



The Secretary
Airports Economic Regulatory Authority of India
 AERA Building, Administrative Block
 Safdargunj Airport
NEW DELHI – 110 003

“ Without Prejudice “

Dear Sir,

Sub: Multi Year Tariff Proposal and Annual Tariff Proposal for the 1st control period in respect of Cargo Service Center India Pvt. Ltd (CSCIL) for providing Perishable Cargo Facility at the Air Cargo Terminal at SVPI Airport, Ahmedabad

Dear Sir,

This has reference to our previous communication dated 15th September 2012 affirming continuation of tariff for one more year based on request from trade bodies.

We have successfully concluded consultation with end users on the proposed revised tariff . We would like to implement the revised tariff at the earliest.

In view of our maintaining rates at the same level for a period of over five years, we would like to request the authority to waive the requisite 75 notice period and allow us to implement the new tariff w.e.f 1st May 2014.

We are attaching following documents for your kind consideration :-

1. Compliance statements
2. Proposal for annual tariff

We look forward to hearing from at the earliest and in the meantime,

Thanking you

Yours faithfully,

For GSEC Limited


Samir Mankad
Director

Regd. Office : 2nd Floor, Gujarat Chamber's Building, Ashram Road, Ahmedabad-380009, Gujarat INDIA.
Phone : +91-79-2655 4100 / 2657 5757 / 2658 5757 **Fax :** +91-79-26584040
E-mail : info@gsecl.co.in **Web :** www.gsecl.co.in



Form C: (Ref: Section AI.9 of Appendix I)

BEFORE THE AIRPORTS ECONOMIC REGULATORY AUTHORITY OF INDIA

AT NEW DELHI

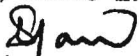
SUBMISSION OF ANNUAL COMPLIANCE STATEMENT FOR AND ON BEHALF OF:

M/S GSEC LIMITED, AHMEDABAD

I, Samir H. Mankad, aged 53 years resident of 1002, Prasad Towers, Nr. Jain Temple, Nr. Nehru Nagar Circle, Ambawadi, Ahmedabad, 380007, Gujarat, India acting in my official capacity as Whole-time Director in M/s GSEC Limited, having its registered office at 2nd Floor, Gujarat Chamber's Building, Ashram Road, Ahmedabad : 380 009 do hereby state and affirm as under that:

1. That I am duly authorized to act for and on behalf of M/s GSEC Limited in the matter of making this submission before the Airports Economic Regulatory Authority of India, New Delhi ('the Authority');
2. I am competent to make this submission before the Authority;
3. I am making this submission in my official capacity and the facts stated herein are based on official records ;
4. The contents of the Annual Compliance Statement submission are correct and true to my knowledge and belief and nothing material has been concealed there from.

For, GSEC Limited


SAMIR MANKAD
Whole Time Director

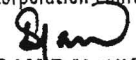
Place: Ahmedabad

Date: 10.03.2014

Form F16: Performance Report for the Tariff Year 01.04.2011 to 31.03.2012 (Ref: Section A1.9 of Appendix I)

	Actual for the Tariff Year under consideration	Forecast as per the Multi Year Tariff Order
Total Revenue from Regulated Services (1)	139998729.00	127524043.8
Total Revenue from services other than Regulated Services (2)	9850809.00	9649935.78
Operating Expenditure (3)	36532432.05	55117902.55
Depreciation (4)	15644991.16	9051344.8
Total Expenditure (3) + (4) = (5)	52177423.21	64169247.35
Regulatory operating Profit (1) + (2) -(5) = (6)	97672114.79	73004732.2
Capital expenditure (7)	46144099.80	1800000
<i>Opening RAB (8)</i>	N.A.	N.A.
<i>Disposals/ Transfers (9)</i>	N.A.	N.A.
<i>Closing RAB (8) + (7) -(9) = (10)</i>	N.A.	N.A.
<i>Ave rage RAB (8) + (10) / 2 = (11)</i>	N.A.	N.A.
<i>Return on Average RAB (6) / (11).</i>	N.A.	N.A.
<i>Total Volume (Cargo/Fuel throughput/ATM) (12)</i>	N.A.	N.A.
<i>Actual yield per unit (12/1)</i>	N.A.	N.A.

