



## **APPLICATION FORM**

for

## **DISTRIBUTOR**

### **Instructions for filling Application Form**

Applicant to note the following before filling in the form:

1. Application form has to be signed by the Managing Director / Managing Partner as applicable.
2. Attach copies of Partnership Deed / Memorandum of Understanding / Articles of Association as applicable for the Company / Firm.
3. Use additional sheets wherever required.
4. All the particulars in the application form should be filled in. Incomplete applications are liable to be rejected.
5. Application made for distributorship does not guarantee automatic distributorship.
6. If any information detrimental to AJAX interests has been deliberately with-held while applying and it comes to AJAX knowledge subsequently, AJAX reserves the right to terminate the distribution agreement with immediate effect and the distributor will have no recourse to law.
7. AJAX reserves the right to reject or accept any of the application without assigning any reasons whatsoever.
8. In all cases of dispute, the decision of Managing Director of Ajax Engineering (India) Pvt. Ltd. will be final and binding on both sides.
9. Completed application forms duly signed and with the official seal affixed shall be sent to the Head Office of AJAX at the following address:

**AJAX ENGINEERING PRIVATE LIMITED**  
**International Business**  
**No. 253/1, 11th Main Road, 3rd Phase,**  
**Peenya Industrial Area, Bangalore 560 058, India.**

APPLICATION FORM FOR SALES & SERVICE DISTRIBUTOR FOR CONCRETING EQUIPMENT AND SPARE PARTS			
<b>1. Name of the Firm :</b>			
<b>2. Type of Firm :</b>			
(State whether it is a Partnership/Private Limited Company/Public Limited Company/Proprietary Concern. Furnish documents / particulars as applicable for the firm)			
<b>3. Addresses :</b>			
<b>Regd. Office</b>			
City		Pin Code	
<b>Head Office</b>			
City		Pin Code	
<b>Branch Office (1)</b>			
City		Pin Code	
<b>Branch Office (2)</b>			
City		Pin Code	
<b>Branch Office (3)</b>			
City		Pin Code	
<b>Branch Office (4)</b>			
<b>4. Name of the Managing Partner / Managing Director / Proprietor :</b>			
<b>Educational Qualification :</b>			
<b>Address :</b>			
City		Pin Code	
Landline Nos (Office)			
Landline Nos (Residence)			
Mobile Nos			
Email			

<b>5. Details of Partners / Directors :</b>		
<b>Partner / Director (Name, Mobile, Mail ID)</b>	<b>Address</b>	<b>Percentage Share Holding</b>
a)		
b)		
c)		
d)		
e)		
<b>6. Date of Registration of the Firm :</b>		
<b>Date of commencement of business :</b>		
<b>7. Details of current business :</b>		
	<b>a) Manufacturing (Specify the products manufactured) :</b>	
	<b>b) Trading (Specify the products traded) :</b>	
	<b>c) Sales &amp; Service Dealership (Specify the OEM &amp; products handled) :</b>	

**8. i) Businesses of Associate / Sister concerns:**

	Name of concerns	Business Details
a)		
b)		
c)		
d)		

**ii) Names of Directors / Partners of above concerns**

a)		d)	
b)		e)	
c)		f)	

**9. Financial performance for the past 3 years :**

(Enclose audited balance sheets for past 3 years)

Company Name	Type of Business	Turnover (Million USD)		
		2016-17	2015-16	2014-15

**10. Current Infrastructure details :**

Location	Type of facility (Office/Warehouse/Workshop)	Area (M <sup>2</sup> )		Ownership Status (Own/Long Lease/Rented)
		Total Area	Covered Area	

**11. Details of Workshop / Repairing Facility & Equipments available**

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## Proposal for Ajax Distributor

**A. Name of proposed firm :**

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**B. Type of Firm : (Pvt. Ltd. / Partnership / Proprietary)**

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**C. Proposed shareholding pattern :**

Name of person	Relation	Share Holding

**D. Financial Planning :**

<b>Estimated Project Cost</b>		
<b>Source of Funds</b>	<b>Long Term</b>	<b>Working Capital</b>
<b>Own Funds</b>		
<b>Term Loan</b>		
<b>Bank Guarantees</b>		

**E. Bankers :**

Bankers Name	Dealing since (MM, YYYY)	Type of facility (CC, BG, OD)	Current limit (Million USD)

