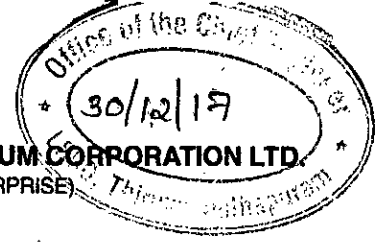


43/Est/18



भारत पेट्रोलियम कॉर्पोरेशन लिमिटेड
(भारत सरकार का उपक्रम)
कोच्ची टेरिटरी आई & सी



BHARAT PETROLEUM CORPORATION LTD.
(A GOVT. OF INDIA ENTERPRISE)
KOCHI TERRITORY I & C

I&CKOCHI.6.CON

28.12.2017

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08/01/18

To
THE CHIEF ENGINEER
LSGD, 3rd FLOOR
REVENUE COMPLEX PUBLIC
OFFICE BUILDING
THIRUVANANTHAPURAM -
PIN- 695033

Dear Sir,

Greetings from Bharat Petroleum!

We thank you for your continued business association with us with upliftment of Bitumen, Emulsion and NRMB ex our Kochi Refinery.

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As you may kindly be aware, BPCL is the second largest Public Sector Oil Refining & Marketing Company meeting the requirement of various Petroleum Products of Domestic, Industrial & Transport Sectors in the Country.

Our State of Art Refinery at Kochi is the largest PSU Refinery in the Country with a capacity of 15.5 Million Metric Tons per annum. We are extremely proud that the State Government of Kerala is an equity holder in our Corporation with a nominee in our Board of Directors. Besides the above association, BPCL also is a proud partner in Cochin International Airport Ltd and Kannur International Airport.

BPCL currently meets the 100% requirement PWD in respect of Bitumen/Emulsions/NRMB for the various road works in the State of Kerala. Besides this, the City Corporations, Municipalities & Panchayats, the major contractors of NHAI projects uplift their product requirement from our Kochi Refinery. Uninterrupted supplies are ensured from our Kochi Refinery with production of over 30,000 MT of Bitumen per month. In order to make timely supplies, we have stocks of 40,000 barrels of packed bitumen/emulsion/NRMB at our plant which can be supplied at short notices.

It is very pertinent to note that the Govt of Kerala has conveyed their decision to step up the use of NRMB in the various road works in Kerala and BPCL has made elaborate plans to make the product available to our valuable customer for ensuring quality roads in the State.

BPCL has also held various technical seminars for PWD and LSGD Engineers during the last year and during the current year also we have made plans for conduct of technical sessions besides providing resource persons for seminars held by the Govt departments such as KHRI.

BPCL has already offered convenience of e-payments, portal access for monitoring despatches and statement of accounts to all our customers. On a regular basis, we have been mailing the rate revisions and other relevant circulars to over 2000 customers including the department engineers. In case any of the consignees/contractors are not receiving the same due to non updation of the mail IDs, we request you to kindly advise the same to enable us do the needful with immediate effect.

कोच्ची रीफ़िनरि विपणन कार्यालय, अम्बालमुगल, कोच्ची - 682302, ☎ कार्या : 0484 - 2720102, 2720709, फ़ैक्स : 0484 - 2722258, 2720162
रजिस्टर्ड ऑफिस : भारत भवन, 4&6, करीमभोय रोड, बेलार्ड इस्टेट, पोस्ट बॉक्स क्र. 688, मुंबई - 400 001.

We enclose our current rate list for Bitumen / Emulsion and NRMB for your ready reference. It may kindly be noted that currently BPCL is offering a discount of Rs. 1500/- per MT on packed bitumen supplies ex Kochi on advance payment terms to all the customers, thus being most competitive in the market. We request you to kindly convey to contractors, undertaking various road works in your Corporation/Municipal/Panchayat areas, to uplift material from BPCL.

We once again confirm that BPCL is fully geared up to meet the entire requirement of Bitumen and other products for the various road works in the State.

In case you need any information, kindly contact us. We enclose the names and contact details of our Area Managers for ready perusal.

We take this opportunity to wish you a very **HAPPY NEW YEAR!**

Thanking and assuring you of our best services at all times

Yours truly,
For BHARAT PETROLEUM CORPORATION LTD



S. SRINIVASAN
TERRITORY MANAGER (I&C)
KOCHI

Encl:

1. Rate list as at 26.12.2017 – Annexure 1
2. Contact list of BPCL Officers – Annexure 2

Annexure 1

Sub : Rate List - Bitumen Supplies

We give below the Bitumen price wef 26.12.17 for LSGD/Corporations your ready reference:

PRODUCTS	UNIT	BASIC PRICE	CGST @ 9 %	SGST @ 9 %	TOTAL AMOUNT	AMOUNT per drum
EX-KOCHI REFINERY						
BITUMEN VG30 BULK	MT	29250.00	2632.50	2632.50	34515.00	
EM RS BULK	MT	27680.00	2491.20	2491.20	32662.40	
NRMB BULK	MT	30340.00	2730.60	2730.60	35801.20	
BITUMEN VG30 Packed @ 156kg Drum(including discount)	MT	30850.00	2776.50	2776.50	36403.00	5678.87
NRMB Packed @ 151 kg Drum	MT	33540.00	3018.60	3018.60	39577.20	5976.16
EM RS1 Packed @ 182 Kg Drum	MT	32680.00	2941.20	2941.20	38562.40	7018.36

Annexure 2

In order to assist you better, the contact details of our Officers are given below :

S.No	Name & Designation	For Districts	Contact details (Mobile/e mail)
1	James J Area Manager (Indl), Trivandrum.	Trivandrum, Kollam, Pathanamthitta & Alappuzha	9447125444 jamesj@bharatpetroleum.in
2	Sumesh Nair, Area Manager (Indl), Kochi.	Kottayam, Ernakulam & Idukki	9447259881 / 0484 2822643 sumeshnair@bharatpetroleum.in Fax : 0484 2720162
3	S.Premkumar, Area Manager (Indl),Kochi	Trichur, Palakkd & Malappuram	9962599479 / 0484 2822656 prem Kumars001@bharatpetroleum.in Fax : 0484 2720162
4	Bhushan Akut Area Manager (Indl), Kozhikode	Kozhikode, Wynaad, Kannur & Kasargode.	9892305885 / 0495 2484049 akutbv@bharatpetroleum.in
5	Sumit Mohan Ch.Manager Marketing Coordination, Kochi	All districts	0484 2720824 mohans4448@bharatpetroleum.in Fax : 0484 2720162
6	S.Srinivasan Territory Manager (I&C), Kochi.	All districts	0484 2720871 srinivasans@bharatpetroleum.in Fax : 0484 2720162