



APPLICATION FORM

C & F AGENT

PHOTO

1. Name of Establishment :

2. Full Address :

Father's Name/Husband's Name :

Date of Birth :

Permanent Address :

Is there any B. Pharma / M. Pharma / Doctor etc. in your family ? Yes No

If 'Yes' Please Provide Details :

Educational Qualification:.....

Phone No. : (O) (R).....

Fax No. :

E- mail :

Website :

3. Date of Establishment :

4. Constitution of the firm : Prop. / Partnership / Pvt. Ltd. / Ltd.

Prop.

Partnership

Pvt. Ltd.

Ltd.

5. Name of Prop. / Partner / Director :

6) D.L. No. : S.T. No. :

C.S.T. No. : PAN :



6. Details of Staff :
i) Sales Staff :
ii) Office Staff :.....
7. Mode of Delivery :.....
8. Products presently dealt :1) 2) 3).....
9. Yearly turnover :.....
10. No. of outlets in your area.....
11. Area preferred for operation :.....
12. Name and Address of your Bankers :.....
.....
13. Name of Your Transporters (Bank Approved) :.....
Is anyone in your family involved in Pharmaceutical Buisness ? Yes No
a) If 'Yes' please Provide Details

Family Details :

- i) Name of Son/s :
ii) Name of the Daughter/s
iii) Name of the Brother/s :.....
- b) Person to be contacted in your absence :
Name :.....
Address :.....
.....Tel.No.:.....
Post :.....
Father's/Husband's Name :.....
Relation with the Applicant:.....

(Signature of the Other Recommended Person)

14. Suggessions, if any :
.....
.....

Place : **Name :**
Date :

Seal

(Signature of C & F Agent)



TERMS & CONDITIONS FOR C & F AGENT

Criteria for Selection of C & F Agents

1. Adequate / Proper storage Godown Minimum 500 to 1000 Sq.ft.
2. Experience or exposure to such type of products.
3. Retail network in the area (at least 1000 outlets).
4. Good market reputation in terms of service management.
5. The Godown should be bacteria free & adequate for the storage of Pharmaceuticals Products, as per the guidelines of the company.
6. Proper Delivery Arrangements.
7. Good financial status: Should be able to invest **Rs. 25,00,000/-** to **Rs. 50,00,000/-** Security Deposit.
8. **Proper administrative arrangement : Should have trained Sales Personnel for Supply, Phone, Fax, Delivery Van, etc ?**

Function of a C & F Agent

1. He / She should place order with the company 30 days in advance.
2. He / She should extend credit facility to retailers.
3. He / She should assist the company in marketing support activities.
4. He / She should maintain proper sales records.
5. He / She should assist the company in extending retailers network in his / her area.
6. He / She should oversee the activities of the company staff & inform on abnormalities, if any.
7. He / She should provide proper feed back for the marketing activities in his territory.
8. He / She should help in displaying the promotional materials at proper place.



OTHER TERMS & CONDITIONS

1. Goods will be supplied on FOR Basis.
2. Margin will be given (Added on basic price).
3. C & F Agent has to deposit a sum of **Rs. 25,00,000/- to Rs. 50,00,0000/-** (goodwill money) for area reservation which shall be refundable within 90 days of termination of agreement.
4. Terms of payment - Advance Payment.
5. Order to be placed with D/D or any form of accepted payment.
6. The products include **all types of medicines including Allopathic, Herbals, Ayurvedic, Diabetics care products, Insulin, Growth Hormones, Food, Nutraceuticals, Life Saving Drugs, etc.** We also offer complete range of medicines for **regular health & Personal Care, Body Care & skin care.**
7. Company will provide sales support and also incentive schemes from time to time.
8. Replacement / Free Service against manufacturers' defects.
9. Tax elements to be handled by the C & F Agents / Distributors, as per rules.
10. Publicity materials like Posters, Brochures, Pamphlets and Stickers will be supplied on subsidized rates.
11. The Prices are subject to change without notice.
12. All disputes are subject to Mumbai Jurisdiction only / arbitration clause will also apply.

(Signature of C & F Agent)