

THE MYSORE PAPER MILLS LIMITED  
(A Govt. of Karnataka Undertaking)  
MARKETING DIVISION, 16/5 ALI ASKER ROAD, BANGALORE-560 052  
**Phone No.080-22354738, 22354828 Fax No.080-22354739**

**APPOINTMENT OF DEALERS/CONSIGNMENT STOCKIST**

The Mysore Paper Mills Limited, a premier Karnataka Government Company engaged in the manufacture of about 1.3 lakh MTs of paper, having its plant at Bhadravathi, Shimoga District, Karnataka State, wishes to appoint **Dealers** at Bangalore, Raichur, Gulbarga, Bellary, Bijapur and Hassan and **Consignment Stockist** at Bangalore for sale of Writing & Printing Paper. Interested applicants who are financially sound fulfilling the following conditions may apply with full details on or before 14.12.2009.

1. The applicant should have a minimum 5-10 years' business experience in paper trade with Sales Tax Registration certificate, and Assessment Orders for last 5-10 years.
2. The applicant should have the financial capacity and infrastructure to lift from MPM minimum quantity of 50 MT per month of Writing & Printing Paper in the case of Dealer and 500 MTs per month in the case of Consignment Stockist. The average turnover per annum should be minimum Rs.50 Crore with investment of atleast Rs.25 Crores on MPM business in the case of Consignment Stockist.
3. The applicant should possess godown facilities to store atleast 250 MTs of paper ie., 10000 Sq.ft in the case of Consignment Stockist.

The interested applicants can download the application form for Dealer or Consignment Stockist from our website [www.mpm.co.in](http://www.mpm.co.in).

MPM reserves the right to accept or reject any or all applications without assigning any reason thereof.

Please apply to "**General Manager (Marketing)**" on the above address together with a Demand Draft for Rs.25000/- drawn in favour of "**The Mysore Paper Mills Limited**", payable at Bangalore towards the E.M.D. superscribing on the cover **Application for Dealer or Consignment Stockist** as the case may be. Applications without EMD will not be considered.

Visit us at [www.mpm.co.in](http://www.mpm.co.in)

Sd/- General Manager (Marketing)

***MPM***

**The Mysore Paper Mills Limited  
(A Government Company)**

# **DEALERSHIP APPLICATION**

Regd Office: 16/5, Ali Asker Road, Bangalore-560 052  
Factory: Bhadravathi, Shimoga District, Karnataka, India



5. Business Turnover for the past Five years:

Rs.(in lakhs)

-  
-  
-  
-  
-

6. If you are already in Paper Trade, please state:

- a. Territory of Operation (Names of Districts may please be indicated)

Country

Quantity (MT)

B. Exports

2006-07

2007-08

2008-09

- i. Total Sales(domestic) MTs:

-

-

-

- ii. Ceamwove: MTs

-

-

-

TOTAL

MTs

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7. Please State

- a) Address of your branch offices ( if any)

b) Name and address of Sister concerns and Associate companies/firms, if any.

c) Storage facilities available:  
(area in sq.ft & capacity in MT)

d) Contact details:  
Telephone  
Fax  
E-mail

e) Details of Sales Force available

8. List of the names your Major Customers

9. Name and Address of your Banker(s)

10. If you are already a dealer of any other paper mill(s), please state:

<u>Name of the Mill</u>	<u>Quantity sold in MT</u>		
	<u>2006-07</u>	<u>2007-08</u>	<u>2008-09</u>

11. Territory in which you wish to deal in MPM products (names of Districts may please be indicated)

12. Varietywise demand in your areas and quantity of MPM products which you can assure to sell

DEMAND PER ANNUM(MT)    ASSURED ANNUAL OFF TAKE

- a) Creamwove
  - 1. Domestic
  - 2. Export
  
- b) Other varieties of WPP
  - 1. Domestic
  - 2. Export

13. Whether Income tax assessment done for the last three years  
(Copies of assessment orders to be enclosed)

14. E.M.D:DD.....Number and Date

15. Any other relevant information in support of your application.

16. PAN NO:

17. CST/ST No.

Signature of the Authorised  
Signatory with Office Seal

Date:

Place:

## **MPM's DEALERSHIP-TERMS & CONDITIONS**

1. The dealer would be required to maximize sale of MPM Creamwove reels mainly and other varieties of MPM's paper products to customers who are not directly serviced by the Company, and effect sales at the Company's declared prices. The Dealers would be notified by MPM from time to time the list of customers who are directly serviced by the Company
2. The Dealership will be initially for a period of one year from the date of appointment. Based on the Dealer's performance, the same may be extended.
3. The dealer has to place a refundable deposit of an amount of Rs.25.0 lakhs as Security Deposit with MPM, which will earn him interest at the rate of 8% pa, as per the present policy of MPM in this regard.
4. The Dealer will be solely responsible for liaising with the customers/3<sup>rd</sup> party, booking orders, liaising with MPM for ensuring timely despatches and making payments to MPM on behalf of their customers. The Dealer has to abide by the payment terms and conditions stipulated by the Company from time to time, which may vary according to the market conditions. Also the Dealer would be responsible for collecting statutory forms like 'C'/'D' forms from their customers and forward the same to the Company.
5. The dealer will be assigned a territory of a number of districts in his state for the sales operation and normally, the Dealer has to adhere to the territorial jurisdiction, in order to avoid unhealthy competition among the various Dealers of MPM themselves.
6. As communicated in our advertisement for appointment of Dealership, the Dealer has to sell a minimum average quantity of 350 MTs per month of MPM's Creamwove reels mainly and other varieties of MPM's paper products.
7. The Dealer should have adequate financial strength, infrastructure and manpower for selling an average quantity of 350 MTs per month.



