

A Study of the Problems of Petroleum Dealers and Petroleum Industry Internationally a Sociological Study

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Abstract

The petroleum is one form or another has been used since ancient times. And now it is important across the society, including in world economy politics and technology. The rise in importance was due to invention of the internal combustion engine. The rise in commercial aviation, and the importance of petroleum to industry organic chemistry particularly the synthesis of plastics, fertilizers, solvents, adhesives and pesticides.

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Introduction

The word Petroleum comes from Greek. The petroleum is one form or another has been used since ancient times. And now it is important across the society, including in world economy politics and technology. The rise in importance was due to invention of the internal combustion engine. The rise in commercial aviation, and the importance of petroleum to industry organic chemistry particularly the synthesis of plastics, fertilizers, solvents, adhesives and pesticides.

Petroleum stations in India:

India has approx 45,000 petrol stations as of March 2012, almost 16,000 of these belong to Indian Oil (IOCL), 5,000 each to Bharath Petroleum (BPCL) and Hindustan Petroleum (HPCL) has more numbers of Petrol Stations than whole of Canada or UK. The Punjab state of India has approx 700 number of petrol Stations or Retail Outlets as discussed in official language. The state of Haryana has more than 500 Petrol Stations alone. A lot of Auto LPG Stations and CNG stations have been planned due to high crude prices.

M/s Reliance Industries Ltd., M/s Essar Oil/ Essar Retail, M/s India and M/s ONGC have also opened Petrol Stations in India. The Oil Stations opened by M/s Reliance and M/s Essar oil have been closed on date because of wide price differential between the fuel cost at state run companies' stations and the privately owned stations; Shell currently has 74 petrol stations in India.

Essar has 1278 petrol stations in India which are supplied with petrol and diesel from its 2, 80,000 barrels per day (45,000m/d) refinery in Vadinar, Gujarat.

Petrol Stations in Karnataka:

| | | Ms KL Per day | HSD KL Per day | Lubes KL Per day |
|------------------------------------|------|------------------|-------------------|---------------------|
| IOC Petrol Stations | 1200 | 2400 | 8000 | 100 |
| HPC Petrol Stations | 550 | 1000 | 3000 | 30 |
| BPC Petrol Stations | 600 | 1300 | 4000 | 45 |
| Others /RIL /Essar Oil/ Shell/ONGC | 50 | 400 | 1200 | 15 |

In nowadays petroleum products play a vital role world politics, global development, and global economy also.

The oil producing nations, the oil industry, the oil dealers and the customer are facing so many challenges.

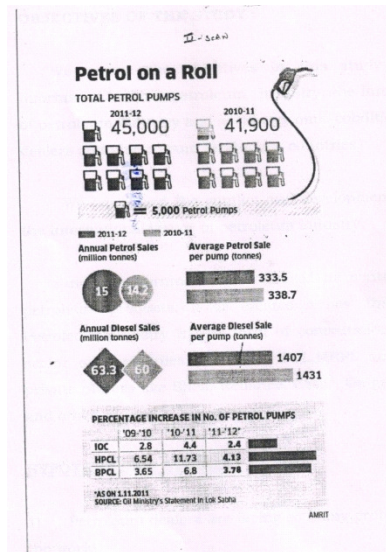
The major oil producing organization OPEC will play an important role in petroleum industry. The oil industry directly connected to agriculture, Industry, all types' transportation. Over 6000 items are made from petroleum waste-by products including fertilizer, Linoleum, Perfume, Insecticide, Petroleum Jelly, Soap, Vitamin capsules.

The institutions of higher education's are responsible for nurturing the growth of knowledge managing development; lent of Social transformations by research a study of "The international issues of petroleum industry"

The Main items of petroleum products are:

- a) Gaseous fuel such as propane.
- b) Liquid fuels like kerosene, Gasoline and Aviation fuels.
- c) Lubricants
- d) Paraffin wax
- e) Slack wax
- f) Sulfur
- g) Bulk tar
- h) Asphalts Petroleum Coke
- i) Petro chemicals are organic compounds.

We have hypothesized that the petroleum dealers, petroleum industry and petroleum customers are facing problems throughout the world.



