

**Jammu & Kashmir State Agro Industries Development Corporation Limited  
Agriculture Complex, Lalmandi, Srinagar, Kashmir**

**Subject: - Appointment of Super Stockists for sale of Agro Products (Honey, Saffron, different varieties of jam, dry fruit and other agriculture produce of the State).**

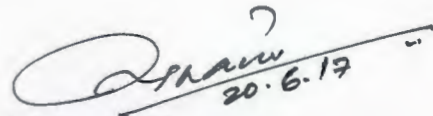
Corporation has a Food Processing Unit at Khonmoh where different varieties of fruit are being processed and packed including premium honey. These items have good acceptability and good will. To expand the market network, Corporation proposes to appoint 3 Super Stockists one each for Kashmir, Jammu and at Delhi for dealing with all states outside J & K.

Corporation invites offer from financially sound firms having experience in the related line and network to work as Super Stockist for the Corporation for sale and promotion of these products. The detailed tender documents can be purchased from office of the Corporation at J & K State Agro Industries Development Corporation Limited, Agriculture Complex, Lalmandi, Srinagar, Kashmir, against payment of Rs. 2000/- or can be downloaded from the website of the Corporation [www.jkagro.com](http://www.jkagro.com) (the draft for Rs. 2000/- is to be attached with the offer as a cost of tender document in case tender is downloaded from the website).

The offer should reach the Corporation on or by 10<sup>th</sup> of July, 2017 upto 2:00 P.M. at the following address of the Corporation.

No: - Agro/Adm/F-194/1274

Dated: - 20-06-2017



**Divisional Manager**

**J & K State Agro Industries Dev. Corp. Limited  
Near Agriculture Complex, Lalmandi, Srinagar**

**Mobile No. 9419068473**

*Divisional Manager  
J&K State Agro Industries  
Development Corporation Ltd*

**Jammu & Kashmir State Agro Industries Development Corporation Limited**  
**Agriculture Complex, Lalmandi, Srinagar, Kashmir**

**Subject: - Terms and conditions for appointment of super stockist for Kashmir Province, Jammu Province and at Delhi (for States outside J & K) in reference to tender notice no: - Agro/Adm/F-194/1274 dated: - 20-06-2017.**

1. Corporation has a Food Processing Unit at Khonmoh where different varieties of fruit are being processed and packed including premium honey. These items have good acceptability and good will. To expand the market network, Corporation proposes to appoint 3 Super Stockists one each for Kashmir, Jammu and at Delhi for dealing with all states outside J & K.
2. Corporation invites offer from financially sound firms having experience in the related line and network to work as Super Stockist for the Corporation for sale and promotion of these products. The detailed tender documents can be purchased from office of the Corporation at J & K State Agro Industries Development Corporation Limited, Agriculture Complex, Lalmandi, Srinagar, Kashmir, against payment of Rs. 2000/- or can be downloaded from the website of the Corporation [www.jkagro.com](http://www.jkagro.com) (the draft for Rs. 2000/- is to be attached with the offer as a cost of tender document in case tender is downloaded from the website).
3. The minimum security deposit for appointment of Super Stockist is Rs. 1.00 lacs. The same is to be deposited with the Corporation and will not earn any interest.
4. The minimum sales target for the year 2017-18 for the Super Stockist of Jammu Province and Kashmir Province is Rs. 1.50 crores and for Super Stockist at Delhi, Rs. 2.50 crores.
5. The offer of the firm giving higher security deposit and offering higher target and having substantial experience in the line will be criteria for selection of Super Stockist.
6. The Super Stockist will be offered a commission of 6 % on the ex-factory price of the products.
7. The Corporation shall be issuing separate tender notice for appointment of dealers in each district of J & K.



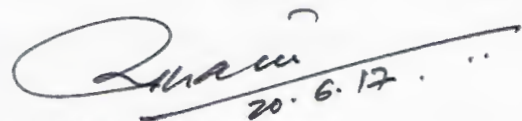
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8. The Super Stockist shall be required to coordinate with the dealers and ensure regulated and timely supplies to these dealers, wherever the Corporation is not in a position to finalize the dealer network, the Super Stockist shall appoint dealers for different areas.
9. The sales to the Corporation's own outlet or to its franchise outlets shall be dealt with directly by the Corporation and is not covered under this arrangement.
10. The list of products which are available for sale is enclosed as Annexure 'A' to these terms and conditions. The Corporation however, is expanding the list of items depending upon the availability of the products and the sales potential.
11. The Super Stockist will have to lift the material against advance payment, the delivery of which shall be made within weeks time after firm indent alongwith advance payment is sent to the concerned officer of the Corporation.
12. The sales target mentioned at Para 4 are on the basis of current production levels. However, these targets shall be revised in case of increase in production.
13. The increase in the target shall be decided with mutual discussions.
14. J & K AIDCL can extend any special / revised policy regarding margin / commission at any time depending upon the performance and target of the sales fixed and achieved by the Super Stockist.
15. The Super Stockist will ensure that competitors do not sabotage the goodwill of J&K AIDCL by selling our products under fictitious Brand Name of our Corporation. The Super Stockist will also not enter into competition with other dealers of J&K AIDCL. In case, any Super Stockist is found selling material in a particular area other than the allotted area, the Corporation shall be at a liberty to terminate the Super Stockist agreement without assigning any reasons thereof.
16. The Corporation shall have the right to terminate any Super Stockist at any time, in case, the said Super Stockist is found involved in any criminal activity or any other activity detrimental to the interest of the Corporation or for reasons for safe guarding the interest of the Corporation without any reason.



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17. The arrangements shall be initially for a period of five (5) years. However, the Management reserves the right to terminate the Super Stockist ship at any time by giving one months notice or can extend the Super Stockist agreement depending upon the performance of each Super Stockist on case to case basis.
18. The selected Super Stockist will have to enter into an agreement which shall include above terms and conditions and any other terms and conditions which the Corporation may deem fit in the interest of Corporation business.
19. The material once supplied shall not be taken back by the Corporation unless otherwise it is assessed by the Corporation that there is some justification for doing so.
20. In case targets are not achieved by the Super Stockist, the Corporation reserves the right to reduce the commission / discount proportionately besides other action like termination of the agreement.
21. The supplies shall be dispatched to the Super Stockist from Khonmoh, Srinagar factory at his risk and responsibility through the transporter / representative nominated by the Super Stockist. The Super Stockist may get the goods insured against transit risk.
22. In case of any dispute, the issue shall be settled through Arbitration and Managing Director, JKAIDCL, shall be sole of Arbitrator.
23. The tender / offers should reach the office of Managing Director at Agriculture Complex, Lalmandi, Srinagar, Kashmir by 10<sup>th</sup> of July, 2017 upto 2:00 P.M.
24. For further details, interested firms can contact Divisional Manager, J&K State Agro Industries Development Corporation Limited, Agriculture Complex, Lalmandi, Srinagar, Kashmir, Mobile No. 9419068473.

  
20.6.17

**Divisional Manager**

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Near Agriculture Complex, Lalmandi, Srinagar  
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*Divisional Manager  
J&K State Agro Industries  
Development Corporation Ltd*