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No. P-19012/360/2002-IOC
Government of India
Ministry of Petroleum & Natural Gas

Shastri Bhawan, New Delhi
Dated : the 25th October, 2004

- To
1. The Chairman, IOCL, New Delhi
 2. The C & MD, HPCL, Mumbai.
 3. The C & MD, BPCL, Mumbai
 4. The Managing Director, IBP Co. Ltd., Kolkata
 5. The Executive Director, IOC(AOD), Guwahati

Subject : Policy regarding handing over of COCO outlets to the LOI - holders.

Sir,

I am directed to refer to Indian Oil Corporation Limited (IOCL)'s letter No. 6069/DSB, dated 6.9.2004 on the above subject and to say that the policy formulated by IOCL on industry basis has been examined in this Ministry. After careful consideration of the policy framed on industry basis, it is advised that the following criteria may be adopted/ followed by the oil marketing companies (OMCs) with regard to the handing over of Company- Owned- Company- Operated (COCO) Retail Outlets (ROs) to the LOI- holders :-

- (i) The COCOs i.e. Jubilee Retail Outlets (JROs)/ permanent COCOs will not be handed over to LOI- holders, and in case at any stage, OMCs decide to run these on dealership basis, regular selection of dealers will be made in accordance with the guidelines.
- (ii) The COCOs located at 'A' site Marketing Plan locations, will be handed over to the dealers who have been formally selected for these locations in accordance with the guidelines.
- (iii) Those COCOs, where the land owners or their nominees are appointed labour contractors, may not be directly handed over to land owners/ their nominees. But selection of regular dealers may be carried out as per the selection guidelines.
- (iv) In case of other COCOs, only the LOI-holders under the Special Scheme (Operation Vijay- Kargil) (OVSS) and those under the discretionary quota, may be considered for award of COCO dealerships. The inter-se priority for OVSS will be as per the recommendation of the Directorate General Resettlement (DGR), Ministry of Defence.

Yours faithfully,

(D.K. Banerjee)

Under Secretary to the Government of India

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1. Director (PN)/ MC Section/ Marketing Section
2. Guard file