

ELIGIBILITY CRITERIA AND TERMS & CONDITIONS FOR APPOINTMENT OF DISTRIBUTORSHIP OF HAFED CONSUMER PRODUCTS.

A. ELIGIBILITY CRITERIA

1. Any firm / company registered in India can apply.
2. Applicant should be a local resident of the areas applied for.
3. The distributor should have experience of working in 'Fast Moving Consumer Goods' especially Rice, Oils, Atta, etc.
4. Agency should be aware of the market areas and the market trend where applied for.
5. Hafed Consumer Products will be supplied against advance payment only.
6. The distributor should be financial sound enough to deposit securities / payments required for supply of Hafed Consumer Products.
7. Agency should have its own transportation / logistics / computer hardware for delivery / record of Hafed Products to retailers etc.
8. Preference will be given to those applicants who are already in such business and have marketing ability to achieve sale targets.

B. TERMS AND CONDITIONS

1. Distributor must adhere to the eligibility criteria and submit all correct details as required in the application form (Annexure-I) along with the supporting documents.
2. The letter of appointment for distributorship of Hafed Consumer Products will be valid for 3 years. Appointment can be cancelled if the performance of the distributor is not found satisfactory as per the target fixed. If the performance of the distributor is found satisfactory, the term period of distributorship can be extended for another 3 years on mutual consent of the party as well Hafed.
3. Supplies will be made by Hafed at distributor godown on F.O.R. basis only if the indented quantity of Hafed Consumer Products is minimum 3 MT or multiples thereof. The unloading of supplies will be done by distributor and the expenses thereof will be borne by the distributor. In case the distributor's order is of less than 3 MT at a time, then the distributor will have to arrange own transportation by lifting Hafed Products from Hafed godown / buffer.
4. At the time of delivery of goods, if Hafed decreases the rates, then Hafed will charge the rates prevailing at the time of delivery of goods and in case Hafed increases the rates before delivery of goods then rates will be charged which are prevailing at the time of realization of the payment in Hafed account by the distributor, subject to the condition that the stock of old rates is available with Hafed. However, in case stock of old rates is not available on the date of supply, then the new revised rate will be applicable, irrespective of date deposit of payments.
5. The goods will be supplied to the distributor against 100% advance payment through RTGS/NEFT/DD.