For, GSEC Limited
(Formerly Gujarat State Export Corporation Limited)


SAMIR MANKAD
Director

Form F17: Revenues from Regulated Services recovered during the Tariff Year (Ref: Section A.I.9 of Appendix I)

	Actual for the Tariff Year under consideration	Forecast as per the Multi Year Tariff Order
Export - Handling	18343416.00	20862983.9
Export - X-Ray Screening	2881410.00	6272719.2
Export - Forklift	3280314.00	3563848.2
Export - Others	5550737.00	6496397.6
Import - Handling	41333876.00	41151710.6
Import - X-Ray Screening	0	0
Import - Forklift	1346425.00	1138295
Import - Others	52215456.00	30000000
Other Services - X-Ray Screening Charges	15047095.00	15469832.4
Other Services - Forklift Charges	0	2568256.9
Total Revenues from Tariff(s) for Regulated Services	139998729.00	127524043.8

For, GSEC Limited
 (Formerly Gujarat State Export Corporation Limited)

 SAMIR MANKAD
 Director

Form F18: Revenue from services other than Regulated Services recovered during the Tariff Year (Ref: Section AI.9 of Appendix I)

	Actual for the Tariff Year under consideration	Forecast as per the Multi Year Tariff Order
Space Rent	2722751.00	2359234.78
Bonded Trucking Charges	7112858.00	7290701
<u>Revenue from services other than Regulated Services not identified in the Multi Year Tariff Order</u>		
Locker Charges- Cargo	15200.00	0
Total Revenues from services other than Regulated Services	9850809.00	9649935.78

For, GSEC Limited
 (Gujarat State Export Corporation Limited)

 SAMIR MANKAD
 Director

Form F19: Operating Expenditure incurred during the Tariff Year (Ref: Section AI.9 of Appendix I)

	Actual for the Tariff Year under consideration	Forecast as per the Multi Year Tariff Order
BOOKS & PERIODICALS-ACC	4130.00	2940.3
CARGO HANDLING EXP.-ACC	13223.00	7605.625
CONVEYANCE EXP.-ACC	9768.00	10714.66
COURIER EXPENSE -ACC	1880.00	3111.6
ELECTRICITY-ACC	2575281.70	4192197
EXPENSES ON AUCTION SALES AT ACC	56020.00	60419.7
FORKLIFT REPAIRING EXP.-ACC	172872.70	580474.452
LABOUR CHARGES-ACC	3611484.00	3014890.5
MEDICAL EXP.-ACC	5832.00	3941
MISCELLANEOUS EXP.-ACC	221766.00	94031
MOVING COLD STORAGE UNIT CHARGES ACC	0.00	689000
OFFICE EXPENSES A.C.C.	369815.00	363211.2
OVERTIME EXP.-ACC	0.00	164085.6
PACKING MATERIALS-ACC	5815196.00	1158715.8
PETROL & DIESEL EXPENSES ACC	155223.00	9417.6
POSTAGE-ACC	13006.00	10615
RENOVATION OF A.C.C.OFFICE	314085.00	1000000
REPAIRING EXP.-ACC	579467.41	603173.076
RENT AND LICENSE	0.00	6127500
ROYALTY TO A.A.I.	19494437.00	19289272.34
SECURITY CHARGES-ACC	1895807.24	1605217.5
STAFF REFRESHMENT-ACC	563881.00	544137.6
STATIONERY EXP.-ACC	366410.00	432418.8
TELEPHONE EX.-ACC	48851.00	120607.2
TRANSPORTATION EXPS. - ACC	39098.00	8740
TRAVELLING EXPENSES - ACC	0.00	270
Xerox Expenses -Acc	6970	6195
TELE MARKETING SERVICES	0	15015000
Operating expenditure not identified		
FORKLIFT CHARGES - ACC	197928.00	
Total operating expenditure	36532432.05	55117902.55

For, GSEC Limited
 (Formerly State Export Corporation Limited)

 SANJAY MANKAD
 Director



Form C: (Ref: Section A1.9 of Appendix I)

BEFORE THE AIRPORTS ECONOMIC REGULATORY AUTHORITY OF INDIA

AT NEW DELHI

SUBMISSION OF ANNUAL COMPLIANCE STATEMENT FOR AND ON BEHALF OF:

M/S GSEC LIMITED, AHMEDABAD

I, Samir H. Mankad, aged 53 years resident of 1002, Prasad Towers, Nr. Jain Temple, Nr. Nehru Nagar Circle, Ambawadi, Ahmedabad, 380007, Gujarat, India acting in my official capacity as Whole-time Director in M/s GSEC Limited, having its registered office at 2nd Floor, Gujarat Chamber's Building, Ashram Road, Ahmedabad : 380 009 do hereby state and affirm as under that:

1. That I am duly authorized to act for and on behalf of M/s GSEC Limited in the matter of making this submission before the Airports Economic Regulatory Authority of India, New Delhi ('the Authority');
2. I am competent to make this submission before the Authority;
3. I am making this submission in my official capacity and the facts stated herein are based on official records ;
4. The contents of the Annual Compliance Statement submission are correct and true to my knowledge and belief and nothing material has been concealed there from.

