

Rehabilitation Plantations Limited
(A Joint Venture of Govt.of India & Govt.of Kerala)
CIN-U01119KL1976SGC002799
Regd.Office:PUNALUR-691305,
KOLLAM DIST., KERALA, INDIA
GST NO:32AAACT8105A1Z2
Ph. : 0475- 2222971/72/73
Website : www.rplkerala.com

AGENTS REQUIRED

Rehabilitation Plantations Ltd., (an ISO 9001 & 14001 Certified Company) and a leading producer of ISI marked 60% Concentrated Latex intends to appoint agents all over India to canvas orders for sale of its produce on commission basis. Interested dealers in rubber are requested to apply on or before 22.03.2021. The agency conditions and business bio data format can be had from the website of the Company.

Sd/-
Managing Director

RPL/SALES/4297/2021-23/2739

Dt. 05.03.2021

AGENCY CONDITIONS

1. Agents shall send orders satisfying all conditions and only the orders satisfying the conditions will be registered.
2. Orders received from each agent will be registered separately and allotment will be made based on the order of receipt.
3. Orders placed shall be without any conditions and complete in all respects so that the same can be executed without further confirmation.
4. A minimum of 10% of the invoice value has to be remitted as advance either by the agent or by his client along with the order for credit sales. Balance invoice value together with interest @ 30% per annum on the value of latex for a minimum period of one month will be collected through bank and documents have to be cleared within 30 days from the date of invoice.
5. Each agent shall provide a Bank Guarantee in favour of RPL for an amount of not less than Rs12,50,000/- (Rupees Twelve lakhs Fifty Thousand only) where the agent wishes to avail credit facility for 1 load of 42/45 barrels or Rs.2,00,000/- (Rupees Two Lakhs only) where sale is restricted to advance payment in prescribed form. The existing bank guarantee if any, applicable to the current agency will not be considered for the agency for the year 2021-23.
6. Each agent should undertake to sell a minimum of 1 loads (42 barrels) per month. There will be no commission upto 84 barrels. Commission payable is 0.6 % on the value of latex sold for the first 420 barrels and 0.85% on the total sales if the same exceeds 420 barrels during each English calendar month during the currency of this agreement which can be changed if found necessary. If any agent fails to sell the minimum quantity fixed for the month he will not be eligible for any commission for that month.
7. Agent shall diligently and faithfully serve RPL as its agent.
8. For all credit sales payment is to be arranged within 30 days from the date of invoice.
9. Agent shall pay or cause to be paid all amounts due from the customers for supplies made as per orders from the agent. Agent will be responsible for the collection of bill amount, interest at 36% per annum for delayed payment together with all costs incurred by the principal.

10. If any consignee fails to retire the bill, the agent shall be responsible to arrange resale and remit the amount due.
11. RPL shall have the right to effect direct sales to any party and the agent shall not be eligible for commission for such sales.
12. Agency can be terminated with one month's notice by either party without assigning any reason.
13. If RPL forms an opinion that the agent is resorting to unhealthy or unsound trade practices, the appointment is liable to be cancelled without notice.
14. Sale of concentrated latex is to be arranged at prices fixed by the RPL, from time to time.
15. Supply should be made only to those who are having valid Rubber Board Licence & within the licenced quantity. If there is any penalty, on account of purchase in excess of licenced quantity by the agents or through him, to be paid by the company, the agent shall be responsible for that & shall remit the penalty amount to the Company.
16. If any agent fails to arrange sale of a minimum of 126 barrels per month for two consecutive months, his agency is liable to be cancelled.
17. RPL will have the right to appoint any number of agents at any time.
18. The period of agency will be for a period of two year. On the expiry of the aforesaid period of two year, the RPL may at its discretion extend the period of agency for a further period upon the same terms and conditions.
19. Supply will be made from the factory site/from site fixed by the Company in future at the prices fixed for delivery there from.
20. The company will not be responsible for the quality or quantity of the goods once it is lifted from its site.

21. The price of the goods on the date of delivery order will be applicable, if the goods are lifted within **6 working days** from the date of delivery order, in case of delayed lifting of goods beyond six working days the price applicable at the time of release order or at the time of delivery of the goods whichever is higher will be applicable for invoicing the sale and for the payment of value. Godown charges at the rate of Rs.2/- per barrel per day plus GST & Rs.10/-per MT per day(Tanker) will be charged after the expiry of the six working days aforesaid. The delivery order is also liable to be cancelled if the goods are not lifted within 15 days from the date of delivery order with the penalty of Rs. 1/- per kg/ day for the purchase of Concentrated latex.
22. If the bill amount is not paid within 30 days from the date of the bill interest at the rate of 36% per annum on the value of latex will be charged from the date of invoice. If the bill amount is not paid after 45 days RPL will be entitled to realize the bill amount by invoking the Bank Guarantee provided by the agent. In such an event, the Agent will have to provide a fresh Bank Guarantee for an amount as specified in the agreement.
23. The Managing Director of the Company has absolute discretion in changing the conditions without assigning any reason.
24. In the event of any dispute arising in relation to or in connection with the agreement the same shall be subject to the jurisdiction of the courts at Punalur in Kollam District only.

Sd/-

COMPANY SECRETARY

BUSINESS BIO-DATA

1. Name & address of the firm (Indicate Telephone Nos., fax Nos., etc. and Rubber Board license No.) :

2. Whether proprietorship/partnership/Limited Company :

3. Address & Location of the branch offices, if any, including their telephone Nos. :

4. Details of the staff working with you :

5. Are you a regular purchaser of RPL Latex? If so, the approximate quantity purchased during the last two years(year-wise) :

6. The average quantity of latex that you are confident of selling per month :

7. Are you a consumer of latex? If so, please give details. :

8. Do you intend to sell RPL Latex to dealers or manufacturers? If so, mention some of you major buyers. :

9. What is the method of canvassing by which you intend to sell latex? :

10. Are you an agent/dealer of any other company's latex? :

11. Have you ever been an agent of RPL and if so, the reasons for termination of Agency? :

12. Do you have any preference for any particular region regarding agency? :

13. Briefly indicate the special points, if any, which should be considered while taking decision on you application for agency. :

Date:

Signature and seal of the applicant.