**E. Proposed Infrastructure :**

Particulars	Office Premises	Parts Warehouse
<b>Location</b>		
<b>Total Area (M<sup>2</sup>)</b>		
<b>Covered Area (M<sup>2</sup>)</b>		
<b>Open Area (M<sup>2</sup>)</b>		
<b>Ownership status</b> (own / lease / rented)		
<b>Time to take possession</b>		
<b>Time to start business</b>		

**F. Branch Planning**

City	Brief Address	Area (M <sup>2</sup> )	Ready by date

## Proposal for Ajax Distributorship

### G. Manpower

Function	Head Count	Appointment by date
Sales		
Service		
Spare Parts		

### H. Vehicles :

Vehicle	Proposed addition (nos.)	By Date
4 Wheelers (Service/Parts Van)		
2 Wheelers		
Others		

### I. Estimated business for Ajax

Product Category	Year 1	Year 2	Year 3
Self-Loading Concrete Mixers			
Batching Plants			
Concrete Pumps			
Transit Mixers			
Site & Tunnel Dumpers			
Spare Parts & Lubricants			

Do you agree in principal to establish Distributorship in terms of infrastructure, manpower, equipments as per Ajax guidelines, machine & spare parts stock :

Yes / No

Has your Company / Firm / Enterprise or any of your associate / sister companies where you or any family members are involved, been served with notices / claims / demands by any Central / State Government departments towards non-compliance / breach of applicable laws and has any prosecution or penal or recovery action been initiated by them

Yes / No

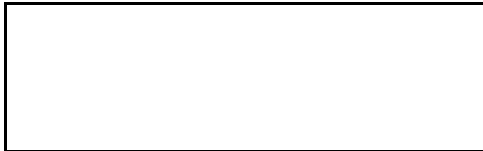
If YES, please provide details of such notices / claims / demands and clarify whether the issues have been closed or open as on date (please add separate sheet with details)

**Declaration :**

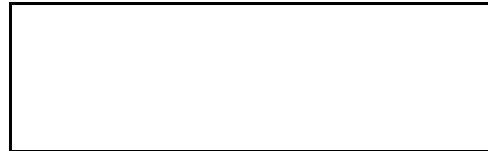
**I hereby declare that the details furnished by me in this application are true and I have not withheld any material information. In the event, at a future date, if it is revealed that any material information has been withheld / suppressed, notwithstanding condition to the contrary, the distributorship is liable to be terminated summarily by Ajax**

**Date :**

**Place :**



*Affix Office Seal*



**Signature  
(Managing Director/Partner)**

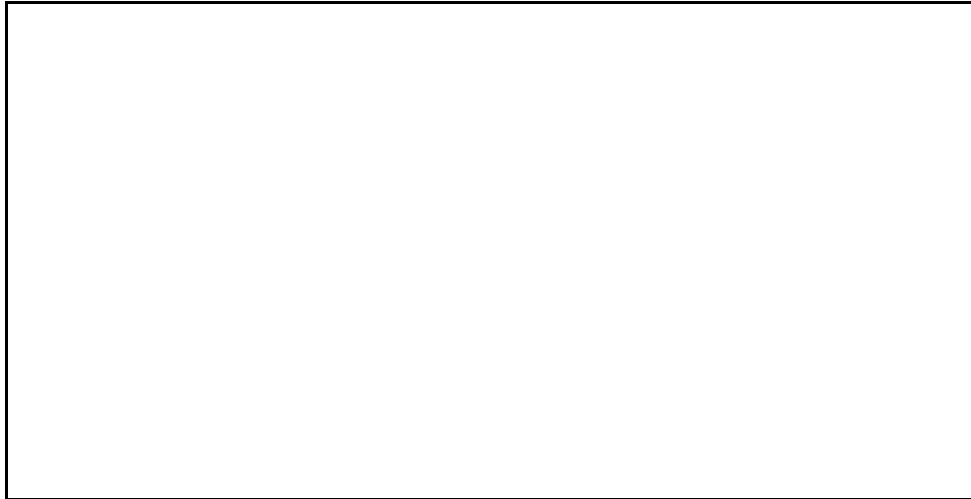
**Enclosures :**

- i. Company statutory documents (MOA & AOA / Partnership Deed, Tax registration certificates, PAN card)
- ii. Copies of audited balance sheets for last 3 years
- iii. Bank comfort letter mentioning type of account, current limits provided, operating since when, conduct of account, willingness to provide additional limits for future
- iv. CA certified networth certificate of all Directors / Partners
- v. Photographs of proposed facility