For, GSEC Limited


SAMIR MANKAD
Whole Time Director

Place: Ahmedabad

Date: 10.03.2014

Form F16: Performance Report for the Tariff Year 01.04.2012 to 31.03.2013 (Ref: Section A1.9 of Appendix I)

	Actual for the Tariff Year under consideration	Forecast as per the Multi Year Tariff Order
Total Revenue from Regulated Services (1)	81005240.00	136133825.8
Total Revenue from services other than Regulated Services (2)	7240254.00	10555948.48
Operating Expenditure (3)	30696657.98	55929559.43
Depreciation (4)	18945321.98	9051344.8
Total Expenditure (3) + (4) = (5)	49641979.96	64980904.23
Regulatory operating Profit (1) + (2) -(5) = (6)	38603514.04	81708870.09
Capital expenditure (7)	6029013.50	1300000.00
<i>Opening RAB (8)</i>	N.A.	N.A.
<i>Disposals/ Transfers (9)</i>	N.A.	N.A.
<i>Closing RAB (8) + (7) -(9) = (10)</i>	N.A.	N.A.
<i>Average RAB (8) + (10) / 2 = (11)</i>	N.A.	N.A.
<i>Return on Average RAB (6) / (11) .</i>	N.A.	N.A.
<i>Total Volume (Cargo/Fuel throughput/ATM) (12)</i>	N.A.	N.A.
<i>Actual yield per unit (12/1)</i>	N.A.	N.A.

For GSEC Limited
Gujarat State Export Corporation Limited

[Signature]
SAMIR MANKAD
Director

Form F17: Revenues from Regulated Services recovered during the Tariff Year (Ref: Section A.I.9 of Appendix I)

	Actual for the Tariff Year under consideration	Forecast as per the Multi Year Tariff Order
Export - Handling	13231885.00	22949282.29
Export - X-Ray Screening	1535084.00	6899991.12
Export - Forklift	2193571.00	3920233.02
Export - Others	3641730.00	7146037.36
Import - Handling	20160941.00	44238088.87
Import - X-Ray Screening	0	0
Import - Forklift	738565.00	1138295
Import - Others	29754899.00	30000000
Other Services - X-Ray Screening Charges	9748565.00	17016815.6
Other Services - Forklift Charges	0.00	2825082.59
Total Revenues from Tariff(s) for Regulated Services	81005240.00	136133825.8

For GSEC Limited
 (Gujarat State Export Corporation Limited)

 SATISH WANKAD
 Director

Form F18: Revenue from services other than Regulated Services recovered during the Tariff Year (Ref: Section A1.9 of Appendix I)

	Actual for the Tariff Year under consideration	Forecast as per the Multi Year Tariff Order
Space Rent	2861302.00	2536177.38
Bonded Trucking Charges	4367652.00	8019771.1
<u>Revenue from services other than Regulated Services not identified in the Multi Year Tariff Order</u>		
Locker Charges- Cargo	11300.00	0
Total Revenues from services other than Regulated Services	7240254.00	10555948.48

GSEC Limited
 (Government of Karnataka State Export Corporation Limited)

SAMIR WANKAD
 Director

Form F19: Operating Expenditure incurred during the Tariff Year (Ref: Section AI.9 of Appendix I)

