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Super-Stockist / Sub-Stockist Agreement

FMCG Brands & Distribution

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This guide explains what the tool produces, how to use the output, and what to watch for. The actual output (draft/report) is generated on the tool page.

Background

Drafts a super-stockist or sub-stockist agreement with each term separate — territory, handling margin/commission, stock and replenishment, deposit, servicing obligations and termination — so upstream stock points are clearly bound. Use it for super-stockist/sub-stockist appointments. For the design use the Super-Stockist / CFA Network Design tool.

Purpose of this tool & output

Formalise upstream stock points on discrete terms

How the output is used

Use the draft to formalise upstream stock points on discrete terms — margin, coverage, stock and settlement — reviewed by a lawyer.

Who receives it

The agreement is between the company and the super-stockist or sub-stockist; each keeps a signed copy.

Fees & charges

Stamp duty per your state stamp act; GST is handled in invoicing.

Who should vet it

A lawyer, to check the margin, settlement and termination clauses before signing.

Important cautions

AI-generated draft; a lawyer should review deposit, servicing and termination terms.

Companion documents

- Distributor / Distribution Agreement
- Co-Packing / Contract Manufacturing Agreement
- Raw Material Supply Agreement
- Modern Trade Listing / Vendor Agreement
- Influencer / Creator Agreement
- Confidentiality / Recipe NDA

processes vary by state and change over time — confirm with your state authority.