



**TAMIL NADU SALT CORPORATION LIMITED**

**(A Government of Tamil Nadu Enterprise)**

**Regd. Office: LLA Building, 735, Anna Salai, Chennai – 600 002**

**Ph:91-44-2841 0550, FAX No:91 44 2852 5846**

**E-mail:mmktg@tnsalt.com**

**Application for the appointment of Dealer/Distributor for sale of Neithal Salt  
Crystal Iodised Salt and Refined Free Flow Iodised Salt in the open market**

1. Name of the applicant :
2. Cell phone no. of the applicant :
3. Name & address of the Organization/company :
4. Office Telephone No. :
5. E-mail :
6. Residential Resident address of the applicant :
7. Residential Telephone No. :
8. Nature of the organization : Proprietary/Partnership/Limited CO.,
9. In case of Proprietary concern
  - (a) Name of the Proprietor :
  - (b) Father's Name/Husband's Name :
  - (c) Age and permanent address :

..2..

10. In the case of partnership firm
- a. Name and address of each Partner and Father/Husband name of each partner (A copy of the partnership deed should be attached)
- 1)
  - 2)
  - 3)
  - 4)

- 11 What are the groceries items, which are presently distributed by you :

Sl. No	Name of the groceries items	Brand name	Sale volume per Month
1			
2			
3			
4			
5			

2

12. No of years experience in distributing grocery items :
- 13 Annual turnover for the past 3 years (Support with documentary evidence) :
1. 2019-20 - Rs.
  2. 2020-21 - Rs
  3. 2021-22 - Rs
14. PAN No. :
15. GST Registration No. :
16. To which district(s) you require for Distributorship / Dealership :

17. Details of godown

Sl. No.	Address of the godown	Capacity of the Godown to store salt in Sqft.	Whether owned / rented
1			
2			

18. Security Deposit of Rs.10,000/-, which shall be remitted by way of DD drawn in favour of Tamil Nadu Salt Corporation Chennai along with the application

- (i) D.D.No. & Date
- (ii). Amount
- (iii) Name of the Bank & Branch

19. Copy of Income Tax Return filed for the last two years or copy of balance sheet if available to be enclosed with the application as proof for financial soundness

I/We certify that the particulars furnished by me/us are correct to the best of my/our knowledge, I/We have gone through your terms and conditions attached and we agreed to abide by the same.

Full Name and  
Signature of the Applicant  
with seal

Place :  
Date :

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## **INSTRUCTIONS TO THE APPLICANTS FOR APPOINTING DISTRIBUTORS/ DEALERS FOR SALE OF CRYSTAL IODISED SALT AND REFINED FREE FLOW IODISED SALT IN THE BRAND NAME OF NEITHAL SALT IN THE OPEN MARKET**

### **1. GODOWN FACILITIES**

- (a) The Distributor/Dealer shall have godown of his own or on lease for stacking of adequate quantity of Neithal salt. The godown shall be kept and maintained neat and clean and free from any kind of risk to the quality of Neithal salt.
- (b) There shall not be any toxic items like urea, pesticides, cement, etc. in the godown

### **2. PAYMENT**

The Dealer/Distributor shall pay 100% advance payment for the required quantity of Neithal salt and the advance amount shall be paid along with indent.

### **3. MRP FOR THE NEITHAL SALT ARE AS GIVEN BELOW**

- i). Neithal Crystal Iodised Salt – Rs.16/Kg
- ii). Nithal Free Flow Iodised Salt – Rs.18/Kg.

### **4. SUPPLYING COST OF NEITHAL SALT TO THE DISTRIBUTIORS/ DEALERS.**

Supplying cost will be fixed / revised periodically, based on the cost of production of salt, as followed by the other branded edible salt manufacturers.

The supplying cost of Neithal salt is on Ex-work, MVSC, Valinokkam, Ramnad District. Charges for loading, transportation and unloading of consignment of Neithal salt is in the scope of Dealer/Distributor. However, the Dealer/Distributor requires delivery at their godown, arrangements will be made by TNSC for delivery of Neithal salt and the above transport charges shall be borne by the Dealer/Distributor.

## **5. SALES NETWORK**

The Wholesale Distributor shall have proper sales network with adequate number of sales personnel for sale of Neithal salt at a maximum extent.

## **6. SECURITY DEPOSIT**

- a) The Applicant shall enclose a DD for Rs.10,000/-, in favour of Tamil Nadu Salt Corporation Limited payable at Chennai towards Security Deposit.
- b) The Security Deposit will not carry any interest.
- c) The Security Deposit shall be refunded on closure of the Wholesale Distributorship, subject to the provisions of the contract.
- d) If the Wholesale Distributor violates any terms and conditions, the Corporation shall forfeit the Security Deposit in full. The damage caused, due to violation of these terms & conditions shall be assessed by the Corporation and their decision in that regard is final.

