

भारत स्टार्स सर्विसेज (दिल्ली)
प्राइवेट लिमिटेड



BHARAT STARS SERVICES (DELHI)
PRIVATE LIMITED

3851/सचिव(रा)
25/9/18

Trusted Partnership

21st Sept, 2018
दिल्ली-110003

To,
THE SECRETARY
Airports Economic Regulatory Authority of India
AERA Building, Administrative Complex,
New Delhi – 110003.

Dear Ma'am,

Sub: CP No. 10/2018-19 dated 01 Aug 2018: Bharat Stars Services (Delhi) Pvt. Ltd. Tariff for ITP Services at DIAL

This refers to CP No. 10/2018-19 dated 01 August 2018 from the honorable authority proposing revision of ITP tariffs applicable for Bharat Stars Services (Delhi) Private Limited (BSSDPL), the ITP operator at Delhi International Airport as below.

"The tariff for third year (2018 – 19) may be allowed same as existing on 31.03.2018 and for fourth year (2019 – 20) an increase of 5% over previous year tariff may be allowed which may be continued for fifth year also (FY 2020 – 21, up to 31.07.2020) during the second control period."

We submit our comments for your kind consideration:

- There are two ITP service providers at Delhi Airport i.e. M/s Indian Oil Sky Tanking Private Limited and our company, BSSDPL, since 2010.
- As per the terms and conditions of the tender issued by DIAL in 2010, it would award business to two ITP Service providers on the basis of lowest quotes. The L2 (second lowest) would have to match the L1 (lowest) rates of other service provider so that the tariff of both the operators is similar for all suppliers.
- The rationale behind keeping similar tariff would have been to encourage competition among the ITP operators on the basis of service standards rather than on price.
- If AERA passes higher ITP tariffs for us, the suppliers may choose our competitor with Lower tariff resulting into loss of business for us.

Therefore, we request the authority to keep similar tariff for both ITP operators at Delhi Airport. Kindly grant us the similar tariff structure as has been issued by the authority for the other ITP operator vide its Order No. 19/2018-19 dated 14.09.2018 for balance of the control period.

Thanking You.

For **BHARAT STARS SERVICES (DELHI) PRIVATE LIMITED**


AKASH TIWARI
Chief Executive Officer

भारतीय विमानपत्तन अथॉरिटी प्राधिकरण
राफदरजग एयरपोर्ट, नई दिल्ली-110003

प्राप्त
डायरी नं०: 12922
तारीख: 25/09/2018

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