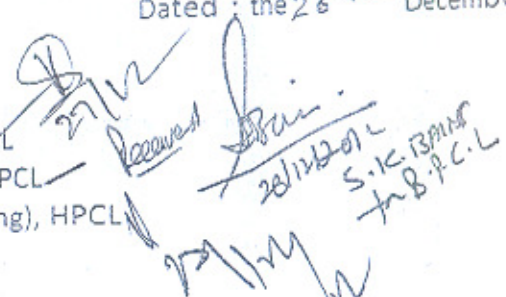


No. P-19011/ 7 /2011-IOC
Government of India
Ministry of Petroleum & Natural Gas

Shastri Bhawan, New Delhi
Dated : the 26th December, 2012

To

1. Shri M. Nene, Director (Marketing), IOCL
2. Shri K.K. Gupta, Director (Marketing), BPCL
3. Mrs. Nishi Vasudeva, Director (Marketing), HPCL



 27/12
 Received
 28/12/2012
 S.K. Bhandari
 to B.P.C.L.

Sub : Retail Outlet (RO) Dealer Selections by Draw of Lots.

Sir / Madam,

I am directed to refer to BPCL's letter No.RSHQ.CI.110 dated 8-10-2012 submitted on behalf of the industry on the above mentioned subject and to say that the issues mentioned in the aforesaid letter have been examined in the Ministry and decided as follows :

Sl.No.	Industry Proposal	Decision of the Ministry
1.	<p>Backlog of earlier Marketing Plans [effective 2002] with respect to SC/ST reservations</p> <p>Industry will work out the backlog based on the outlets commissioned/ Coco's divested and LOI's issued. The number of these locations would be first advertised as a Back Log Roster as per new guidelines. The new 200 point Roster would then be prepared. In other words, initial advertisements as per the new policy would be for SC/ST followed by regular locations under new marketing plan. The one time approval for arranging land any where in the country would continue parallelly.</p>	Agreed
2.	<p>Carrying forward shortfall in reserved Category- SC/ST & OBC</p> <p>There can be cases where no application is received or no eligible candidate is found for locations under SC/ST - OBC category leading to shortfall in reservation. Such</p>	The proposal for dropping the balance backlog locations after advertising once is not agreed to. It should be exactly similar to the LPG Distributor's

	<p>shortfall of SC/ST-OBC category in that particular roster will be determined based on the actual number of ROs commissioned (including Coco's divested)+ the number of pending LOIs pertaining to the locations of that roster.</p> <p>An attempt would be made to clear this shortfall. The number short would be advertised under a separate Back Log roster before preparing / advertising locations under the new 200 point roster. In other words, if there is a shortfall of 15 locations and we have 100 new locations, first 15 would be advertised under the Back Log Roster and the balance 85 would form a part of the new 200 point roster.</p> <p>Such backlog locations will be advertised only once even if we still have some locations without any eligible candidate, i.e. if out of 15 locations advertised, we are able to commission only 10, the balance 5 would be dropped.</p>	<p>guidelines as circulated vide letter No. P-20018/58/2012-Mkt. dt 03.10.2012. The applicable provisions are Para 4[b] and 4[c] which reads:</p> <p>4[b] For the location advertised/re-advertised under 'SC/ST' or 'OBC' category, if there is Nil response or no eligible candidate is found or no candidate qualifies or no selected candidate is able to commission the distributorship, then that location would be re-advertised under 'Open' category.</p> <p>4[c] However, it is to be ensured that the reservation is maintained on overall basis by respective OMCs while de-categorisation of the locations from earlier roster by converting corresponding number of distributorship locations [RGGLV or Regular Distributorships locations as the case may be] under 'open' category from the new roster to 'SC/ST' and 'OBCs' category. In other words, shortfall in SC/ST and OBC category has to be made good in the future marketing plans so as to ensure the percentage reservation of SC/ST: 22.5%, OBC: 27% and Open: 50.5% are maintained.</p> <p>The shortfall in a particular year may be made good by increasing the number in the next year so that overall reservation percentages are maintained. This would change the locations of reserved vacancies but would keep their total reservation intact.</p>
3.	<p>Process for nominating locations identified for setting up ROs against the roster serial nos.</p> <p>The locations would be allotted to the Roster numbers based on Draw of Lots. The</p>	<p>Agreed</p>

	same would be conducted by a Committee comprising of 3 members, at least one from an office other than the concerned Office/SBU/Department.	
4.	<p>On line application facility</p> <p>OMCs would come out with an advertisement as per the new policy only after developing and offering the option of online application to the candidates. OMCs are in the process of developing On-line application facility, which is likely to be completed by end October.</p>	Agreed
5.	<p>Advertisement for dealerships would now onwards be combined for all category since the provision of land is there for all category including SC/ST</p> <p>The detailed guidelines in line with the broader approval of 20.07.2012, incorporating the above will be sent to you for your concurrence.</p> <p>In view of the broader approval dated 20.07.2012 and amended processes detailed above, OMCs would commence issuing of the advertisements in line with the above effective November, 2013. The above details may please be taken on record.</p>	Agreed

2. The decision on other issues will be intimated in due course.
3. In view of the above, BPCL is requested to take further action in the matter accordingly.
4. This issues with the approval of Secretary (P&NG).

Yours faithfully,



(Akhilesh Kumar)

Under Secretary to the Govt. of India