**Proposed site for office**



View from main road



Internal view 1



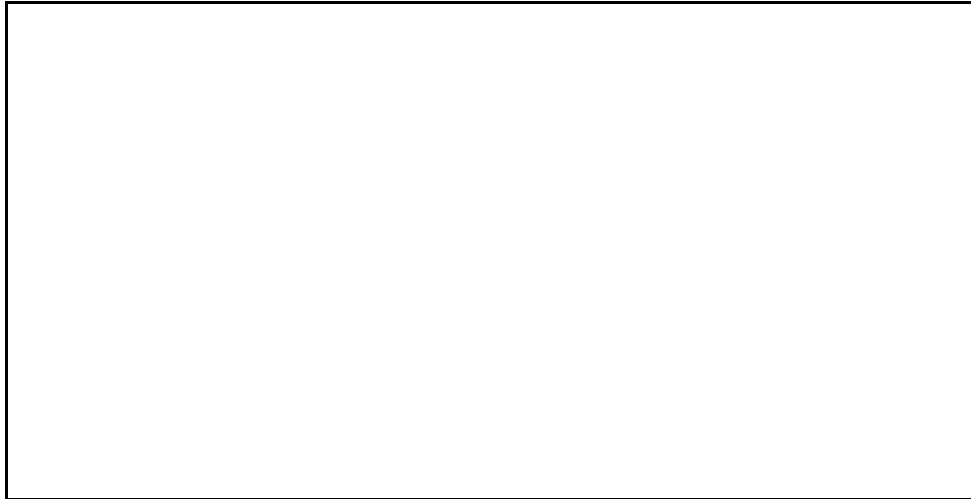
Internal view 2



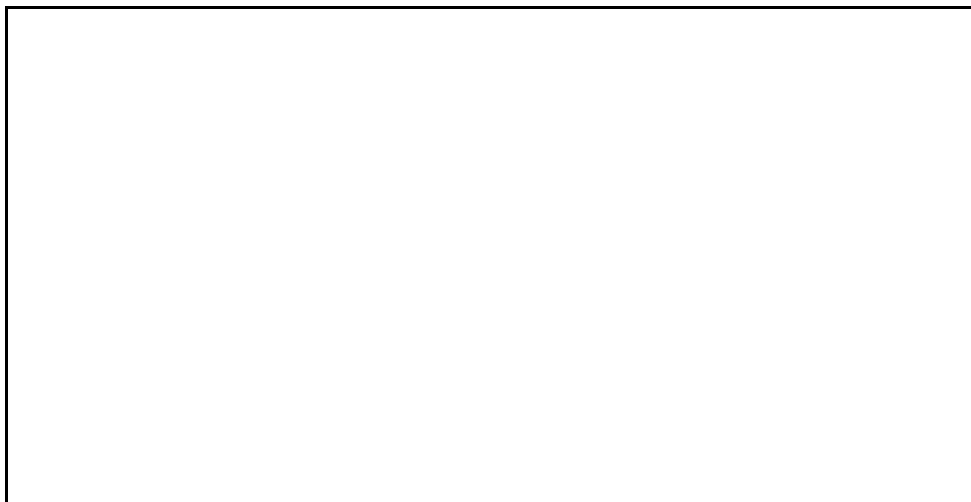
**Proposed site for spare parts warehouse**



