from the purchase of the products, company shall provide a full refund for the products to the Distributor. Shipping charges, GST and other ancillary cost paid on the original order will not be reimbursed.

If the Distributor resigns from his/her distributorship after the expiry of 30 days from the date of purchase of products from Prime India Surfactants, the amount refunded will be equal to distributor cost of the products being returned, less 15% service charge.

Lesun Soaps Pvt Ltd will deduct the amount of commissions or any other earnings, benefits aid on the returned products from the appropriate distributors as and when required.

All physical products must be packed in the original and unmarked packaging with sender's identity and invoice.

Lesun Soaps Pvt Ltd reserves the right to reject repetitive product returns.

The Buy Back policy is designed to impose upon the sponsor and the Company the obligation to ensure that the distributor is buying products wisely.

The refund shall be provided within 30 working days in the same bank account through which payment is received and In case of refund in another bank account please mention the details of the same in your mail.

Cancellation

The order can be cancelled within 3 days of placement of order. Once the order is dispatched, it cannot be cancelled. For Cancellation of confirmed/placed order please write us at lesunsoaps@gmail.com. Upon the verification and investigation, if your request found qualifying the criteria, we will process the same for cancellation. Company possesses the sole right to take decision on the cancellation request.

The refund shall be provided within 30 working days in the same bank account through which payment is received and In case of refund in another bank account please mention the details of the same in your mail.

Please Note: Product Return Policy is NOT valid on items if opened/tampered.

I/WE AGREE TO ABIDE BY THE TERMS AND CONDITION GIVEN ABOVE AND AS AMENDED FROM TIME TO TIME.

THIS ARRANGEMENT SUPERCEDES ALL PRIOR ARRANGEMENTS.

SIGNATURE WITH RUBBER STAMP

Signatory's Name : _____

Designation : _____

Date : _____

Place : _____