

TERMS AND CONDITIONS APPLICABLE FOR FRESH MILK PRODUCTS AUTHORISED DISTRIBUTORS :

1. The Distributor shall be in possession of own storage space to accommodate products for sale;
2. He shall keep at least one deep freezer and one bottle cooler for storage of fresh cold chain Products at his location ;
3. He shall ensure visit to each retail outlet and distribution of milk products in the prescribed Route to the earmarked retail Outlets in his Area;
4. He shall compulsorily be in possession of VAT Certificate in his name ;
5. Initially, He shall make a security deposit of Rs.2,00,000/- in the form of BG/FDR lean to MD/KMF. Afterwards, the Security Deposit amount shall be increased with the proportionately increased volume of Business equivalent to FOUR days ;
6. The Products shall be purchased by the Distributor from KMF against Advance Payment made Through RTGS/DD/CHEQUE ;
7. The Distributor shall ensure submission of Indents on weekly basis well in advance ;
8. The products would be supplied by KMF at the Distributor's Location originally declared with KMF against the Indent placed by Him on the previous day of supply ;
9. The Products will be supplied by KMF to the Distributor at the retailer prices only. KMF would Release 50 % of the WSD margin to Distributor against submission of Bills/Sales Statements after Sale periodically ;
- 10 KMF would provide necessary logistics support to the Distributor to operate the allotted Routes For supply of products up to the Retail Outlets of the Distributor starting from His Location ;
11. The Distributor shall compulsorily be in possession of valid necessary licence for handling food products.
12. It is Obligatory on the part of the Distributor to sell the milk products at the Retailer Price only ;
13. The Distributor shall submit Shop wise, Product wise Sales Statements on daily basis and Consolidated sales statement on monthly basis;
14. KMF would fix up Product wise, monthly sales targets for the Distributor. The Distributor shall compulsorily take action to ensure achievement of the Sales Targets Set. The continuation of the Distributorship would solely depend on the performance of the Distributor in achieving the Set Sales Targets. Any shortfall in achievements/performance on the part of Distributor, would Prompt a Review Concern by KMF of such poor performance of the Distributor to initiate suitable action on this behalf by KMF ;
15. The Distributor shall adhere to the Instructions of the concerned KMF Marketing Officers / Field Staff.

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**APPLICATION FOR DISTRIBUTORSHIP FOR NANDINI FRESH MILK PRODUCTS (EXCEPT GHEE/
UHT WHITE MILK/ICE CREAM**

- 1. Registered Name and Address of the Firm :**
- 2. Whether Individual/Proprietary or Partnership firm:**
- 3. Telephone Nos.**

Office :
Mobile:
Residence
Fax
eMail Id
- 4. Name & Address of Branch Office/s, if any :**
- 5. Registration Details #**
 - a) VAT :
 - b) CST :
 - c) Licence No./Date obtained under Municipal/
Shops Establishment Act (attested copies
to be enclosed)
- 6. Licence No. for Food Handling with validity :**

7. Nature and Details of present line of business/es :					
Products	Company/Brand	Appointed Yr	Annual Turn over	Area Covered	No. of Outlets

8. Areas intended to be covered for nandini fresh milk products (Except Ghee/UHT White Milk/Ice Cream) :

- i) BTM Layout, B'ghatta Road, Bommanahally, Bellandur, Electronic City :
- ii) Domlur, Jeevanbimanagar, HAL II Stg. Brrokfield,Marathalli :
- iii) Banshankari-Katriguppe-Hanumanthnagar-Srinagar-Hosakerehalli-Uttarahalli :
- iv) Basavangudi-Jayanagar-JP nagar-Chamarajpet KR Market :
- v) Vijayanagar-Chandra Layout-WOC Rd-Basaveshwar Nagar-Nandini Layout :
- vi) Wilson Garden-Shanthi nagar-Gandhinagar-Malleshwaram-Yeswantpur-Peenya :
- vii) Shivajinagar-RT Nagar-Nagavara-Hebbal-Jakkur-Yelahanka-Vidyaranyapura :
- viii) Kammanhalli-Kasthurinagar-Banaswadi-Kalyana Nagar-Hennur Main Road-KR Puram-White Field :

9. Infrastructure facilities available :

- a) Godown : Whether owned or hired :
 - i) Dimension :
 - ii) Address and Location :
- b) Office Address and Location :
- c) Whether Storage facility available for cold chain Milk products. If yes, give particulars :
- d) Staff employed :
 - i) Office :
 - ii) Sales :

10. Associated or Sister Concerns (if any) :

Name & Address	Year of Establishment	Products dealt with		Annual Turnover
		Company	Products	

11. Ability to invest funds for stocking and distribution of nandini fresh milk products(Except Ghee/UHT White Milk/Ice Cream) :

12. Name and address of the Bankers :
13. Expected Off take of nandini fresh milk products
(Except Ghee/UHT White Milk/Ice Cream) per month if
Appointed as Distributor by KMF :

Sl.No.	Name of the Product	Quantity Off take(Kg)	Appx. Value
01	Nandini Sweets		
02	Badam Powder		
03	Jamoon Mix		
04	Khova		
05	Paneer		
06	Cheese		
07	Butter		
08	Skimmed Milk Powder		
09	Dairy Whitener		
10	Flavoured Milk Tetra / Bottles		
11	Butter Milk		
12	Set Curd		
13	Yoghurt		
14	Chocolates		
15	Payasa Mix		

14. Details of Business handled earlier and discontinued, if any :

Company	Products	Dealt w.e.f	Dealt up to	Annual Turnover	Reasons for discontinuation