	Actual for the Tariff Year under consideration	Forecast as per the Multi Year Tariff Order
BOOKS & PERIODICALS-ACC	2118.00	3234.33
CARGO HANDLING EXP.-ACC	13790.00	8176.05
CONVEYANCE EXP.-ACC	23264.00	12107.57
COURIER EXPENSE -ACC	19218.00	3733.92
ELECTRICITY-ACC	3133654.00	4821026.55
EXPENSES ON AUCTION SALES AT ACC	39600.00	60419.70
FORKLIFT REPAIRING EXP.-ACC	138901.00	696569.34
LABOUR CHARGES-ACC	2751608.00	3467124.08
MEDICAL EXP.-ACC	12338.00	3941.00
MISCELLANEOUS EXP.-ACC	116558.60	94031.00
MOVING COLD STORAGE UNIT CHARGES ACC	0.00	689000.00
OFFICE EXPENSES A.C.C.	429141.00	435853.44
OVERTIME EXP.-ACC	0.00	196902.72
PACKING MATERIALS-ACC	316347.00	1274587.38
PETROL & DIESEL EXPENSES ACC	44886.00	11301.12
POSTAGE-ACC	9825.00	10615.00
RENOVATION OF A.C.C.OFFICE	494437.00	1000000.00
REPAIRING EXP.-ACC	1326586.50	663490.38
RENT AND LICENSE	0.00	6587062.50
ROYALTY TO A.A.I.	18697894.00	17697581.92
SECURITY CHARGES-ACC	1971477.00	1846000.13
STAFF REFRESHMENT-ACC	473870.00	652965.12
STATIONERY EXP.-ACC	384375.00	518902.56
TELEPHONE EX.-ACC	26254.00	144728.64
TRANSPORTATION EXPS. - ACC	16244.00	8740.00
TRAVELLING EXPENSES - ACC	996.00	270.00
Xerox Expenses -Acc	16569.00	6195.00
TELE MARKETING SERVICES	0	15015000.00
Operating expenditure not identified		
FORKLIFT CHARGES - ACC	236706.88	
Total operating expenditure	30696657.98	55929559.43

For GSEC Limited
Gujarat State Export Corporation Limited

Savir Mankad
SAVIR MANKAD
Director



BEFORE THE AIRPORTS ECONOMIC REGULATORY AUTHORITY OF INDIA

AT NEW DELHI

SUBMISSION OF PROPOSAL FOR DETERMINATION OF ANNUAL TARIFF FOR AND ON
BEHALF OF:

M/S GSEC LIMITED

I, Mr. Samir H. Mankad, aged 53 years, resident of 1002, Prasad Towers, Nr. Jain Temple, Nr. Nehru Nagar Circle, Ambawadi, Ahmedabad, 380007, Gujarat, India acting in my official capacity as Whole-time Director in M/s GSEC Limited, having its registered office at 2nd Floor, Gujarat Chamber's Building, Ashram Road, Ahmedabad - 380 009, do hereby state and affirm as under that:

1. That I am duly authorized to act for and on behalf of M/s. GSEC Limited, in the matter of making this submission before the Airports Economic Regulation Authority of India, New Delhi ('the Authority');
2. I am competent to make this submission before the Authority;
3. I am making this submission in my official capacity and the facts stated herein are based on official records;
4. The contents of the Annual Tariff Proposal submission which include inter alia

Proposed detailed break-up of Tariff(s) based on Clause 11.2 where the Authority has specified a light touch approach for the duration of the Control Period, pursuant to Clause 3.2, and

(ii) Justifications, are correct and true to my knowledge and belief and nothing material has been concealed there from.

For, GSEC Limited


SAMIR MANKAD
Whole Time Director

Place: Ahmedabad

Date: 10.03.2014

GSEC LIMITED				
Air Cargo Complex, Old Airport, Ahmedabad				
Sr. No.	Tariff Heading	Current Tariff for FY 2013-14 (INR/Kg.)**	Proposed Tariff by GSEC LTD.	Levied On
TARIFF FOR HANDLING INTERNATIONAL CARGO (for both scheduled and non-scheduled operators)				
Tariff for Export Cargo Handling				
1	Standard Charge for Processing & Handling TSP Charges (INR/Kg.)	General Cargo - 0.70 (Min 110/-) Perishable / Cold storage cargo - 1.75 (Min 200/-) DGR / Valuable / Special cargo - 2.00 (Min 250/-) Gold , Gold Plain Jewellery, Precious/Semi-Precious Stones, Diamond - 50.00 (Min 1100/-) X-ray charges (1.50)	1.00 (Min 120/-) 2.25 (Min 250/-) 2.65 (Min 250/-) No change 2.00	PDA
2	Demurrage Charges *	General Cargo - 0.70 (Min 110/-) Perishable / Cold storage cargo - 1.75 (Min 200/-) DGR / Valuable / Special cargo - 2.00 (Min 250/-) Gold , Gold Plain Jewellery, Precious/Semi-Precious Stones, Diamond - 50.00 (Min 1100/-) X-ray charges (1.50)	1.00 (Min 120/-) 2.25 (Min 250/-) 2.65 (Min 250/-) No change 2.00	Agent [Free period of 24 Hrs.] Airlines [Free period of 48 Hrs.]
3	Courier Charges	Handling Charges - 4.00 X-ray Charges - 4.00	No change No change	PDA
4	Amendment / Cancellation Charges	175 per S.B.	No Change	PDA
5	ETD Charges	1500 per test	No Change	PDA

