

इंडियन ऑयल कॉर्पोरेशन लिमिटेड

करनाल एरिया ऑफिस

कोहन्द असन्ध रोड, गांव व डाकघर : गुढ़ा

करनाल - 132114 (हरियाणा)

फोन : 01748-259149 फैक्स : 01748-259150

Indian Oil Corporation Limited

Area Office Karnal

Kohand-Asandh Road, Vill. & P.O. : Gudha

Karnal - 132114 (Haryana)

Tel. : 01748-259149 Fax : 01748-259150

Web Site : <http://www.iocl.com>



IndianOil

विपणन प्रभाग

Marketing Division

LOI Ref No. 2018/IN001319/HR./000007/1112/00007

Date 31.12.2018

To

SMT. Sunil Rani W/o Sh Uday Singh

VPO Gagsina, Tehsil Gharaunda,

District Karnal

132001

Dear Madam/Sir,

Sub : Proposed LPG Distributorship at GAGSINA (LPG RURAL MARKET) under OPEN category; MKTG Plan 2013-14

Please refer to your application Serial Number KNL/GAG/08 On subject and the subsequent interview / draw held for selection at KARNAL BP on 26.09.2018.

It is intended to offer you LPG Distributorship at GAGSINA on conditions that you will:

1. LPG STORAGE GODOWN & SHOWROOM

You should provide a godown for storage of 8000 kg (minimum) of LPG filled in cylinders. The LPG Storage godown should be approved and licensed by Chief Controller of Explosives of Petroleum and Explosives Safety Organization (PESO) and should have mastic flooring.

You should also have a showroom of dimensions 3m X 4.5 m in the advertised location or locality specified in the advertisement.

The construction of godown and showroom should be completed within a period of four months from the date of this letter. Both godown and showroom should be freely accessible through all weather motorable approach road.

Construction of godown / showroom should be commenced only after permission in writing is obtained from this office.

2. FINANCE

Make all financial and other arrangements for operating the Distributorship within four months from the date of this letter.

3. DELIVERY INFRASTRUCTURE

Make arrangements for delivery vehicles for effecting home delivery of LPG cylinders.

Contd .. 2

LOI No. 2018/IN001319/HR./000007/1112/00007

4. **PERSONAL SUPERVISION**

You should personally manage the LPG distributorship operations.

If already employed, you will have to submit acceptance of resignation letter from your employer prior to the issuance of Appointment Letter by us. In addition to the above, you will also submit a Notarized Affidavit certifying that you are not employed in private sector or are not drawing any salary/perks/emoluments (other than pension) from the State/Central Government before the issuance of Letter of Appointment by us as per the attached format.

5. **COMMISSIONING**

5.1. Make all out efforts to commission the LPG Distributorship within four months from the date of this letter.

5.2. If we find that the progress being made by you towards the above is not to our satisfaction, this offer is liable to be withdrawn.

5.3. Operate the LPG Distributorship personally.

5.4. You will induct your spouse as co-owner i.e. 50% partner. You are not permitted to induct any one as your partner other than your spouse nor make any changes in the constitution of the proposed distributorship in a manner other than what was intended at the time of application, without prior approval from Corporation.

5.5. Shift your residence to GAGSINA (if you are presently staying away from the location) in order to personally operate the LPG Distributorship as stated in para 4 above and give us a written undertaking to this effect.

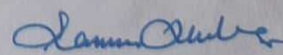
5.6. If already employed, you will have to submit acceptance of resignation letter from your employer prior to the issuance of Appointment Letter by us.

5.7. You will have to undergo training on LPG Distributorship operation for one to two weeks after which you will have to take a quiz. Your score should not be less than 80% marks. Failing which you will have to again undergo re-training so that you can score minimum 80% marks.

5.8. Provisionally it is intended that your area of operation will cover WITHIN THE 15 KM RADIOUS and its 15 kms radius. This is however, subject to changes as may be considered necessary by the Corporation at a later date, even after the distributorship is commissioned. Further besides release of new connections, from time to time, you may be required to take over some existing customers from other distributors in your area of operation. Similarly, you may be required to surrender some customers to other distributors.

6. After you have complied with the conditions spelt out herein above, you will be confirmed / formalized by an Appointment Letter followed by the signing of our standard LPG Distributorship Agreement by both you and us.

