



# TAMILNADU CEMENTS CORPORATION LIMITED

(A GOVERNMENT OF TAMILNADU UNDERTAKING)

Corporate Office: L.L.A.Building, 735, Anna Salai, Chennai- 600 002.

Phone:044-28525461 Fax :28523991 website: [www.tancem.com](http://www.tancem.com) e-mail: [mkg@tancem.com](mailto:mkg@tancem.com)



## Application for Stockistship of Arasu Cement

(For Office Use only)

Application Date	
Area	
Customer Code( as per ERP)	



1. Name and full address of the applicant (*in Block letter*) with name and style of the firm ( as per TIN Certificate)

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2. Permanent address of the applicant ( as per TIN Certificate)

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3. Applicant Details (*Must be provided*)

Telephone - Office	
Mobile No	
e-mail id	
PAN No	
Aadhaar No	

(Please enclose Photo copy of PAN/ Aadhaar)

4. Sales Tax Registration Details

TIN No		Date	
CST No		Date	



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### 5. Constitution of the firm

Please Tick	Firm
	Proprietorship
	HUF
	Partnership (Please enclose a copy partnership deed)
	Company (Please enclose a copy AOA & MOA)
	Society (Please enclose a copy of by-laws of Society)
	Others-if any (Please enclose a proof)

### 6. In case of Proprietary concern

Name of Individual / Partner/Director	Age	Father/ Husband Name	Date of Birth	Wedding Date	PAN



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### 7. Year of establishment of the business & total Business experience

(Indicate the years of experience)

	Years of Experience
Cement	
Hardware	
Paints	
Timber	
Other business	
New to business	

### 8. Banker's Name and Address

Bank	
Branch	
IFSC Code	
Branch Phone No	
Type of A/c (Savings / Current)	
Account No	

### 9. Are you already a dealer in Cement

Yes

No

- If so, please state the name of your principals
- Present monthly off Take of Cement



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### 10. Are you dealing in other building materials

Yes

No

Name of the Principal	
Annual Turnover	

### 11.Are you a Income-Tax assessee?(If so, indicate)

Income Tax registration No	
Income Tax Circle	

### 12.How much you can invest exclusively for sale of cement

### 13.Place for which dealership is required (Full address should be furnished)

Place	
Taluk	
District	
Pincode	

Please indicate whether the place is governed by

Place	Please Tick	Population
Corporation	<input type="checkbox"/>	
Municipality	<input type="checkbox"/>	
Town Panchayat	<input type="checkbox"/>	
Panchayat	<input type="checkbox"/>	



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### 14. Nearest Railway Station

Railway Station Name	
Distance- Godown to Station	

### 15.Details and full address of sales Depots where you propose to stock Cement

Address of the Godown	
Capacity of the Godown	
Whether Owned/Rental	

### 16. Give details of your Existing line of Business

Product		
Product	Agent/ Stockist/ Distributor	Turnover(Last 3 Years)



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17. Presently dealing in any Cement, Please furnish the following particulars

Brand	Off take in last 3 Years		
	20__ - __	20__ - __	20__ - __

18. Details of Security Deposit / Bank Guarantee

### Security Deposit

Bank	
D.D.No	
Date	
Amount	

### Bank Guarantee

Bank	
B.G.No	
Validity Date ( from to)	
Amount	



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- 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
- I/We hereby convey my/our full consent to abide by the guidelines issued by TANCEM in respect of price of products, sales policies, rules and regulations and such other matters pertaining to the sale of TANCEM's product from time to time
- Terms and conditions form duly signed by Applicant in token of acceptance of the same in Toto without any reservation is enclosed
- I/We also certify that any change in this information furnished above will be informed to you.

Place :

Date : - - 20

Signature of the Applicant



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### Terms and Conditions for Sale of Arasu Cement

#### 1. Security Deposit

- The Security Deposit fixed for Tamil Nadu and Kerala is ₹10,000/- and the Security Deposit shall carry interest at the rate of 6% (Six Percent) per annum which will be paid annually.
- Interest will not be paid if the stockist voluntarily gives up the stockist ship or if the stockist ship is cancelled by TAMILNADU CEMENTS CORPORATION LIMITED for valid reasons.