## **7. DISCRETION OF THE CORPORATION**

- a) Tamil Nadu Salt Corporation Limited will be at liberty to cancel any order placed by the Dealer/Distributors at its sole discretion and without assigning any reason therefor and the Corporation shall not be liable for any loss or damage which the Dealer/Distributors may suffer as a result of such cancellation.
- b) The Dealer/Distributor shall enter into agreement with the Corporation and the Agreement shall be for one year, renewable by the Corporation, on mutually agreed terms.
- c) The TNSC shall have the right of terminating the agreement without assigning any reasons and reserves the right to add or delete or modify or substitute the terms and conditions as circumstances warrant.

## **8. APPOINTMENT OF RETAILERS**

- (a) The Dealer/ Distributor may appoint retailers within the jurisdiction, for which the Dealership is given, for the purpose of augmenting the sale of Neithal Salt.
- (b) The Dealer/ Distributor may gather information on the market trend of salt and communicate to the Corporation periodically.

**9. TAX**

Applicable tax on sale of salt, if any, shall be paid by the Dealer/ Distributor

**10. DELIVERY**

Since the supplying cost of Neithal salt to the Dealer/ Distributor is on Ex-work basis, loading, transportation and unloading on consignment of Neithal salt is scope of the Dealer/ Distributor. However, on request of dealer/distributor, TNSC will arrange for delivery of consignment of Neithal Salt to their godown and the transport charges including loading and unloading shall be borne by the Dealer/ Distributor in advance.

**11. CONTROLLING MEASURES**

In case of any fraudulent method or act by the Dealer/ Distributor or his Retailers in order to earn abnormal profits and or adulteration of the product, the Dealer/ Distributor is liable to be cancelled and such action as deemed fit will be taken against such Dealer/ Distributor regarding which the decision of the Corporation will be final. Salt shall be sold by the Wholesale Distributor and the retailers in the same condition as was supplied by the Corporation, without alteration of the package and without changes in the contents.

**12. ADVERTISEMENT AND PUBLICITY**

TNSC will provide advertisement materials like pamphlets, stickers, danglers and flex boards etc., to the Dealer/ Distributor at free of cost. The Dealer/Distributor should utilize the advertisement materials in proper manner towards making popularize the Neithal salt and also increasing the sale of Neithal salt in the open market.

**13. INSTRUCTIONS**

The Wholesale Distributor shall abide by all the instructions that will be issued by the Corporation from time to time.

**14. CONFORMITY WITH PERFORMANCE**

If performance of the Dealer/ Distributor is found not satisfactory, the order of appointment of Dealer/ Distributor will be liable for cancellation without any prior notice. In such case the Dealer/ Distributor will not be entitled to make any claim alleging loss or damage.

**15. NOT ASSIGNABLE**

- (a) The benefits under this agreement shall not be assignable to any other person.
- (b) This agreement does not in any event confer on the Dealer/Distributor or any person claiming through him any right to continue or renew the Dealer/Distributor or employment or any other form or benefit from TNSC

**16. DISPUTE SETTLEMENT**

- (a) Any dispute BETWEEN THE TNSC AND Dealer/Distributor shall be resolved by having recourse to the provisions of the Arbitration Conciliation Act. The arbitrator shall be nominated by the MD of the TNSC and both the parties shall abide by the decision of the Arbitrator.
- (b) The contract for sales of Double Fortified Salt (Iron & Iodine)/Iodised Crystal Salt/Refined Free Flow Iodised Salt by the Company shall be deemed to have been made at Chennai and all claims there under are payable in Chennai and it is a distinct condition of the contract that no suit or action against that Company would lie in any Court, other than the Court situated in the City of Chennai.

**17.** The Dealer/Distributor shall execute an agreement with TNSC within 15 days from the date of receipt of order in a Stamp Paper valued Rs.100/- in the format prescribed by TNSC.

**18.** The Corporation may add or delete or modify or substitute terms and conditions as the circumstances warrant.

**19.** This agreement will be in force for one year. The Corporation may renew the agreement, on mutually agreed terms.

**20.** Either Party may terminate the agreement on giving one month's notice.

## **21. SUBMISSION OF APPLICATION**

- (i) It shall be superscribed/mentioned on the envelope as “APPLICATION FOR APPOINTING DEALER/DISTRIBUTOR FOR SALE OF NEITHAL SALT”
- (ii) The DD for Rs.10,000/- towards security deposit shall be enclosed with the application.
- (iii) The filled in application should be sent to the following address by Speed Post/RPAD/Courier or in person by the due date. The application received after due date will not be accepted.

The Managing Director.  
Tamil Nadu Salt Corporation Limited,  
4<sup>th</sup> Floor, LLA Building, 735, Anna Salai,  
Chennai – 600 002.

- (iv) Last date for receipt of the application  
by this office : **21.09.2022 by 5.00 P.M**

## **22. APPOINTING OF DEALER/DISTRIBUTOR**

The applications will be scrutinized and inspection will be made by a team of official for confirmation the information/details furnished by the applicant for appointing dealer/distributor. Eligible applicant will be appointed as dealer/distributor. Ineligible applicant will be rejected intimated about the rejection of application and the security deposit paid by the ineligible applicant will be refunded.

**Managing Director**



