

11a/Chairman
11/03/19

महाराष्ट्र विमानपत्तन आर्थिक विनियामक प्राधिकरण
महाराष्ट्र, नई दिल्ली-110003

MAFFFL
Mumbai Aviation Fuel Farm Facility Pvt. Ltd.

प्राप्त
डायरी नं० 13559
तारीख 11/3/19

Date: 05.03.2019

Reference: MAFFFL/AERA /IOSL

The Chairman
Airports Economic Regulatory Authority (AERA)
AERA Building, Administrative Complex.
Safdarjung Airport, New Delhi-110003

Subject: Stakeholder Comments to CP 32 / 2018-19 dated 19th February 2019 to consider the annual tariff proposal (T4 to T5) for the second control period in respect of M/s IndianOil Skytanking Private Limited (IOSL) for providing Into Plane Services at CSI Airport, Mumbai.

Dear Sir,

Reference is made to the consultation paper 32/2018-19, MAFFFL would like to submit comments as follows:

The selection of the ITP service providers at Mumbai Airport was done by MAFFFL, through a competitive bidding process. The winning bidder was the entity which provided the lowest ITP Services fee which was BSSPL. IOSL was L2 and required to match the same rate in order to be the 2nd operator to be selected. This is also stated in the sub-concession agreement

The competitive bidding process ensured fair price discovery with both bidders having the same ITP Services fee. We request the authority to continue with the existing practice of having same ITP Service Fee for both IOSL and BSSPL, with competition being on service delivery and quality parameters. Moreover, as per the tender conditions, the service providers are to compete on service parameters and not on price, which is a healthy practice for a critical activity such as aviation fuelling. Similar practice is also followed for the airports like Bangalore and Delhi.

Further we would like to state that both the ITP service provider are required to provide similar service meeting the stringent DGCA norms and hence there should not be different rate for the same service. MAFFFL promotes the best service standards for the airline customers through its sub-concessionaires.

MAFFFL has no objections to Increase in tariffs of IOSPL with the increment of 5% year on year for so as to match the rates of BSSPL, for the remaining part of the control period.

Best Regards,

Suranjan Pal
Authorized Signatory

Mumbai Aviation Fuel Farm Facility Private Limited (MAFFFL)

Suranjan Pal
Chief Executive Officer
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