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6	Mis - declaration Charges	(A) Upto 2 % - No charges	No Change	PDA
		(B) 2 % - 5 % Variation - 2 times Normal TSP (C) Above 5 % Variation - 5 times Normal TSP		
7	MOT Charges beyond custom hours	300 per S.B. / AWB	No change	PDA
8	Miscellaneous Charges	(A) Forklift Charges 01 - 250 Kgs Wt. - 75 Per Case 251 - 500 Kgs Wt. - 100 Per Case 501 - 1000 Kgs Wt. - 150 Per Case Above 1000 Kgs Wt. - 175 Per Case	Included	PDA
		(B) Bonded Trucking Charges - 1.00		

- The free period for Export Cargo Shall be 24 Hours of carting / depositing of cargo.
- * Government levis & taxies will be extra as approved.
- ** All charges are on **Chargable weight**.
- ** Bonding & Handover Charges from Bonded Trucking is Rs. 1.5 Per Kg.



GSEC LIMITED

Air Cargo Complex, Old Airport, Ahmedabad

Tariff Heading

Levied On

TARIFF FOR HANDLING INTERNATIONAL CARGO (for both scheduled and non-scheduled operators)

Tariff for Import Cargo Handling

1	Standard Charge for Processing & Handling TSP Charges (INR/Kg.)	General Cargo - 4.25 (Min 120/-)	5.00 (Min 120/-)	PDA
		Perishable / Cold storage / DGR cargo - 8.00 (Min 220/-)	9.20 (Min 220/-)	
		Silver / Valuable Cargo- 8.00 (Min 220/-)	9.20 (Min 220/-)	
		Gold ,Gold Plain Jewellery, Precious/Semi-Precious Stones, Diamond - 50.00 (Min 1000/-)	No Change	
2	Centre of Cargo for Gems & Jewellery Value Ranges (US Dollar)	(A) 1 - 50,000 (Min 525/-)	No change	PDA
		(B) 50,001 - 1,00,000 (Min 770/-)	No change	
		(C) 1,00,001 - 1,50,000 (Min 875/-)	No change	
		(D) 1,50,001 - 2,00,000 (Min 910/-)	No change	
		(C) 2,00,001 - 2,50,000 (Min 980/-)	No change	
		(D) 2,50,001 - 3,00,000 (Min 1050/-)	No change	
3	Demurrage Charges *	A) General Cargo		PDA
		Upto 120 Hours (Upto 5 Days) - 1.30 (Min 225/-)	1.65 (Min 225/-)	
		Between 120 Hours-720 Hours (1 to 30 Days) - 2.60 (Min 225/-)	3.10 (Min 225/-)	
		Beyond 720 Hours (30 Days) - 3.90 (Min 225/-)	4.60 (Min 225/-)	
		(B) Perishable , Cold Storage Cargo		
		Upto 120 Hours (Upto 5 Days) - 3.25 (Min 350/-)	3.25 (Min 350/-)	PDA
		Between 120 Hours-720 Hours (1 to	6.10 (Min 350/-)	