View from main road



Internal view 1

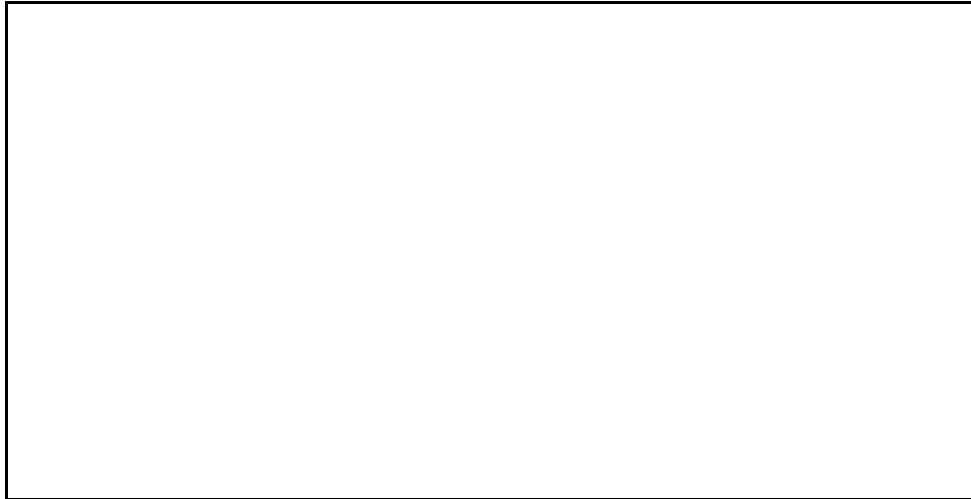


Internal view 2

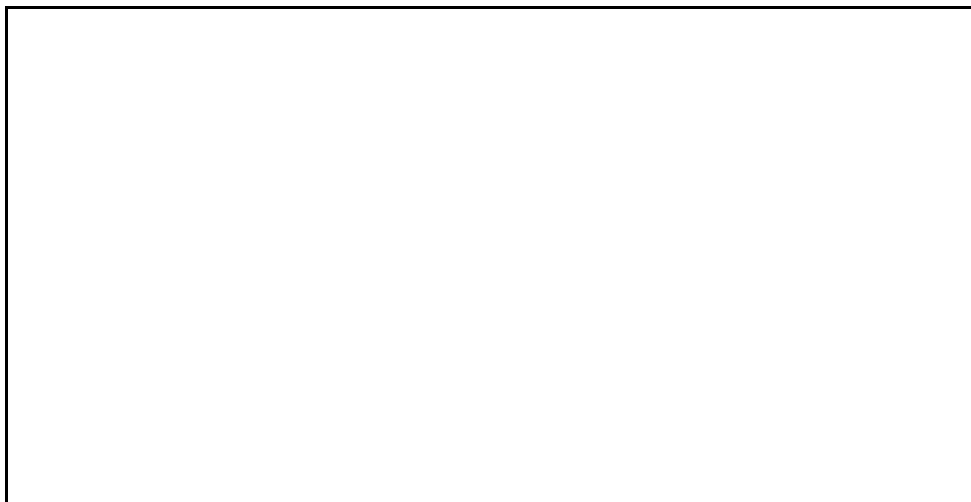
**Proposed site for Branch office 1**



View from main road



Office area

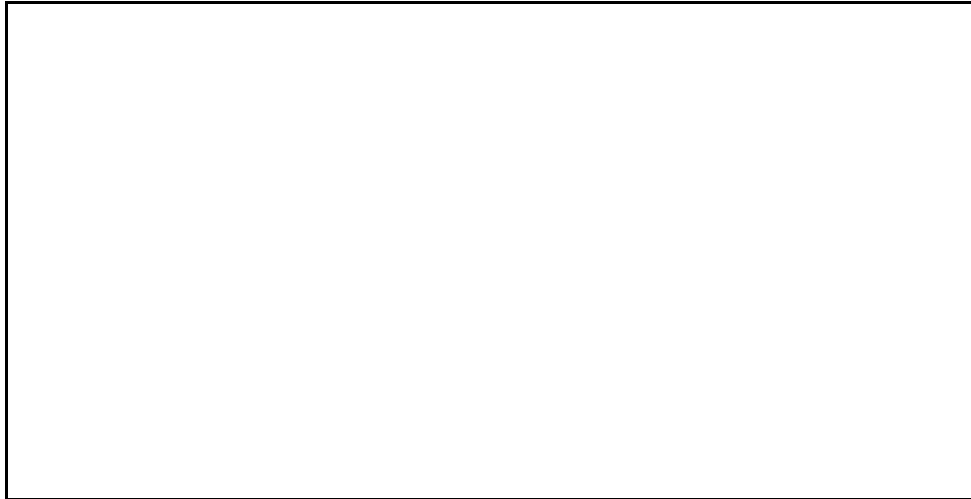


Spare parts warehouse

**Proposed site for Branch office 2**



View from main road



Office area



Spare parts warehouse