



## Notice for appointment of Regular Retail Outlet (Petrol Sheds) Dealerships

LANKA IOC PLC has created a new Petrol Sheds experience in Sri Lanka for the esteemed customers through services that add value to the offerings at the Petrol Sheds developed by the company over a period of time. Lanka IOC is committed to serve for the petroleum needs of the nation by providing fuels of international standards in Sri Lanka, In our endeavor to expand the Retail network throughout the island, we are looking for dynamic entrepreneurs who possess suitable land for setting up Petrol Shed and are willing to partner with Lanka IOC in providing the best fuel and services to the customers. The company proposes to appoint dealers for Petrol/Diesel Sheds in Sri Lanka at the following locations.

	Province	District	Locations	Road No	Petrol	Diesel	Total
1	Western	Gampaha	Katana (Along Welihena/ Katana Road from Atigala watta Junction), Negombo/ Giriulla Road, To Welihena/ Katana Road Junction	(B468) ( B322)	33	40	73
2		Gampaha	Between Peliyagoda Junction and Hendala Junction on A3 Negombo Road	(A3)	150	150	300
3		Gampaha	Yakkaduwa Junction (1 Km from Katunayake & Veyangoda)	(B208)	70	100	170
4		Gampaha	Minuwangoda Junction to Naiwala Junction on B208 Road	(B208)	150	100	250
5		Gampaha	Basline Road, Amandoluwa, Seeduwa		60	80	140
6		Colombo	Between Rajagiriya and Nugegoda on Nawala road 176 Bus route	(B307)	200	100	300
7		Colombo	Ambatale Road, Near Sedawatta	(AB10)	100	150	250
8		Colombo	Within Municipal Limit of Colombo City		300	200	500
9		Colombo	Waga (Avissawela) Area	(B188)	40	40	80
10		Colombo	Port City		450	200	650
11		Kalutara	Horana to Piliyandale on B84 road	(B84)	120	200	320
12	Central	Nuwara Eliya	Galaha Road , Handawalapitiya, Sub Post Office Area (Hewaheta)	(B364)	33	40	73
13		Nuwara Eliya	Lyanwala - Brook Side Road, Harasbedda Bus Stand Area		33	40	73
14		Nuwara Eliya	Hadawalapitiya Sub Post Area	(B 364)	26	50	76
15		Nuwara Eliya	Within Municipal City limits of Nuwara Eliya		100	100	200
16		Nuwara Eliya	Dickoya, Hatton	(B149)	70	100	170
17		Nuwara Eliya	Bogawanthalawa	(B339)	50	60	110
18		Kandy	Between Piliimathalawa Junction and 6 Km post on A5 Piliimathalawa- Peradiniya-Gampola Road	(A5)	100	150	250
19		Kandy	Atabage on Gampola Nuwara Eliya Road	(B462)	100	150	250
20		Matale	Elwala Junction to wategame on B462		80	150	230
21	Southern	Matera	Dandeniya Junction	(B 595)	33	40	73
22		Matara	Urubokka town to Kotapola Jn on B-606	(B606)	50	60	110
23		Galle	Mihiripenna Area	A2	105	125	230
24		Hambantota	Sooriyawewa , Ambalanthota Road		100	150	250