		30 Days) - 4.50 (Min 350/-) Beyond 720 Hours (30 Days) - 6.25 (Min 350/-)	9.20 (Min 350/-)	
		(C) DGR , Valuable Cargo , Silver , Live Animal		
		Upto 120 Hours (Upto 5 Days) - 4.50 (Min 500/-)	6.10 (Min 500/-)	PDA
		Between 120 Hours-720 Hours (1 to 30 Days) - 8.50 (Min 500/-)	12.40 (Min 500/-)	
		Beyond 720 Hours (30 Days) - 12.00 (Min 500/-)	18.50 (Min 500/-)	
		D) Gold , Gold Plain Jewellery , Precious / Semi - Precious Stones, Diamond		
		Upto 120 Hours (Upto 5 Days) - 50.00	No change	PDA
		Between 120 Hours - 720 Hours (1 to 30 Days) - 50.00	No change	
		Beyond 720 Hours (30 Days) - 50.00	No change	
4	Courier Charges	Handling Charges - 6.00 X-ray Charges - 4.00	No change No change	PDA
5	Amendment / Cancellation Charges	175 per AWB	No Change	PDA
6	X-ray Charges	1.50	2.00	PDA
7	MOT Charges beyond custom hours[10:30 hrs to 20:30 hrs]	300 per AWB	No change	PDA
8	Miscellaneous Charges	(A) Forklift Charges 01 - 250 Kgs Wt. - 75 Per Case 251 - 500 Kgs Wt. - 100 Per Case 501 - 1000 Kgs Wt. - 150 Per Case Above 1000 Kgs Wt. - 175 Per Case	Nil	PDA

- * The free period for Export Cargo Shall be 24 Hours of carting / depositing of cargo.
- ** Government levies & taxies will be extra as approved.
- ** All charges are on **Chargable weight** as per AWB.

*Bonding & Handover Charges from Bonded Trucking is Rs. 1.5
Per Kg.*



Details of consultations held with the stakeholders

As stipulated under Clause 11.2 of Chapter V of the AERA (Terms and Conditions for Determination of Tariff or Services Provided for Cargo Facility, Ground Handling and Supply of Fuel to the Aircraft) Guidelines, 2011, we would like to state that we have duly met the requirement of holding consultation for determination of revised tariffs for regulated services falling under the light touch approach.

We hereby attach herewith the documented evidence of:

- a. Consultations with stakeholders have been undertaken;
- b. Summary of concerns raised by the stakeholders;
- c. Details of remedial action, if any, undertaken by the Service Provider, with reasons, in respect of the concerns so raised; (No instance)
- d. Reasons for not addressing the balance concerns. (No instance)

MINUTES

OF THE FIRST ROUND OF CONSULTATION FOR INCREASE IN TARIFF OF CARGO OPERATIONS AT AHMEDABAD AIRPORT BETWEEN GSEC LIMITED AND THE AHMEDABAD CUSTOM HOUSE AGENTS' ASSOCIATION (ACHAA) HELD ON THURSDAY, THE 13TH DECEMBER, 2013 AT 11.00 A.M. AT "BOARD ROOM", GSEC LIMITED, 1ST FLOOR, UDHYOG BHAVAN, ASHRAM ROAD, AHMEDABAD – 380009

PRESENT:

- | | | |
|-------------------------|---|---|
| 1. Shri Kartik Pancholi | - | ACHAA(AHMEDABAD CUSTOM HOUSE AGENTS' ASSOCIATION (ACHAA)) |
| 2. Shri Satyen Desai | - | ACHAA |
| 3. Shri Pinakin Pandya | - | ACHAA |
| 4. Shri Samir Shah | - | ACCAI |
| 5. Shri Samir Mankad | - | Whole-time Director – GSEC Limited |

IN ATTENDANCE:

- | | | |
|---------------------|---|--------------------------|
| 1. Shri Viral Mehta | - | Secretary – GSEC Limited |
|---------------------|---|--------------------------|

The meeting started with a presentation by GSEC Limited on its operations , infrastructure development and details of various cost input increases since the last revision.

Few highlights of the presentation were :-

GSECL has added 2000 sq. mtr in imports warehouse and 3500 sq mtrs in exports warehouse and is experiencing no space constraint now. Total Capital expenditure in last two years has been about Rs 5 Crores.

400 Sq mtrs of cold room space has been added, new cargo lifts , fork lifts, stackers have been procured. GSECL has three screening machines of different capacities and an ETD machine

There has been a steep increase in inputs like wages (100%), electricity (50%), revenue share payable to AAI from (6.5% to 13%), rent to AAI (77%), and diesel (40%), .

Shri Pinakin Pandya asked few questions regarding the comparison made on the cargo traffic on the basis of revenue and tonnage, which were answered by Shri Samir Mankad.



The consideration and rationale behind the proposed increase in the Air Cargo Services tariff were discussed.

Shri Satyen Desai asked about the last tariff appraisal. In reply, Shri Mankad said the last appraisal was made in the year 2008.

Shri Samir Mankad also presented the comparative data of the current tariff of various Air Cargo custodians like Bangalore, Hyderabad, Mumbai and Delhi.