***MPM***

**The Mysore Paper Mills Limited  
(A Government Company)**

# **CONSIGNMENT STOCKIST APPLICATION**

Regd Office: 16/5, Ali Asker Road, Bangalore-560 052  
Factory: Bhadravathi, Shimoga District, Karnataka, India



ii. If you are already in Paper Trade, please state:

a. Territory of Operation

	<u>Country</u>	<u>Quantity (MT)</u>
i. Sales(domestic) MTs:	-	-
ii. Exports : MTs	-	-
TOTAL	-----	-----
MTs	-----	-----

7. Please State

a) Address of your branch offices ( if any)

b) Name and address of Sister concerns and Associate companies/firms, if any.

b) Storage facilities available:  
(area in sq.ft & capacity in MT)

d) Contact details:  
Telephone  
Fax  
E-mail

e) Details of Sales Force available

8. List of the names your Major Customers

9. Name and Address of your Banker(s)

10. If you are already a dealer of any other paper mill(s), please state:

<u>Name of the Mill</u>	<u>Quantity sold in MT</u>		
	<u>2006-07</u>	<u>2007-08</u>	<u>2008-09</u>

11. Territory in which you wish to deal in MPM products.

12. Paper demand in your areas and quantity of MPM products which you can assure to sell

<u>DEMAND PER ANNUM(MT)</u>	<u>ASSURED ANNUAL OFF TAKE</u>
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a) Creamwove

b) Other varieties of WPP

13. Whether Income tax assessment done for the last three years  
(Copies of assessment orders to be enclosed)

14. E.M.D:DD.....Number and Date

14. Any other relevant information in support of your application.

16. PAN NO:

17. CST/ST No.

Signature of the Authorised  
Signatory with Office Seal

Date:

Place:

## **CONSIGNMENT AGENCY-TERMS & CONDITIONS**

1. The Consignment Stockist is required to maximize the sales of MPM paper (Writing & Printing) to customers.
2. The Consignment Agency will be initially for a period of two years from the date of appointment. Based on performance, the same may be extended.
3. The Consignment Stockist has to submit a Bank Guarantee for an amount of Rs.1.0 Crore as Security Deposit with MPM.
4. The Consignment Stockist will be solely responsible for liaising with the customers/3<sup>rd</sup> party, booking orders, liaising with MPM for ensuring timely despatches and making payments to MPM on behalf of their customers. The Consignment Stockist has to abide by the payment terms and conditions stipulated by the Company from time to time, which may vary according to the market conditions.
5. The Consignment Stockist will be assigned a territory for the sales operation and normally, the Consignment Stockist has to adhere to the territorial jurisdiction, in order to avoid unhealthy competition among the various Consignment Stockist of MPM.
6. As communicated in our advertisement for appointment of Consignment Stockist, the Consignment Stockist has to sell a minimum average quantity of 500 MTs per month of MPM's paper.

7. The Consignment Stockist should have adequate financial strength, infrastructure and manpower for selling an average quantity of 500 MTs per month.
8. MPM will stock transfer stocks of WPP from factory at Bhadravathi to the warehouses of the consignment stockist. The consignment stockist will take delivery of the stocks from the transporter and pay any duties/octroi on behalf of the MPM which will be reimbursed by MPM.
9. MPM will take care transit insurance. In case of any loss and damage to stocks during the period of transit, the consignment stockist at the time of receipt should lodge the claim with the insurance company and inform the full particulars of losses/damages immediately to MPM.
10. The consignment agent shall be responsible for the safe storage of the goods and will be held responsible for any loss/damage to the stocks while in storage. The goods stored shall be insured by the consignment stockist.
11. The consignment stockists shall sell the WPP stocks at the prices as declared and informed by MPM from time to time.
12. The consignment stockists will bear the storage, insurance charges for the stocks on hand. The handling charges, local levy, transit insurance and cartage are to be collected from the buyer on actual basis i.e., in addition to the sale price.
13. The consignment stockists shall collect and pay to the concerned State Governments the applicable local sales tax and MPM will not be responsible for any liability relating to the local sales-tax.

14. The consignment stockist shall maintain his own office and warehouses and sell paper to customer in the name and on behalf of the MPM. The consignment stockist will be fully responsible for collecting the payments against the bills and forwarding the same to MPM.
15. The consignment stockist has to maintain proper record of the stocks of paper held by him. A daily statement indicating the receipts, issues and stock on hand will be submitted by the consignment stockist to MPM. MPM officers would visit the office/ warehouses of the consignment agent from time to time to verify the stocks and to inspect the books of accounts, registers etc.
16. The consignment stockist is given a credit period of 15 days. The payment therefore has to be made by the 16<sup>th</sup> day from the date of the bill. MPM will indicate separately the periodicity of sending the sales proceeds by the consignment stockist.
17. Consignment stockist would be required to issue the statutory declaration form 'F'/any other statutory form as may be applicable from time to time to MPM.
18. For the services rendered, the consignment stockist would be given a suitable service charges which will take care of the expenditure incurred plus margin. Collection and remittance of the payment will be solely responsibility of the consignment stockist and any bad debt/delay in receipt of payment from the customer will be the responsibility of the consignment stockist.
19. The ownership of the goods sent by MPM to consignment stockist will rest with the MPM only until the products are sold and delivered to customers by the consignment stockist.