25	North Central	Anuradhapura	Puttalam, Anuradhapura, Trincomalee Highway - Pahalamaragahawewa Area connected with Otappuwa - Timbiriwewa Road	(A 12)	60	100	160
26		Anuradhapura	Medawachchiya - Horawpatana Road Road) Crossing Area	(B 282 ) (B 538)	72	100	172
27		Anuradhapura	Siyabalagaswewa Area	A-9	66	72	138
28		Anuradhapura	Kebitigollawa Junction	(A-29 + B 211)	85	125	210
29		Anuradhapura	Mahabulankulama on Anuradapura Puttalam Road	(A12)	60	100	160
30		Polonaruwa	Dalukkane Dimbulagala on AB 44 near Dimbulagala	(AB 44)	80	150	230
31	Uva	Badulla	Ettampitiya Town Area	(A5 + B43)	60	105	165
32		Monaragala	Kudaoya	(A2 Road - Kudaoya Bridge Area)	60	105	165
33		Monaragala	Tanamanwila town to Kudaoya on A2 Road.	(A2)	80	120	200
34		Monaragala	Buttala Clock tower to Kataragama Road up to 5 KM on B35 Road	(B35)	60	80	140
35		Monaragala	Udawalawa Area on B427 Road	(B427)	80	120	200
36		Monaragala	Monaragala City Area		100	150	250
37	Northern	Jaffna	Point Pedro - Martankeni Road, (Ampan Area) Murungan Temple Road	(B 371)	40	72	112
38		Jaffna	Near Nelliady Junction, Point Pedro Road, Jaffna		20	40	60
39		Jaffna	Manipai road near Anaicoddai Junction on AB17 road	(AB17)	60	120	180
40		Mullitive	Mankulam - Mullaitivu Highway, Karuppaddamurippu	(A 34)	26	52	78
41		Vavuniya	Mannar Road, Poorvasankulam Temple Area	(A 30 )	33	60	93
42		Mannar	Navakkuli, along Karaitivu Mannar Road from Vellankulan, Junction to Muththarampiti Junction area	(AB 32)	52	100	152
43		Kilinochchi	Between 247 KM and 261 KM Stone on A9 Road near Kilinochchi	(A9)	100	200	300
44		Kilinochchi	City Limits of Paranthan		50	100	150
45		Kilinochchi	Kilinochchi		100	120	220
46	Eastern	Ampara	Sammanthurai on Karaitivu-Amparai Road	( A31)	60	80	140
47		Batticaloa	Main Trincomalee Batticaloa Highway (A15)	(A15)	60	90	150
48	North Western	Kurunagala	Polpithigama	(B159)	80	100	180
49		Kurunagala	Diullawa Maho – Madagalle Road on B326	(B326)	60	80	140
50		Kurunagala	Kandy kappetigoda Road, Uyandana	(B264)	70	40	110
51		Puttalam	28KM From, Towards Mannar	(B379)	40	60	110
52	Sabaragamuwa	Kegalle	Rambukkana		100	150	250

The dealer select is expected to provide the infrastructure for setting up of Petrol Sheds on the land offered. Following shall be the role of the company and the dealer select for development of infrastructure at Dealer owned sheds

#### Role of Dealer

1. Ownership of land needs to be clearly established by the applicant.
2. Land properly leveled and compacted to be provided by the dealer
3. Provision of Paver Driveway
4. Provision of Canopy
5. Provision of Sales Building, toilet/washroom for customers
6. Construction of compound wall,
7. Provision of Yard Lights, Air facility and Submersible Pump
8. Any other facility as determined by the company
9. Standard Dealership agreement to be executed with the company
10. Approval from Local Municipal/statutory Authority for construction of Petrol Shed on the offered land.

All facilities are to be developed as per Lanka IOC design and Specification.

### **Role of Company**

1. Supply and installation of Main Sign Poles, underground Petrol/ Diesel tanks and Dispensing Pumps.
2. Supply and installation of Hoarding and any other facility determined by the company.

### **LAND REQUIREMENT**

Applications for setting up Petrol/ Diesel shed dealerships of Lanka IOC are invited from the landowners/ lessee/ their close relatives who have suitable land at the locations detailed above. The minimum preferred Plot size is 120 ft frontage and 100 ft depth. Smaller plots can be considered by the company if they are at prime locations, and is found suitable by the company. The ownership of the land offered by the applicant is to be established in clear terms along with the supporting documents. Lanka IOC reserves the right to select the most potential/suitable site falling within near vicinity of the locations advertised above.

In case the land is not owned by the applicant, the individual/ corporate can also apply if an agreement to sale or long term lease of atleast 15 years has been made with the landowner and a copy of agreement to sale or long term lease is furnished along with the application. In such cases, the applicant will be eligible for interview and in case of getting selected, applicant will be required to procure the land and submit the land ownership details to the company.