OBJECTIVE OF THE STUDY:

"We have the objectives in this study to collect the information's about petroleum industry, the international issues of petroleum industry and socio-economic conditions of petroleum dealers and petroleum producing countries.

We have used the conflict and development perspectives of the international issues of petroleum industry.

Indian government has removed its control on pricing of petroleum products. It has created a new thinking in Indian Petroleum industry In the form of computation between public sector oil companies (IOC, BPC, HPCL, MRPL and etc.,) and the private players like Shell, Reliance, Essar, Go-gas, Mobile, Gulf oil and other oil.

HYPOTHESIS OF STUDIES

- 1) Petroleum dealers are facing so many problems throughout the world.
- 2) At the time of study of problems of petroleum dealers and petroleum industry internationally in a sociological view.

SCOPE OF STUDY ;

Geographical scope of study area is all over India regarding dealers and Petroleum industry problems:

RESEARCH METHODOLOGY :

For this present sociological study we have selected studies 50 respondents from all over India through simple random sampling method for this successful study on the conflict and development perspective.

For this research primary and secondary data was collected. Primary data was collected with the interview scheduled direct interviews, Telephonic interviews, internet interviews and mobile interviews was conducted and classified and then it is analyzed.

PERSONAL PROFILE OF THE RESPONDENTS

TABLE NO.-1

| Sl. No. | Personal Profile of the respondents | | | | | |
|---------|-------------------------------------|----------------|----------------------|----------------------|---------------------|--------|
| 1 | Age | 18-27 | 28-37 | 38-47 | 48-57 | |
| | | - | - | 40% | 60% | |
| 2 | Gender | Male | | Female | | |
| | | 80% | | 20% | | |
| 3 | Education | High school | PUC | U.G. | P.G. | Others |
| | | - | 40% | 60% | - | - |
| | | 100 | - | - | - | - |
| 4 | Annual Income | Below 200000/- | 200001/- to 500000/- | 500001/- to 800000/- | 800001 /- and Above | |
| | | - | 40% | 20% | 40% | |

For any sociological studies specific information like, age, gender, education, annual income is very important.

The age of the respondents is in an important factor at the time of interview I have found 40% of the Respondent belonging in to age group from 38 to 47 years, 60% of the respondent's age group from 48 to 57 years.

Gender: 20% Female, and 80% male respondents were found in research.

Education: 40% of the respondents are studied up to Pre university only, 60 % respondents studied up to under graduation.

Annual Income : 40 % of the respondent are from the income group from 2,00,000-00lakhs to 5,00,000-00Lakhs rupees only, 20% respondents are from the income group from 5,00,001-00 to 8,00,000-00 only, 40% of the respondents are from the Income group from 8,00,001-00 and above.

TABLE NO. -2.

| Sl. No. | Problems of the Petroleum Dealers | Yes | NO |
|---------|--|------|------|
| 1 | Capital investment | 50% | 50% |
| 2 | Dispensing of the products | 40% | 60% |
| 3 | Payment mode in cash | 70% | 30% |
| 4 | Payment mode in credit card | 80% | 20% |
| 5 | Problems of fleet card | 10% | 90% |
| 6 | Problems of Debit card | 20% | 80% |
| 4 | Payment to the Company through RTGS by Banks | 60% | 40% |
| 5 | Third party certification agency | - | 100% |
| 9 | Department of Food and Civil supplies | 10% | 90% |
| 10 | Oil company officials | - | 100% |
| 11 | Anti Adulteration cell | - | 100% |
| 12 | Quantity and quality checks | - | 100% |
| 13 | Income Tax payment | - | 100% |
| 14 | VAT Payment | - | 100% |
| 15 | Labor department | 70% | 30% |
| 16 | Problems from labors | 80% | 20% |
| 17 | Working hours | 90% | 10% |
| 18 | Night Security | 70% | 30% |
| 19 | Dispensing units | 70% | 30% |
| 20 | Power problems | 70% | 30% |
| 21 | Health problems | 40% | 60% |
| 22 | Are you facing work stress | 100% | - |
| 23 | Are you have job satisfaction | - | 100% |
| 24 | Your Profession is economically profitable | - | 100% |
| 25 | Your profession is a respected profession. | 100% | - |

- 1) Regarding capital investment 50% of the respondents faced problems and 50% of the respondents faced no problems.
- 2) Regarding dispensing of the petroleum products in the retail outlets 40 % of the respondents faced the problems remaining 60% faced no problems.
- 3) Regarding the payment mode in cash 70% of the respondents faced the problems remaining 30% have faced no problems.

