

**GOVERNMENT OF INDIA  
CHEMICALS AND FERTILIZERS  
LOK SABHA**

UNSTARRED QUESTION NO:4654  
ANSWERED ON:25.04.2000  
APPOINTMENT OF DEALERS  
DUKHA BHAGAT

**Will the Minister of CHEMICALS AND FERTILIZERS be pleased to state:**

- (a) the guidelines prepared by the Government for appointment of dealers to provide cost effective fertilizers on time;
- (b) whether these guidelines have been ignored during the last three years;
- (c) if so, the number of dealers against whom action was taken on this account during each of the last three years, State-wise;
- (d) whether the dealers whose dealership had been terminated obtained it again after changing their names; and
- (e) if so, the efforts made by the Government to check this malpractice ?

**Answer**

THE MINISTER OF STATE IN THE MINISTRY OF CHEMICALS AND FERTILIZERS

(SHRI RAMESH BAIS)

(a) to (e): There are no guidelines issued by the Government for appointment of dealers which is done by the respective fertiliser manufacturing/trading company looking to its commercial requirement and marketing needs in different States of the country. The licence for distributorship is given by the respective State Government. However, Government had circulated a manual in November, 1998 laying down, inter alia, procedures for appointment of dealers in Public Sector Undertakings/ Multi-State Cooperative Societies to bring uniformity in their selection.

The dealerships are terminated either by the respective Company looking to their performance or by the respective State Government in case of violations of the conditions of licence or provisions under Essential Commodities Act. The Government of India has no role in it.