

Cocoguru Coconut Industries Pvt. Ltd.

Corporate Identity No (U51909KA2010PTC055039)
Manufacturers of Pure Coconut Oil
Door No – 5-122/B, Kallarpe, Aryapu Village,
Puttur, Dakshina Kannada, Karnataka – 574210

08251 – 285666
www.cocoguru.com



Distributor Appointment Form

Contact Information

Firm Name			
Proprietor Name			
Address			
	Taluk -	District -	
	State -	PIN -	
Phone			
Email			

Statutory Information

Firm Type		TIN	
Established since		CST	
FSSAI license		PAN	

Infrastructure

Team	Head Count	Company/Brand	Turnover
Partners/Managers			
Salesman			
Delivery Boy			
Driver			
Stores/Packing			
Accountants			
Total		Total	

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Infrastructure	Value	IT Infrastructure	Availability
Godown Space (sqft)		Whatsapp in Mobile	
Space Available (sqft)		No of computers	
Vehicles (count)		Internet Connection	
Banker Name		Accounting Software	
Investment capacity		Email Usage	

Documents Required

Documents Collection	Checklist
Identity Proof	
VAT Certificate	
PAN Card	
Trader License	
FSSAI License	

Territory

Territory Name			
Main Areas			
No of Outlets		Population	
North End		East End	
South End		West End	

Weekly Routes

Day	Starting Point	End Point	Starting Point	End Point
Monday				
Tuesday				
Wednesday				
Thursday				
Friday				
Saturday				

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Preferred Transporter

Company Terms

Aspect	Points	Checklist
Price	Supply Price, Selling Price, MRP, Competitors, Service, Premium, VAT Rate	
Price Variation	Weekly, Credit/Debit, Information	
Payment	100% against order before delivery	
Super Stockist	Name, Address, Bank Details, Bill, Supply, Payment	
Delivery	Transporter, Quantity confirmation, Costs, Minimum order	
Damage	Sealing Leakage, Expiry, Unsold	
Stock	Saleable SKUs, Minimum Stock, Stacking guidelines	
Scope	Distributor Scope – Order, Supply, Receipts Company Scope – Development, Promotion	
Conditions	Performance, Territory, Other brands, Notice Period	

Internal Use

Distributor Identified by Sales Officer	
Reference given by	
Distributor service checked with shops name	
Sales Manager who approved the distributor	
Distribution Start Date	
Distributor's Acceptance Signature	