#### 2. Payment

- All payments towards supply of Cement in advance by means of Demand Draft, RTGS and NEFT in favour of "Tamilnadu Cements Corporation Limited " payable at the respective Units namely Alangulam / Ariyalur as may be advised by the Corporate Office.
- Bank Collection charges incurred, if any, will be borne by the stockist concerned. The stockist advance payment or balance thereof if any, WILL NOT CARRY any interest.
- Tamil Nadu Cements Corporation Limited reserves the right to recover any amount due to the Corporation in case of default by the stockists either from the stockist or his successors – entitled through the Court of Law /with appropriate rate of interest.





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### 3. Delivery of Cement

- The goods would be moved either on Ex-works basis or F.O.R basis from time to time.
- Though the movement of consignments are at the risk of companies or its authorised agency / transports, the stockist or consignee is to verify the consignment at the time of delivery and endorse on the spot about any damage or shortages or delay or loss of goods in transit etc. in the Consignees Receipts Certificate to be produced by the Transporters.

### 4. Variety of Materials

- Arasu Brand Cement – Portland Pozzolona Cement confirming to specification, i.e. IS 1489(Part-1)- 1991 will be supplied from any one of the factories of TANCEM.
- And also OPC 43 grade confirming to IS specification IS 8112-2013 as per IS specification
- The cement will be packed in HDPE, paper and laminated(each packed bag containing 50 kilograms of net, 20 such bags constitute a Metric Tonne of cement).
- The quantity and weight shown in the delivery challan shall be accepted as correct and binding upon both the parties.
- Orders received from the stockist will be executed as far as possible in the order of priority in the case of transport by rail, consignments will be handed over to



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the Railways against clear Railway receipts which will be sent to the stockist by post/e-mail. Intimation mentioning the wagon number and the Railway Receipt Number and the date of booking will be sent to the stockists directly from the units of Tamil Nadu cements Corporation Limited. Tamil Nadu Cements Corporation Limited will not hold themselves responsible for any demurrage or wharfage to the consignments in case of delay in receipt of the Railways Receipts.

- In case of any damage to the consignments enroute or at the destination railhead, the stockists shall prefer their claims only with the Railways and TANCEM will not entertain any claim in this regard.

### 5. Corporations Right to Cancel the Orders:

- Tamilnadu Cements corporation limited will be at liberty to cancel any order placed by the stockists at its sole discretion and without assigning any reason thereof and the corporation shall not be liable for any loss or damage which the stockist may suffer as a result of such cancellation.

### 6. Price:

- The price prevailing are either Ex-works prices or F.O.R. prices in Tamilnadu and Kerala Ex-Depot Punalur/ Ex-Palakad according to the practice of the industry from time to time.



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- The prices are subject to the revision. Orders placed for the supply for goods, will be executed and invoice will be raised at the rates prevailing on the date of dispatch.

### 7. Sales Tax:

- In the case of supplies to stockists in Tamilnadu, Sales tax will be levied rates notified by the Government of Tamilnadu.
- In all others cases, central sales, Central sales Tax will be collected subject to the stockist furnishing 'C' form in duplicate and in case of non-furnishing of 'C' form, the prevailing local sales Tax will be charged in case the stockists become liable to pay any sales Tax or any other Taxes on the sale of Cement manufactured by the Corporation, the same shall be borne by the stockist and no claim on this accounts shall under any circumstances be made against the Corporation.

### 8. Delay and Failure to Deliver:

- TANCEM will not be liable for any delay, partial despatch or failure to supply or failure to supply which may be caused by reason of or on account of or to be contingent upon an Act of God or the States enemies, plague, famine, pestilence or epidemic, sickness earthquakes, fires, storms or lock out or workmen shortage, stoppage of labour, break down of or accident to machinery or plant form whatever cause arising.



