

**THE STATE FARMING CORPORATION OF KERALA LIMITED  
AN ISO 9001:2015 CERTIFIED COMPANY**

**A Government of Kerala Undertaking**

**CIN: U01115KL1972SGC002418**

**Registered Office, Vettithitta.P.O, Alimukku, Punalur-689696, Kollam Dist, Kerala**

**Phone: 9447323696**

**www.sfckerala.com Email: sfcksales@gmail.com**

**ABOUT THE COMPANY**

We are a Government of Kerala Undertaking Registered under Companies Act 1956 and engaged in Rubber cultivation and processing. The entire latex produced in our estates is being processed in our Latex Centrifuging Factory situated at Chithelvetty, Pathanapuram. Our factory has got ISO 9001 certification and certification by BIS. Our factory is having a processing capacity of 30 MTs of field latex per day and our Annual production is about 3000 MT of cenex. The total turnover is about 30 crores annually. We are producing and marketing 60% centrifuged latex (Cenex) meeting International quality standards and our product is being consumed by the following Govt. companies.

1. M/s.Foam Matttings (India)Ltd, Alappuzha
2. M/s. Coirfed, Alappuzha

We would like to appoint agents having valid Rubber Board License for canvassing of orders for cenex on commission basis for the year **2026-27**. The terms and conditions of agency are shown below:

**TERMS AND CONDITIONS FOR AGENCY**

1. Agent shall send Purchase orders for Cenex satisfying all conditions and only the orders satisfying the conditions will be considered.
2. Purchase Orders placed shall be unconditional and complete in all respect so that the same can be executed without further confirmation.
3. Purchase Orders received from each agent will be registered separately and allotment will be made based on the order of receipt of payment.

4. Each agent shall provide security deposit of **₹10,000/-(Rupees Ten Thousand only)** in the form of DD in favour of The State Farming Corporation of Kerala Limited and execute an agreement worth in **₹200/-** stamp paper for the due fulfillment of the agency.
5. Each agent should undertake to sell a minimum of 84 barrels (each barrel 194 kg cenex) per month. Commission payable is as follows:

Up to 84 barrels	: 0.4%
85 to 168 barrels	: 0.5%
169 to 252 barrels	: 0.6%
253 to 336 barrels	: 0.7%
337 and above	: 0.8%

If any agents fail to sell the minimum quantity fixed for the month he will not be eligible for any commission for that month. The commission payable will be calculated based on the actual quantity lifted and not based on the quantity ordered.

6. The Security Deposit is liable to be forfeited by the Corporation as liquidated damages in the event of breach of any of the conditions and terms of contract and the Corporation will have the right to recover from the agent all amount due to the Corporation on the date of default.
7. In case of export orders 'Form H' and proof of export has to be collected from party within the time limit and forwarded to us, otherwise the tax applicable will be deducted from the commission due.

8. Upon due and faithful performance and completion of agreement the Security Deposit will be refunded to the agent without interest.
9. Agents shall diligently and faithfully serve the Corporation as its selling agent. One Agent should not procure canvas from another agent to get higher rate of commission. If any such instances are noticed, no commission will be paid for such orders.
10. Corporation shall have the right to effect direct sale to any parties and the Agent shall not be eligible for commission for such sales.
11. The appointment of Agent could be terminated with one month notice on either side without assigning any reason.
12. If any agent fails to arrange sale of minimum 84 barrels per month for two consecutive months, his agency may be cancelled.
13. If the corporation forms an opinion that the Agent is resorting to unhealthy or unsound trade practice, the appointment is liable to be cancelled without notice.
14. Sale of centrifuged Latex is to be arranged at prices fixed by the Corporation from time to time.
15. Supply should be made only to those who are having valid Rubber Board License.
16. Corporation will have right to appoint any number of Agents.
17. The period of agency will initially be for one year. On the expiry of the aforesaid period of one year the corporation may at its discretion to extend the period of agency upon the terms and conditions prevailing from time to time. If the Corporation decides to extend the 'period of agency as aforesaid the Agent shall execute a fresh agreement and provide the prevailing Security Deposit.

18. The supply of centrifuged latex will be made from the Factory premises of the Corporation at Chithelvetty, Pathanapuram at Prevailing Prices fixed by Corporation.
19. The Corporation will not be responsible for the quality or quantity of goods once it is lifted from the Factory premises.
20. The price of the goods on the date of delivery order will be applicable, if the goods are lifted within 6 working days from the date of Delivery order Delivery order will be generated on the date of payment. In case of delayed lifting of goods beyond 6 working days, the price at the time of Delivery order or price at the time of actual Delivery of the goods, whichever is higher will be applicable for invoicing the sale and for the payment of value. Storage charges @ ₹5/- per barrels per day will be charged after the expiry of 6 working day's aforesaid, up to the next three days.
21. Agent desirous of procuring high quality Cenex with VFA < 0.025, shall pay, a premium of ₹2.00 per kg over and above the existing SFCK price.
22. Agents/ Customers desirous of purchasing Cenex in tanker Lorries will be given the opportunity to do so. The discount available in lieu of cost of barrels will be provided. The requirement in tanker lorries shall be intimated at least 3 days in advance. The sale of Cenex in tanker lorries will be made subject to availability of Material in Tank and at the discretion of the management.
23. The agent shall arrange payments in advance by Demand Draft/RTGS/NEFT drawn in favour of M/s. The State Farming Corporation of Kerala Limited, Punalur transfer from Bank to Bank for the material ordered by him.
24. In the event of any dispute arising in relation to or in connection with the Agreement the same shall be subject to the jurisdiction of the Courts at Kottarakkara / Punalur.

**Sd/-**

**MANAGING DIRECTOR**

**We have accepted the above terms and conditions**

**Signature of the Agent.**

**BIO - DATA  
OF PROPOSED AGENTS  
FOR THE SALE OF 60% CENTRIFUGED LATEX OF SFCK LTD FOR THE YEAR 2026-27.**

<b>1</b>	<b>Name and Address of the firm (indicate Telephone &amp; Mobile No. and e – Mail ID</b>	
<b>2</b>	<b>Whether proprietorship / Partnership/Limited Company.</b>	
<b>3</b>	<b>Address and Location of the Branch Officers, if any include their Telephone Nos.</b>	
<b>4</b>	<b>Details of the Staff working with you</b>	
<b>5</b>	<b>Rubber Board License Number:- Period upto:-</b>	
<b>6</b>	<b>Are you a regular purchaser of concentrated Latex? If so the approximate quantity purchased during the last two years (Year wise) from other parties.</b>	
<b>7</b>	<b>The average quantity of concentrated latex that you are confident of selling per month.</b>	
<b>8</b>	<b>Are you a consumer of Centrifuged Latex? If so, please give details.</b>	
<b>9</b>	<b>Do you intend to sell Centrifuged Latex of SFCK to dealers or Manufacturers? If so, mention some of your major buyers.</b>	
<b>10</b>	<b>What is the method of canvassing by which you intend to sell Centrifuged Latex ?</b>	
<b>11</b>	<b>Are you an Agent/Dealer of any other company's Centrifuged Latex?</b>	
<b>12</b>	<b>Have you ever been a customer of SFCK and if so, furnish details.</b>	

<b>13</b>	<b>Do you have any preference for any particular region regarding Agency</b>	
<b>14</b>	<b>Briefly indicate the special points, if any, which should be considered while taking decision on your Application for Agency.</b>	

**Signature and Seal of the Applicant**