

No.P-19011/1/12-IOC
Government of India
Ministry of Petroleum and Natural Gas

Shastri Bhawan, New Delhi
Dated 12th July, 2012

To,

Shri M. Nene
Director (Marketing), IOCL

Subject :- Marketing Discipline Guidelines (MDG), 2012 for Retail Outlet (RO) Dealership / Superior Kerosene Oil (SKO) dealership.

Sir,

I am directed to refer to MoP&NG letter of even number dated 8.5.2012, on the above subject and to say that draft MDG submitted by BPCL on Industry basis was considered in the Ministry (P&NG) and following were decided :-

(i) Co-ordinator Director (Marketing) of OMCs on dealers commission's issues will hold a discussion with FAIPT on any additional suggestions they may have on the MDG apart from the suggestions already made by them in December, 2010. Views of FAIPT may also be ascertained on making the air, toilet and first aid facilities.

(ii) As regards the demand of FAIPT to allow them to choose any one of money transfer mode from RTGS, Cheque and Draft, OMC's views on Industry basis may be solicited especially with respect to para (vi) of the record note of discussion by the then Minister (P&NG) on 18.9.2010.

2. MoP&NG has received a letter (No. RSHQ) dated 12.6.2012 in response to the above observations / decisions enclosing a gist of points discussed on 28.5.12 (Annexure-2) and revisions made by BPCL on Industry basis after meeting on 1.12.10 and draft MDG 2012 (Annex. 3). BPCL has stated that on remaining points, the discussions are yet to complete with FAIPT. Please communicate the final industry views on the suggestions made in the meeting held on 28.05.2012 and on points 1 to 4 mentioned in your letter No RSHQ.MDG.2005 dated 12.06.2012, for taking a final view in the Ministry. Draft changes in MDG (pre & post change) may be tabulated and sent latest by 13.07.2012.

Yours faithfully



(Akhilesh Kumar)

Under Secretary to the Government of India