Shri Samir Shah and Shri Kartik Pancholi raised various questions about the comparison data like minimum rates, demurrage rates of other custodians and source of the data presented. Shri Mankad replied to the queries satisfactorily.

It was also explained and agreed that there should be a scope for comparing other custodians of the size of Ahmedabad as the comparison of the operations of Ahmedabad with other metros like Delhi, Mumbai etc would not be justifiable. Though the volume of cargo is much higher, Bangalore and Hyderabad would be a closer comparison over other metro airports.

Samir Mankad , to a query confirmed that the revised tariff would not be changed for at least two years.

Shri Samir Mankad, justified the suggested tenure with the argument that there has been no revision in tariff since 2008 i.e. 5 years and there is a very long procedure for revising the tariff. However, Shri Mankad said that the period can be ascertained and agreed upon by mutual consultation after approaching AERA. Shri Satyen Desai stipulated to keep the period flexible. Shri Mankad agreed to that. Shri Pinakin Pandya suggested including a clause in Agreement with respect to keep the period open for modification with the mutual consent.

Shri Samir Mankad also presented the proposed facilitation to be provided with at the Ahmedabad Air Cargo Complex like –

- (i) Establishment of the separate Area for pharma products with complete temperature controlled facility from receipt to handover to airlines.
- (ii) Installation of more X-ray machines and other machineries for smooth operation
- (iii) Increasing the Cold Storage facility

Members from trade wished to discuss in their respective forums about the tariff revision proposal and revert back to GSECL. Shri Mankad agreed to that and at the same time requested to take the matter as early as possible. Other members acknowledged the same and agreed to do the needful as early as possible.

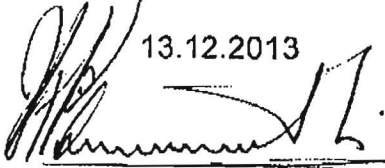


Members advised Shri Mankad to provide the soft copy of the presentation and other details for detailed research on the part of the Association.

Samir Mankad thanked the office bearers for their valuable time and inputs and reiterated GSECL's commitment to serve the fraternity in the most efficient manner.

Ahmedabad

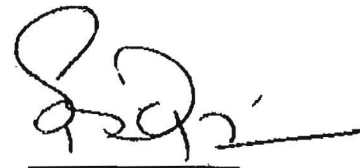
13.12.2013



(Kartik Pancholi)



(Samir Shah)



(Satyen Desai)



(Pinakin Pandya)



(Samir Mankad)



MINUTES

OF THE SECOND ROUND OF CONSULTATION FOR INCREASE IN TARIFF OF CARGO OPERATIONS AT AHMEDABAD AIRPORT BETWEEN GSEC LIMITED AND TRADE ASSOCIATIONS HELD ON MONDAY , THE 17TH FEBRUARY , 2013 AT 12.150 P.M. AT "BOARD ROOM", GSEC LIMITED, 1ST FLOOR, UDHYOG BHAVAN, ASHRAM ROAD, AHMEDABAD – 380009

PRESENT:

- | | | |
|-------------------------|---|--|
| 1. Shri Kartik Pancholi | - | ACHAA(AHMEDABAD CUSTOM HOUSE AGENTS' ASSOCIATION (ACHAA)) |
| 2. Shri Satyen Desai | - | ACHAA |
| 3. Shri Pinakin Pandya | - | ACHAA |
| 4. Shri Samir Shah | - | ACCAI |
| 5. Shri Samir Mankad | - | Whole-time Director -- GSEC Limited |

IN ATTENDANCE:

- | | | |
|-----------------------|---|---|
| 1. Shri Sandip Chavda | - | General Manager (Operations) GSEC Limited |
|-----------------------|---|---|

The meeting began with various service related issues which the members of association had conveyed to their office bearers. A few issues taken up were :-

1. Printers in the CMC service center :- Trade members had raised the issue of non-availability of printer and delay in printing frequently. GSECL has recently bought one more heavy duty printer and felt that this should not be happening frequently. It was decided to keep a daily log of machine down time for a few months to ascertain the frequency.

2. Charges for amendment of Rs 150 were discussed. GSECL explained the reason to charge as a deterrent to some parties carting cargo under wrong AWB number and subsequent issues related to shipment. Members felt that it should be eliminated or reduced. GSECL agreed to study the pattern of charges and see if this can be reduced for some minor amendments.

