



Distributor Application Form

I. Basic Information: -

1. Name of the Applicant Distributor _____

(Mr./ Mrs./ Ms.) _____

2. Permanent Address: - _____

Town: _____ City: _____ State: _____

Phone No. _____ Mobile No. _____ Fax No. _____

3. Details of Immovable Properties: _____

(Owned by Dealer/Distributors)

II. Constitution Of Dealer/Distributor

4. Proprietorship/ partnership/ private: _____

Limited Co/Public Limited Co/Others _____

(Please specify) _____



5. Details of Proprietors/Partners/Directors: _____

Name	Address& Telephone No	Residence Address& telephone No	Qualification

6. Particulars of Sister Concern/Allied Concern: _____

Name	Address& Telephone No	Nature Of Business	Approx. Turnover (Rs. In lakhs/Annual)

III. Manpower

7. Administrative Staff: _____ Numbers: _____

8. Sales Staff: _____

Name	Designation	No. of Years	Total Experience	Qualification	Salary

9. Details of Technical Staff: _____ Numbers: _____

Name	Designation	No. of Years	Total Experience	Qualification	Salary

IV. Business Associations(s):

10. Any of Your Sister Concerns/ Group Cos. Dealing with Chemicals /Lubricants? Yes/No

11. If Yes Please Mention Details:

Name	Address& Phone Nos.	Nature Of Business	Product	Since (Year)	Approx. Turnover (In Lakhs)

12. Are any of you personally related/known to any employee of Oil Company? Yes/No

13.

Name	Designation	Relationship

Products/Cos. being handled (please attach additional sheet, if required)

Name of Company	Status	Area Covered	Product	Approx. Turnover (In Lakhs)

V. Sales Record

Qty sold in last year _____ Sales Turnover (last 3 yrs) _____

Company Brand	Reference	Lubricants	Cutting Tools	Indl Spares	Bearings	Industrial components	Others

VI. Financial Details

14. Firm/Company's Financial Position (As on _____)

Liabilities (Rs. / in lakhs)		Assets (Rs. / in lakhs)	
Share Capital		Investment	
Reserves & Surplus		Fixed Deposit	
Loans		Properties	
Creditors		Vehicles	
Advance from Customers		Stock	
Others Advances		Debtors	

Total		Total	
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15. Details of Contingent Liabilities Outstanding (if any) shall also be enclosed by way of detailed note.

Name	Address	Telephone. Nos	O/D Limit	C/c Limit	Any other Limit	No. of Bankers (Please Specified)

16. Are Accounting Procedures computerized : Yes/No. If yes, the package/software:

VII. Infrastructure

17. Office Space: _____ Sq ft Godown Space: _____ Sq ft

Outlet Area if any _____ Sq ft

18. Location of the office: Main market/Secondary market/Outside main township



19. Address of the Sales Counters: _____

Tel. Nos. _____ Fax Nos. _____

20. Whether godown lies outside Octroi Zone?

Yes ☐

No ☐

21. CST No _____ Date _____ LST No.: _____

22. Name & Address of Tpt. Cos. (Ordinary/Bank approved)

23. Other modes of delivery

24. Nearest Railway Station/Transport Agency

VIII Goods:

25. You are interested in Distributorship/Dealership for: Please tick

Lubricants - Industrial	Lubricants - Automotive	Lubricants – Speciality
Lubricants – Food grade	Lubricants – Transformer Oils	Lubricants- White Oils
Lubricants – Industrial & Speciality	Lubricants – Process Oils	

IX. Territory

26. Name of Town/ Districts for which Dealership/Distributorship is applied

X. Investment

27. How much investment are you prepared to make for our products?

Lubricants Indl Staff/ Office / Rs. _____

Storage space Rs. _____

Vehicle for distribution Rs. _____

Bank Guarantee Rs _____

XI. Documents to be Provided:



- 1) Copy of Memorandum & Articles of Association in case Dealer/Distributor is a Company registered under the Companies Act 1956.
- 2) Copy of List of Directors with addresses in case Dealer/Distributor is a Company registered under the Companies Act 1956.
- 3) Copy of Board Resolution authorizing the person applying for Dealership/Distributorship and signing this Form in case Dealer/Distributor is a Company registered under the Companies Act 1956.
- 4) Copy of Partnership Deed in case the Dealer/Distributor is a Firm, Association of Persons, etc. along with a letter of Authority in favour of the Authorised Partner/Person.
- 5) List of Partners with addresses in case the Dealer/Distributor is a Firm, Association of Persons, etc.
- 6) Copies of last 6 months bank statements.
- 7) Any other documents _____

XIII. Declaration

I/We, the undersigned, have gone through the terms & conditions, as mentioned herein, for my/our appointment as the Dealer/Distributor of the Company. I/We, fully understand the implications of the terms & conditions as given overleaf and therefore bind myself/ourselves into a legal contract with



the Company as per the Indian Contract Act, 1872 and other applicable provisions and laws as may be related to this contract. I/We understand fully that this Application Form can be used against me/us before any Court of Law/Tribunal/Arbitration proceedings, etc. I/We, state that all information as mentioned in this Application Form is true & correct to the best of my/our knowledge and information and I/We shall abide by and maintain the declarations made herein. I further agree to abide by the terms and conditions of this agreement as long as I continue to deal with the Company; I also agree to be bound by the terms & conditions & policies of supply of goods and payment thereof conveyed from time to time by the Company.