



OFF/WORKS : PLOT 1/A, CAMA INDL ESTATE,  
 SERVICE ROAD, GOREGAON (E), MUMBAI – 400 063.  
 TEL: ++91 22- 2685 2596 / 6570 4946 FAX: 26864217  
 E-MAIL: [info@ha-ko.com](mailto:info@ha-ko.com), web site : [www.ha-ko.com](http://www.ha-ko.com)

**Registration of Dealer / Distributor for Lawncare equipments**

<p><b>Company Name :</b> _____</p> <p>Constitution : Proprietor / Partner</p> <p>Category – Trader / Manufacturer</p> <p>Address: _____</p> <hr/> <p>Tel: _____</p> <p>Fax: _____</p> <p>Email: _____</p> <p>Website: _____</p> <p>Name of Directors: _____</p> <p>Partners / Prop: _____</p> <p>Mobile nos: _____</p> <p>Year of Establishment:</p> <p align="center"><b>ACCOUNTS</b></p> <p>VAT TIN no: _____</p> <p>CST TIN no: _____</p> <p>Bank name &amp; account no:</p> <p>Last 2 year's turnover:</p> <p align="center"><b>MANPOWER</b></p> <table border="1" style="width:100%; border-collapse: collapse; margin-top: 10px;"> <tr> <td style="width:33%;">SALES</td> <td style="width:33%;">SERVICE</td> <td style="width:33%;">OFFICE</td> </tr> <tr> <td> </td> <td> </td> <td> </td> </tr> </table>	SALES	SERVICE	OFFICE				<table border="1" style="width:100%; border-collapse: collapse; margin-bottom: 10px;"> <tr> <td style="width:20%;">Territory Preferred</td> <td> </td> </tr> <tr> <td>Territory Offered</td> <td> </td> </tr> </table> <p>Products in which you deal:</p> <p>Other Dealership:</p> <table border="1" style="width:100%; border-collapse: collapse; margin-top: 10px;"> <thead> <tr> <th style="width:5%;">Sl. No.</th> <th style="width:25%;">Company Represented</th> <th style="width:20%;">Dealer /Distributor/ c&amp;F Agent</th> <th style="width:15%;">Product</th> <th style="width:15%;">Territory</th> <th style="width:20%;">Approx Turnover (Rs)</th> </tr> </thead> <tbody> <tr><td>1</td><td> </td><td> </td><td> </td><td> </td><td> </td></tr> <tr><td>2</td><td> </td><td> </td><td> </td><td> </td><td> </td></tr> <tr><td>3</td><td> </td><td> </td><td> </td><td> </td><td> </td></tr> <tr><td>4</td><td> </td><td> </td><td> </td><td> </td><td> </td></tr> </tbody> </table> <p align="center"><b>SUPPORT EXPECTED FROM THE COMPANY</b></p> <p>Your Major Customers:</p> <p>Signature of the Dealer: _____</p> <p>Company Seal:</p> <p>Dealer's Photo:</p> <hr/> <p align="center"><b>OFFICE USE</b></p> <p>Signature of Manager: _____</p> <p>Company Seal:</p>	Territory Preferred		Territory Offered		Sl. No.	Company Represented	Dealer /Distributor/ c&F Agent	Product	Territory	Approx Turnover (Rs)	1						2						3						4					
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| No Deposit | No Stock Dumping | No pressure for sales | No Targets |

Lawnmowers, Ride-on mower, Brushcutter, crop cttter, Power tiller, chainsaw, hedge trimmer.  
 Authorised Distributor for MTD Products, cub-cadet, Wolf garten.





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## TERMS OF DEALERSHIP

### Company Responsibility

1. Dealer discount as per standard dealer price list which will be provide time to time as per new price list.
2. Sharing in promotional material for lawn care products.
3. We shall share the cost for participating in exhibitions and advertisement in your region.
4. Products- Warranty of 6 months - Spare parts covered under warranty period hall be provided free of cost.
5. The dealership shall be for an initially for period of one year, extendable for a further period of 3 years with mutual consent.
6. We shall provide you with a monthly list of item in stock.
7. All the related inquiries will be forwarded to dealer, as per their appoint region.
8. Sharing in website promotional activity, single page website with dealer's company name exclusive for Lawncare range of products shall be provided.
9. We shall offer a Special price on demo pieces.

### Dealer's Responsibility

1. Dealership Application Form, duly filled & signed ,with copies of CST and Local ST registration certificates with Owners Photo ID.
2. Participation in Exhibition, tender etc with prior approval of the Company.
3. Display of fast Moving product in showrooms.
4. Regular Stock of fast moving products, **worth around Rs. 60,000**
5. Advanced payment by Demand Draft.
6. For billing at connectional CST rate 'C' Form must be submitted in advanced along with the order.
7. All relevant market feedback.
8. Freight charges to dealer account.
9. Dealers have to share the entire customer's data/information with company.
10. Promotion activity of product range in region.

### AFTER SALE SERVICE

1. The dealer has to provide after sales service to their customers immediately on receipt of complaint.
2. The dealer has to provide original spare parts supplied by us to the customer.
3. Dealer have to appoint trained Mechanic for after sales service, Demonstration of product, marketed by the dealer .
4. The dealer should stock all fast moving spares for all product sold by them.

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### **Warranty**

1. The spare parts covered under warranty period Shall be supplied by us free of cost  
The defective spare part shall be dispatch to us freight paid and we shall dispatch the replacement on freight to pay basis.
2. A letter must be obtained from the transporter for all material received in a damaged Condition.  
When material is received in an open or a broken condition, the dealer must Take an “Open Delivery” certificate from the local transport office of the transporter Specifying the broken / missing parts.

**Signature of The Dealer**

**Company Seal**

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