For Dealer owned sheds, no lease shall be executed between the applicant and the Company. However, the ownership of the land offered by the applicant is to be established in clear terms along with the supporting documents. However company reserves the right to convert any site to company owned retail outlet on the mutually acceptable terms and conditions.

**FUND REQUIREMENT** : Estimated investment required from the applicant for development of infrastructure of the petrol shed excluding the cost of the land will be approx LKR 20 Million

### **ELIGIBILITY CRITERIA FOR THE APPLICANT**

The applicant must meet the following eligibility criteria.

- a) Age : Not less than 21 years on the date of application
- b) Nationality : Sri Lankan
- c) Education : minimum GCE "O" level pass
- d) Multiple Dealership Norms: Individuals / Corporate who are already having 3 or more LIOC RO (petrol shed) Dealerships are not eligible to apply

Applicant should not have been convicted for criminal offence or moral turpitude.

### **DEFINITION OF CLOSE RELATIVE**

In the event of land owner not meeting the eligibility criteria on any one of the eligibility parameters or if the land owner does not prefer to take the Petrol Shed Dealership himself, then any one of the close relatives of the land owner, i.e. spouse, parents, children (including son in law & daughter in law), real brothers and real sisters can apply for the dealership. The close relatives must qualify for the eligibility criteria and must enclose a consent letter from the land owner along with a proof establishing the relationship of the applicant with the land owner. And in case of getting selected, applicant will be required to procure the land (sale or long term lease) and submit the land ownership details to the company.

### **PARTNERSHIP FIRMS / LIMITED COMPANIES / CO-OPERATIVE SOCIETIES**

In case the joint owners / lessee are applying as a partnership firm each of the partners should individually qualify on the eligibility criteria. They should fill individual applications and submit them clubbed together in a single envelope. Land owners who desire to take any of the above cited close relatives who are not co-owners of the land as a partner for the Dealership can do so by applying individually and clubbing together the application in a single envelope. Limited Companies and Co-operative societies who possess suitable sites can also apply.

### **OTHER TERMS AND CONDITIONS**

- (a) The candidate selected for dealership shall be a working dealer and shall be paying attention towards day to day working of the dealership by personally managing the affairs of the dealership. He/She will not be eligible for taking up any other employment.
- (b) The dealer is expected to maintain stock of atleast 3 days for all variants of Petrol and Diesel at all times. Further, adequate stock of Lubricants as decided by the company from time to time shall be maintained by the dealer.

- (c) On selection, the candidate will be required to deposit with Lanka IOC a security deposit of LKR 5,000,000=00 (LKR Five Million) by way of Bank Draft, applicable for dealer owned sheds. Such deposit will have to be made before the start of construction by LIOC at the offered plot. This amount called the Security Deposit is refundable at the time of resignation / termination and will not carry any interest. Lanka IOC also reserve its right to adjust any dues to it from this amount at the time of resignation / termination. However, in case such termination is due to proven adulteration / malpractices then the deposit amount will be forfeited.
- (d) The applicant on selection should be capable to raise necessary funds for effectively operating the dealership to the satisfaction of the company.
- (e) The applicant should possess sound physical and mental health.
- (f) Following basic facilities will be provided by each dealer.  
Air Facility, Drinking water, neat & clean toilet, excellent Customer Service, First Aid Kit with medicines, telephone, adequate illumination, Diesel Generator set of adequate capacity, Safety equipments like Fire extinguishers and Sand buckets, any other things as advised by company from time to time.