- 4) Regarding the credit card of the petroleum 80 % of the respondents faced problems remaining 20% did not face the problems.
- 5) Regarding the fleet cards sales 10% of the respondent face the problems, 90% respondents did not face the problems.
- 6) Regarding the Debit card sales 20% of the respondent faced the problems 80% did not faced any problems.
- 7) Payment of the petroleum company through RTGS 60% of the respondent faced the problem 40% did not face any problems.
- 8) Regarding the customer behavior 70% of the respondents faced the problems, 30% did not face any problems
- 9) Regarding the third party certification agency, 100% respondents have not faced any problems.
- 10) Regarding food and civil supplies: only 10% respondents faced the problems, 90% of the respondents not faced any problems.
- 11) Regarding Oil company officials: 100% of the respondents faced no problems.
- 12) Regarding Adulteration cell: 100% of the respondents not faced any problems.
- 13) Regarding quality and quantity checks; 100% of the respondents have not faced any problems.
- 14) Regarding the Income tax payments 100% of the respondents faced no problems.
- 15) Regarding VAT payment taxes: 100% respondents are fully facing problems.
- 16) Regarding the labor Department: 70% of the respondents faced the problems, 30% have not faced any problems.
- 17) Regarding the labor problems: 80% of the respondent faced the problems, 20% not faced any problems.
- 18) Regarding the working hours problems: 90% of the dealers faced the problems, 10% of the dealers did not faced any problems.
- 19) Regarding the Night Securities: 70% of the respondents faced the problems, 30% of the respondents did not faced any problems.
- 20) Regarding dispensing unit; 70% of the respondents faced the problems, 30% of the respondents does not faced any problems.
- 21) Regarding the power problems: 70% of the respondents faced the problems, 30% of the respondent did not faced the any problems.
- 22) Regarding the health problem : 40% of the respondents Faced the problems. 60% did not face any problems.
- 23) Regarding the work stress; 100% of the respondent faced the problems.

- 24) Regarding the factor of Job satisfaction 100% of the respondents are not satisfied.
- 25) Regarding the profession whether it is economically profitable or not : 100% of the respondents replied it is not profitable profession
- 26) Regarding the profession is a respected profession: 100% of the respondents replied it is a respected profession.

FINDINGS OF THE RESEARCH;

In our research studies we found petroleum dealers and petroleum industries are facing so many problems, like economical problems, social problems, labor problems, Department problems, health problems, internationally.

- 1) Shortage of time to answer for the researcher questions.
- 2) Suspicious character of the Dealers
- 3) Inferiority complex of the dealers to explain all the problems with open heart.
- 4) Dealers are hesitating to disclose their business secrets to other openly or to the researcher.
- 5) Dealer will be afraid to disclose the details of their business due to management personal administration.

TOP TEN CHALLENGERS OF PETROLEUM INDUSTRY INTERNATIONALLY ;

- 1) Frontier acreage and access to reserves.
- 2) Unconventional resources
- 3) Conventional reserves in challenging areas
- 4) Rising emerging market demand.
- 5) NON-IOC partnership
- 6) Investing in Innovation and R and D.
- 7) Alternative fuels including second generation bio fuels.
- 8) Worsening Fiscal terms.
- 9) Price volatility and role of speculators.
- 10) Corporate social responsibility.

Conclusion:

Personally I feel all the petroleum dealers and petroleum industry will face one or the other problems and they will hesitate to explain each and everything in and outside of their petroleum business to the researcher openly.

But anyhow it is a duty of a researcher to find the problems of the petroleum dealers and petroleum industries exactly and to find the appropriate for their problems is the main object of our study for the welfare of petroleum dealers and petroleum industries in interest of the country.

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Finding Key words in seminar paper:

- 1) OPEC, 2) Petroleum Industry :

Research inArts:

Sub Theme Importance of Industrialization of social works

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