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- Railways restriction or the failure on the part of the Railways to supply wagons or failure of the Forwarding Agents, shortage of coal, power cut or power interruption, bags or other materials required for the purpose of manufacturing which directly or indirectly affects the performance of the contract or any other circumstance of any kind whatsoever beyond the control of the works.

### 9. Materials

- Materials sold to the stockists is to be marketed in the territory allotted to the stockist and any other place as may be permitted by the Management on prior written request.
- Any fraudulent method adopted to earn abnormal profits and or adulteration of the product, the stockistship is liable to be cancelled and such action as deemed fit will be taken against such stockist on which decision of the Corporation will be final. Cement shall be resold in the same condition without alteration of the package or contents.

### 10. Depot

- The corporation will not provide depot of its own for stocking the goods. The stockists shall have their own godowns suitable for storage of goods. The stockist shall not re-book or in any manner convey, transport or



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despatch the goods sold to the stockist to any other place outside the stockist's area.

### 11. TANCEM Name Board to be Put up

- The stockists should put up a board in the shop/Godown and note daily the number / quantity of goods in stock and the retail price per bag in the case of cement.

### 12. Account to be Maintained

- The stockists should maintain their own stock register showing receipts, sale closing balance, bill books and other accounts in respect of the sale of materials. The record should be produced for inspection whenever demanded by the officials of Tamilnadu Corporation Limited.
- The stockists should abide by all the instructions that will be issued by the Corporation from time to time.
- If performance of the stockists is found not satisfactory, the order of appointment of stockists will be liable for cancellation without any prior notice.

### 13. Suits

- All contract for sales of Cement by the company shall be deemed to have been made at cement unit and all claims the tender are payable in unit and it is a distinct condition of the contract that no suit or action against that company in respect of any of the clauses of the contract shall be instituted by the party concerned in



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any Court other than the Court situated in the city of Chennai where such contract has been made.

### 14. Arbitration

- All dispute and questions whatsoever which shall either during the circumstances of this agreement or afterwards between the parties hereto or between any party hereto and the representative of the other party hereto touching these presents of the constitution or application thereof, any clauses or thing herein contained or as to any Act. deed, or commission of any party hereto or as to any other matter in any way relating to his agreement shall be referred to Arbitration in Chennai where the contract is made to a single Arbitration in case the parties agree upon one, otherwise two arbitrators, one to be appointed by each party in accordance with and subject to the provisions of the Indian Arbitrations Act 1940 or any statutory medication thereof for the time being in force.
- The copy of the terms and conditions, form may be returned duly signed, dated and stamped in token of your acceptance of terms and conditions in Toto without reservation.

### 15. Tamil Nadu and Kerala Supply

Conditions for the supply of cement on credit basis for Tamil Nadu Stockists.



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- Supply of Arasu Cement will be made on cash and carry basis or against BG.
- Credit facility may be allowed for the stockists only against Bank Guarantee for the value ranging from ₹1,00,000/- to ₹30,00,000/- based on the credit worthiness of the party and his past six months performance with TANCEM. Regional Managers and Field Officers should identify the Stockists credit worthiness and recommendations should be made for availing credit facilities to the stockists.
- The issue of cement does not exceed the value of Bank guarantee at any point of time.
- The payment should be made within 15 days from the date of invoice raised. If the stockist fails to remit the payment within 15 days for the earlier supplies, further supply will be stopped even though the quantity is below the value of available bank guarantee.
- In case of credit period exceeding 30 days and the party fails to pay the amount for the consignment ,the bank guarantee should be encashed immediately through bank.
- The credit limit and validity period will be monitored by the Unit Finance Head and Marketing Head.



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- During Bank Holidays or State and Central Government holidays credit facility will be given to Tamil Nadu stockists based on Reigional Managers and Field Officers recommendations against cheque for 16 MTs to 50 MTs only per day. The payment has to be made within three days from the bank working day.