#### GENERAL TERMS AND CONDITIONS

- (a) Applications forms can be downloaded from LIOC web site [www.lankaio.com](http://www.lankaio.com) or can be collected from LIOC head office on any working days from 9am to 5 pm.
- (b) Applications have to submit a bank draft of LKR 2000/= (Two thousand only) along with the applications in favor of “**Lanka IOC PLC**”
- (c) Applicants are advised to fill up the application form as per **Annexure A** along with relevant enclosures.
- (d) Applicants are advised to fill up the checklist given as **Annexure B** and put it on top of application form.
- (e) The company reserves the right to cancel / withdraw / amend this advertisement or extend the due date at its sole discretion without assigning any reason.
- (f) No addition / deletion / alteration will be permitted in the application once it is submitted.
- (g) Applications received after the cut-off date including postal delay, and those without accompanying valid documents or incomplete in any respect will not be considered and no correspondence will be entertained by Lanka IOC in such cases whatsoever.
- (h) Affidavit as per Annexure-C is to be submitted in original along with the application.  
IN RESPECT OF ALL DOCUMENTS / CERTIFICATES, self attested COPIES ARE TO BE ATTACHED ALONG WITH THE APPLICATION.  
ORIGINALS OF SUCH DOCUMENTS / CERTIFICATES WILL HAVE TO BE BROUGHT AT THE TIME OF INTERVIEW, IF CALLED FOR.
- (i) Applicants willing to apply for more than one location can do so in separate application form
- (j) If any statement made in the application or in the document enclosed therewith or subsequently submitted in pursuance of the application by the candidate at any stage is found to be incorrect or false, the application is liable to be rejected without assigning any reason and in case the applicant has been appointed as a dealer, the dealership is liable to be terminated. In such cases the candidate / dealer shall have no claim whatsoever against Lanka IOC.
- (k) The envelope containing the application, duly filled in, should be super scribed as under “**Application for Petrol/ Diesel Dealership at \_\_\_\_\_ (Location)**”
- (l) A person selected for dealership after issuance of Letter of Appointment will have to execute a standard Dealership Agreement with Lanka IOC as per the terms of the company.
- (m) This is purely a business proposition and not an application for job in Lanka IOC and has normal business risks and also do not guarantee any assured returns or profits.
- (n) This is only an advertisement for application and not an offer of dealership.
- (o) Final selection of the dealership will be on the basis of the evaluation of the candidates based on verified documents and final interview.
- (p) Please note that Lanka IOC PLC does not accept any payment in cash. Also please note no payment is to be made to Lanka IOC in any form (either Bank Draft/ cheque / or any other form) for allotment of dealership or for issuance of Letter of intent (LOI) for Retail Outlet dealership (Petrol Shed). Security deposit in the form of Bank Draft is payable to Lanka IOC PLC only before the construction work is started by LIOC for the Retail Outlet dealership.
- (q) Please note that Lanka IOC has not authorized any single officer/individual to allot Retail Outlet dealerships directly. Selection for RO dealerships is done after evaluation of application form as detailed above & on the basis of interview by a panel of Head of Departments (HODs).
- (r) Please note that selection for Retail Outlet dealership (Petrol Sheds) is done through above mentioned system only. Lanka IOC PLC has not authorized anyone to deal with prospective applicants in any manner other than the dealer selection system mentioned above. If anyone deals with any person/persons and/or makes any payment to any person/persons for the purpose of allotment of Retail Outlet dealership (Petrol Sheds), will be doing so at his/her own risk & Lanka IOC PLC will not be responsible in any manner.
- (s) Applicants who have applied previously for the locations advertised have to apply fresh.

#### HELPDESK

In case of any clarification you may call the Manager – (Sales) following telephone Nos between 0900 hrs and 1700 hrs. on TP 0759278015 / 0112 475720 on all working days.

#### LAST DATE FOR APPLICATION

Filled applications along with relevant enclosures complete in all respects should be put in a sealed cover super scribed “Application for Petrol/ Diesel Dealership at \_\_\_\_\_” and to be submitted so as to reach at following office address **on or before 1700 hrs. on 21.09.2020**

**Senior Vice President (RS&HR)**  
Lanka IOC, Level 20, West Tower  
World Trade Centre, Echelon Square, Colombo- 01