



# हिन्दुस्तान पेट्रोलियम कॉर्पोरेशन लिमिटेड

(भारत सरकार उपक्रम) रजिस्टर्ड ऑफिस : 17, जमशेदजी टाटा रोड, मुंबई - 400 020.

## HINDUSTAN PETROLEUM CORPORATION LIMITED

(A GOVERNMENT OF INDIA ENTERPRISE) REGISTERED OFFICE : 17, JAMSHEDJI TATA ROAD, MUMBAI - 400 020.

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AVN:AERA:HQO

June 30, 2011

Secretary,  
Airports Economic Regulatory Authority of India,  
AERA Building, Administrative Complex,  
Safdarjung Airport,  
New Delhi- 110003.

Kind Attn : Shri Sandeep Prakash

Sub: MYTP for first Control Period commencing 1/4/2011 submitted by BSSPL for Into Plane Service rendered at BIA, Bengaluru- reg.

Dear Sir,

This has reference to your DO letter No. AERA/20010/MYTP- BSSPL - BIAL/2011-12/ 757 dated 22<sup>nd</sup> June, 2011 on the above referred subject. As desired please find below the comments/views in respect of the proposal contained in para 5 of the Consultation Paper Nos. 6/2011-12:

1. We do not have any objection in considering BSSPL's ITP services under light touch approach, as their services at Bangalore International Airport, Bengaluru falls under 'material' but 'competitive' category, as defined by AERA.
2. As regards the Tariff proposed by BSSPL for the period 01/06/2010 to 31/03/2011, we give below some facts on the matter. As per the ITP Agreement signed by BSSPL with HPCL (Supplier) following were the applicable Agency Fee and this was further revised w.e.f 01.01.2009.

ITP Service	Time Period	Fee wef 24.05.2008 (Rs/KL)	Revised Fee wef 01/01/2009 (Rs/KL)
For Fuelling Aircraft	-----	73.99	200.00
For Defuelling Aircraft	Within 48 Hrs.	73.99	200.00
For Defuelling Aircraft	Beyond 48 Hrs.	110.99	240.00
For Refuelling defueled product	Within 48 Hrs.	92.49	220.00
For Refuelling defueled product	Beyond 48 Hrs.	110.99	240.00



**HP Aviation**

It may be noted that BSSPL had increased the ITP charges more than double wef 01/01/2009, within a span of 7 months of its operation at BIAL. Subsequently the rates were further enhanced wef 01/06/2010 as indicated in the table contained in clause 5 (iii) of the Consultation Paper Nos. 10/2011-12, approval for which has been sought by BSSPL now.

We understand that the tariff was arrived on the basis of tender by BIAL, however, we were not privy to the process of fixation and revision of the charge. The charge can be validated by an independent agency for its aptness.

3. As the Agency fee is a pass through item for the Suppliers, i.e. the fee is recovered from the Customers and passed on to the Service Provider (ITP), it would be difficult for us to recover these charges from the customers in the event they are made applicable on retrospective basis. In view of above, it is requested that any upward revision in ITP Charge, as approved by AERA should be made from the prospective date only.

Thanking you,

Very truly yours,



R Radhakrishnan  
GM Aviation & Head SBU