7. The tenure of the distributorship shall remain in force for an initial period of 5 years from the date of execution of Distributorship Agreement and continue thereafter until determined as per rights mentioned in the Distributorship agreement



Contd .. 3

8. You will be required to deposit interest free refundable security deposit of 2.50 lakhs. The amount of Rs. 25000/- or Rs. 50000/- (strike out which is not applicable) remitted by you before FVC can be adjusted against this deposit.

The Corporation will have the right to adjust any dues to us from this amount at the time of resignation/ termination.

However, in case of termination of the LPG Distributorship on account of proven malpractice, the said security deposit shall be forfeited.

9. **WITHDRAWAL OF LETTER OF INTENT**

9.1. This letter is merely a Letter of Intent and is not to be construed as a 'firm offer' of LPG Distributorship to you. If we find that the progress being made by you towards the above is not to our satisfaction, this letter is liable to be withdrawn along with forfeiture of the amount deposited by you with the Corporation before FVC.

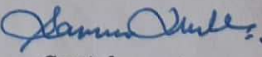
9.2. Our offer will stand automatically cancelled in case you have received Letter of Intent for any other Dealership / Distributorship/RGGLV either of our Company or any other Oil Company, in your individual capacity or by any member of your 'family unit'

9.3. If any statement made in the application or in the documents enclosed therewith or subsequently submitted in pursuance of the application by you at any stage is found to have been suppressed / misrepresented / incorrect or false affecting eligibility, then the LOI is liable to be withdrawn without assigning any reason along with forfeiture of the amount deposited by you with the Corporation before FVC and in case you have been appointed as a distributor, the distributorship is liable to be terminated along with forfeiture of the security deposit remitted by you. In such cases you shall have no claim whatsoever against the respective Oil Company.

10. This letter does not permit or authorize you to start enrolment of customers and/or obtain money by way of advance or towards purchase of stove/gas burners until a regular LPG Distributorship Agreement is executed and you are appointed as LPG Distributor.

11. Public Sector Nationalized Banks and Indian Scheduled Commercial Banks in the Private Sector may consider advancing loans at reasonable terms to you. A copy of this letter is being marked to the lead bank PNB, GAGSINA for their information so that as and when you approach them they can consider for financial assistance in line with their policy. Should you require any further assistance/guidance on bank finance, please get in touch with lead bank mentioned above or with our Office at the below mentioned address :

Chief / Senior Area Manager
Karnal Area Office
Kohand- Assandh Road, VPO- Gudha,
Karnal


Contd .. 4

12. We are also requesting by a copy of this letter, the Chief Secretary to the Government of Haryana to issue necessary instructions to the concerned department for extension of assistance to you for expeditious commissioning of LPG Distributorship awarded to you.

Please acknowledge receipt of this letter.

Thanking you,

Yours faithfully,
For Indian Oil Corporation Ltd.
(Sameer Shukla)

Sr. Area Manager
Sameer Shukla

ACKNOWLEDGEMENT

I hereby accept this Letter Of Intent vide letter No 2018/IN001319/HR./000007/1112/00007 dated 31.12.2018 with all the Terms and Conditions stipulated therein. I hereby further confirm that I have not received any Letter Of Intent for any other Dealership/Distributorship of any Oil Company anywhere in the Country either in my individual capacity or in partnership with any other individual. I hereby also undertake not to accept any other such Letter Of Intent.

Place: *Meerut*

Date: *1-1-2019*

Signature & Name

SUNIL RANI

Sumit Rani

Contd: 5

LOI Ref No. 2018/IN001319/HR./000007/1112/00007

Date 31.12.2018

SMT. Sunil Rani W/o Sh Uday Singh
VPO Gagsina, Tehsil Gharaunda,
District Karnal

CC : : Chief Secretary, Govt. of Haryana

Ms/Mr. Sunil Rani W/o Sh Uday Singh has been awarded LPG Distributorship of Indian Oil Corporation Ltd at the subject location. It is requested that suitable instructions are issued to the departments concerned to extend all assistance on the statutory clearances for expeditious commissioning of the LPG Distributorships. A copy of your communication to department concerned may kindly be marked to us for follow up at our end.

CC : Branch Manager (Nationalized Bank PNB, GAGSINA)

With a request to consider financial assistance as per the policy to the Distributor select for expediting commissioning of the facilities and operation of the Distributorship.

CC : State Head / Regional Head / Zonal Head : Ref. your letter
KAO/GAG/08/LOI/IMP 1 dated 31.12.2018.