



TAMIL NADU NEWSPRINT AND PAPERS LTD
(A Government of Tamil Nadu Enterprises)

**APPLICATION FORM
FOR
TNPL DEALERSHIP**

Regd. Office: No. 67, Mount Road, Guindy, Chennai 600 032.
Factory : Kagithapuram – 639 136, Karur Dist. , Tamil Nadu

1. Name and Address of the Firm

(in Capitals)

2. Constitution of the Firm/Company

(Strike out whichever not applicable)

- Sole Proprietorship (copy of Registration to be enclosed)
- Partnership (copy of Partnership Deed to be enclosed)
- Pvt. Ltd. Co. (Memorandum and Articles of Association to be enclosed)
- Public Ltd. Co. – do –

3. Name (s) of Proprietor/ Partners/ Directors and Address

(In Capitals-Strike out whichever not applicable)

4. Nature of your present Business in detail

(Please indicate since how long in paper trade)

5. If you are a dealer of any paper Mill, please state the following

| Name of the Mill | Territory | Variety | Quantity Sold in Mt | | |
|---------------------------|-----------|---------|---------------------|-------|-------|
| | | | 2013-14 | 14-15 | 15-16 |
| <i>1. "A" Grade Mills</i> | | | | | |
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| | | | | | |
| <i>2 "B" Grade Mills</i> | | | | | |
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6. Business Turnover for the past 5 (Five) years

| Year | Rs. in Lakhs |
|------|--------------|
| 2012 | |
| 2013 | |
| 2014 | |
| 2015 | |
| 2016 | |

7. Please furnish the following

1. Address of your Branch Offices (if any)

2. Name and address of Sister concerns and associate Companies/firms
(enclose copies of Partnership deed

3. Storage facilities available (area in sqft. & capacity in MT)

4. Telephone/Telex/Email facilities available

5. Details of Sales Force available

8. List of your major customers (in capitals)

Note Book Segment

Computer Stationery Segment

Publisher Segment

Others

9. Name and Address of your Banker(s)

(A certificate from the applicants Bank to certify the credit worthiness of the applicant to be enclosed)

10. Territory in which you wish to deal in TNPL's products:

11. Variety wise demand in your area and Quantity of TNPL's products which you assure to sell.

| Variety | Demand per Annum, MT | Assured Annual Offtake, MT |
|-----------------------------------|----------------------|----------------------------|
| Cream Wove Grade | | |
| Surface Sized Maplitho Grades | | |
| Non-Surface sized Maplitho grades | | |
| Copier | | |

12. Sales Tax Assessment orders for the past 5 years should be attached along with this form. In case of any Assessment pending, copy of the return file should be submitted with acknowledgement seal form the Sales Tax Authorities.

13. Other business carried in the same name or Sister Concern

14. Whether Income Tax Assessment done for the last three years

(Copies of assessment certificates to be enclosed)

16. E.M.D. Rs.....Draft Numberdate.....

17. Any other relevant information in support of your Application:

Date
Place

Authorized Signatory

SEAL OF THE FIRM

TERMS AND CONDITIONS

- 1) After the personal interview, the successful applicant will be appointed as Dealer initially for a period of 12 months on probationary terms.
- 2) The successful applicant has to remit Security Deposit @ Rs.13000/- PMT for the monthly allocation fixed at a time. Supplies will be commenced only after receiving 100% Security Deposit.
- 3) If Security Deposit is not received, appointment shall be treated as cancelled.
- 4) The Security Deposit carries an interest which is currently @t 7.5% per annum.
- 5) Depending on the satisfactory performance of the applicant during the probation period, confirmation order will be issued on the expiry of 12 months.
- 6) The confirmation orders will be issued only when the Dealer fulfills the following:
 - a. Should have lifted atleast 75% of the monthly allocation during the probation period.
 - b. The payment performance should be satisfactory.
- 7) If the above conditions are not satisfied, probation period will be extended by another 6 months based on the merits of the case.
- 8) The supplies will commence only after the execution of the agreement prescribed by the Company to the Dealer.

- 9) The Dealer should submit property details owned by them.

- a. List of properties (Value Equivalent to two months allocation)
 - b. Xerox copy of property documents.
 - c. Value Assessment of the property from a Chartered Engineer.
 - d. Encumbrance Certificate in original.
 - e. An undertaking letter that, the property of which, details given to the Mill, will not be disposed without prior confirmation of TNPL.
- 10) The Dealer should operate only in the Territory for which he is appointed.
 - 11) The existing customers serviced by existing indentors should not be disturbed. Only new customer/market should be developed.
 - 12) All Statutory forms for the supplies made to self/3rd parties to be collected and submitted within the prescribed time. Failing, the differential tax and penalty will be recovered from the Dealer.
 - 13) The Dealer should forward the Indents / orders to Branch/Corporate Office in the prescribed format.
 - 14) Accepting/rejecting orders shall be with the Company's prerogative.
 - 15) The Dealer should deal with all the products manufactured by TNPL.
 - 16) The Dealer should lift compulsorily 100% allocation for eligibility of incentives every month.
 - 17) The minimum order for sizes other than standard size should be 8 to 10 MT.
 - 18) Discount structure and price list can be availed from the Corporate/Branch Office on request.
 - 19) The Dealer will be informed suitably with regard to Policy Amendments, Price revisions and other changes from time to time.
 - 20) In case, the performance is not satisfactory, TNPL will reserve the right to terminate the Dealership.