



TERMS & CONDITIONS

- 1). You are required give a Security Deposit of Rs. 1 Lac, which will remain as a permanent deposit with us till you are functioning as our Authorized Dealer. In the event of failure to follow code of conduct laid down by company this deposit may be forfeited.
- 2). As our Authorized Dealer, you are required to achieve a minimum monthly sales target decided by company as per market potential in your territory. The company may provide you marketing support by way of advertisements but it will be your responsibility to achieve the sales targets with your own initiative and efforts.
- 3). The PAL vehicles will be invoiced at the price applicable to you. You are expected to sell these vehicles at prices decided by the company.
- 4). The payment terms would be confirmed letter of credit at sight to cover your monthly targeted sales value.
- 5). You will have a show room admeasuring approximately 1250sq. ft with frontage of 40sq.ft. and separate facilities to store and sell spare parts.
- 6). You will have an independent service station having minimum 1500sq.ft. of workshop area equipped with standard & special tools as well as other service facilities.
- 7). You are required to stock all fast moving spares as per list provided by the company worth Rs. 50,000/- You have to send advance payment against the initial kit of spares worth Rs. 50,000/- which will be dispatched along with your first order for vehicles. You will be offered special discount on sales of Spare part prices. You will not stock or sell spurious spares from any of your showroom or service station.
- 8). You will have to appoint required sales & service manpower as per company norms.
- 9). You will also have trained mechanics for on the spot and in time After Sales Service to customers on call. Company shall provide training to your mechanics provided you send them for attending the training as per programme which will be informed to you from time to time. You have to bear To & Fro train fare/bus fare for such mechanics but the Boarding and Lodging at Rajkot/ Shapar will be borne by the company. You will provide service to customers within 24 hours.
- 10). You will replace spares under warranty from the stock of spares held by you and will send the defective spare to company at the end of every month for replenishment. All service claims to be entertained strictly as per company's service policy.
- 11). It will be your responsibility to arrange finance for our vehicle for the customers from local finance companies/banks. Etc. Company may provide back up support for obtaining such finances.
- 12). During the tenure of your Dealership, you will not deal with any products that will compete with the company's products directly or indirectly.
- 13). We reserve right to revise your dealership/appoint multi-dealers, if we find your services are not up to our standard.
- 14). You will place orders on truck load basis that is eight vehicle per truck.
- 15). All disputes are subject to Rajkot City Jurisdiction.

For, Panchnath Auto Pvt. Ltd.

Director

We accept.

Signature with date Seal



DOCUMENT NEEDED

- 1) Registration certificate under Shop & Est. Act. For Proprietary / Partnership Firm.
- 2) Certified Copies of CST / LST Certificates.
- 3) Registered Partnership Agreement for Partnership Firm.
- 4) Articles of Association & Memorandum of Association, Certificate of Incorporation & Certificate for commencement of business for Pvt. / Public Ltd; company.
- 5) Layout of proposed premises / Land and location on town map.
- 6) Photographs of proposed showroom and workshop.
- 7) Audited balance sheet for last two financial years.
- 8) Five blank cheques.
- 9) Bank Guarantee Letter.
- 10) Last six months bank statement of saving (personal) account and currant account (of the Company).
- 11) Proof of fix property like as Land / Building / House / Shop.
- 12) Reference Letter (any two Persons).

Signature with seal

Note: The detail required above is only for the purpose of processing your dealership proposal and the company does not guarantee any commitment of offer of dealership.



APPLICATION FORM – PAL 3 WHEELER DEALERSHIP

1. Proposed Dealership at: _____

Desired territory: _____

2. **About the Promoters**

Name and address of firm _____

Applying for dealership: _____

Details of the Main Promoter _____

Name, age, Qualifications _____

Address: _____

Brief write-up on business _____

Achievements till date: _____

Type of Firm: _____

Contact telephone numbers _____

With STD codes: _____

Contact fax numbers _____

With STD codes: _____

Email address: _____

CST / LST / TIN no: _____

3. Promoters Present Business Activity & Details:

Name of Business	Nature of Business	Starting Year	2003-04 Turnover	2004-05 Turnover	2005-06 Turnover	Paid up Capital
1.						
2.						
3.						
4.						
5.						

4. Promoters' Existing Infrastructure & set up:

Particulars	Show Room	Workshop	Spare Parts	Open Area
Location				
Area				
Investment				
Manpower				
Ownership Status (Own / Rental)				

5. Promoters Financials (Working Capital)

Bankers Name and Address	Type of Facility / Amount
1.	
2.	
3.	



6. Proposed Infrastructure for PAL Dealership.

Preferred location is prime location in city OR a place near Transport Centre of the city.

Sr. No.	Parameters	Actual Available today (SQM)	Provision for Expansion (SQM)	Remarks (expected to be operational by)
1	Showroom Area			
2	Workshop Area			
3	Spare Storage Area			
4	Open Area			
5	Total Area			
6	Service Van (Nos.)			

7. Market Information:

a. Other Vehicle Dealership Existing in your Area:

Product / Company	Name of Firm	Avg. Sales per month
1. Mahindra & Mahindra		
2. Scooters India		
3. Piaggio Ape		
4. Bajaj Auto		
5. TATA ACE		
6. Others		



8. **Brief details about experience of promoters group in commercial vehicles business, as Dealers, Transporters, Financiers etc.,**

9. **In your view what are your strengths which can enable you to succeed in the 3 Wheeler trade?**

Place: _____ Signature of the Applicant: _____

Date: _____ Name of the firm: _____

Kindly attach following;

- (A) Photographs of your existing establishments – workshop, showroom, parts centre
- (B) Floor plan of present establishment with dimensions
- (C) “Location Map” showing your establishment on the city map, vis-à-vis other automotive dealerships and transport hub location.
- (D) Any other information, which in your opinion is relevant

Mail your application to General Manager (Marketing), PANCHNATH AUTO (P) LTD. RAJKOT -360 004.