

Ref. No.: AAI/HBX/Comrl/Adv.Rights & Trolley Retrieval /2023-24/4488-4496 Date: 14.12.2023

सेवा मे./ To,
M/s. K N Enterprises
Srinikethana, Near Police Station,
Muragudde, Shanthi Nagara,
Kavoor, Mangaluru- 575015

विषय/Sub: License for Advertisement Rights cum Trolley Retrieval at New Terminal Building
Hubballi Airport – Reg.

महोदय/महोदया Sir/Madam,

1. Reference may please be made to your participation in the tender against the NIT vide tender ID: 2023_AAI_020623_1 in June 2023 for License for Advertisement Rights cum Trolley Retrieval at Terminal Building Hubballi Airport for a period of 01 (one) year.
2. The competent authority is pleased to award you the License for Advertisement Rights cum Trolley Retrieval at Terminal Building Hubballi Airport – as per the following terms & conditions.

i.	License For	Advertisement Rights cum Trolley Retrieval at New Terminal Building Hubballi Airport, Hubballi
ii.	No. of Trollies	124 Nos. (as per NIT)
iii.	Period of Award	01 (One) Year
iv.	License Fee	Rs. 2736/- per month (amount is inclusive of applicable taxes) for 124 trollies <u>Note:</u> a) GST payable at applicable rates (Currently @ 18%). b) Licensee must pay monthly license fee to Airports Authority of India - every month on or before 25th day of English calendar by way of demand draft in favour of Airports Authority of India, payable at Hubballi or by NEFT/RTGS. c) Details of payment made against the invoice shall be intimated to the station. d) *Rates are subject to compounded annual

		escalation of 10% (at start of each financial year) rounded off to nearest multiple of 10 & are subject to revision at the discretion of competent authority.
v.	License Fee	Rs. 2736 / per month [Inclusive of applicable taxes]
vi.	Advance License Fee	Rs. 2736 / per month [Inclusive of applicable taxes] – License fee equivalent to 01 (one) month.
vii.	Security Deposit (SD)	Licensee has to remit an amount of Rs. 10,944/- equal to 04 (Four) months License Fee (Including applicable taxes) by NEFT/BG. If SD is in the form of BG, the same shall remain valid till the 06 (six) months beyond the end of license period. If SD deposited in the form of DD/PO/RTGS/NEFT, no interest shall be payable.
viii.	Interests on Delayed Payment	Interest at the rate of 9% per annum from the due date up to 30 days & 18% per annum from due date to entire delay period shall be payable by the licensee on all delayed payments.
ix.	Obligation of Govt. Laws/Rules	The licensee, his agents & servants shall observe, perform & comply with all rules & regulations of Shop & Establishment Act, Factories Act, Industrial Disputes Act, Minimum Wages Act and any rules and regulations made by Govt./Airports Authority of India.
x.	Business Incubation Period	Period of 15 Days from the date of issuance of Award letter
xi.	Gestation Period:	a. Gestation period of 90 Days or actual commencement of Commercial Operation, whichever is earlier, reckoned from the date of handing over of sites shall be permissible. (i) 30 days for retrieval of trolleys; - (ii) 60 days for planning, implementation of business development for procuring advertisement on the trolleys. NOTE: However, actual billing will start from 91st day for all trolleys and in cases where part trolley(s) with advertisement is/are introduced before the expiry of gestation period, pro rata billing will be done.)

3. Contract Management: The contract management will be done at Hubballi Airport and the agency may pay the space rent @ the agreed rate at Hubballi Airport (including security deposits).

You are requested to attend the office of Airport Director, Hubballi to sign and complete the formalities along with other required formalities as per the allotment letter and execute the licensee agreement as per the format. The licensee shall submit the concession agreement on non – judicial stamp paper of Rs. 100/- in the prescribed format for Hubballi Airport for execution within 10 days of date of issue of this allotment letter. The contact details of the Airport Director, Hubballi is 0836-2237921(Direct Number), 9449827652(Mobile Number) & e-mail id apchubli@aai.aero

4. The scope of work includes the following aspects:
- Advertisements: The Licensee shall have the right to display advertisements on the baggage trolleys.
 - Trolley Retrieval:
 - The licensee shall ensure availability of trolleys at the airport during operational hours as decided by the Airport Director, AAI, Hubballi Airport.
 - It may be ensured that usage of free Baggage Trolley by the passengers for carrying their luggage/ goods only.
 - Retrieve and position them in the specified area of Arrival / Departure, Inside/Outside of the terminal Building.
 - Maintenance: Ensure proper cleaning and upkeep of trolleys on daily basis
5. Space for Advertisements on the Trolley
- Trolleys, to be supplied by AAI, will have space (not exceeding 6 Sq. ft each) for the purpose of displaying advertisement, in any direction, on trolley.
 - Designing/Fabrication and installation of the Display Boards and advertisement thereon shall be arranged by the licensee at its own cost to offer a pleasing ambience standard to Airport. The material used by the licensee should be such that it enhances the aesthetic of the trolleys.
 - All display/signage should be of standard/uniform shape and size for all trolleys and has to be approved by AAI.

- d. Objectionable material display will not be permitted. AAI also reserves the right to not allow any advertisement of certain commodities/products.
6. The licensee shall depute an authorized representative for measurement of the site and taking over the same within the gestation period. Any further extension in gestation period shall be at the sole discretion of competent authority.
7. Penalties
- a. Provision of porter services by manpower of licensee is strictly prohibited and beyond the scope of this license. In case, it is found that porter services are being provided by the manpower of licensee, a penalty of Rs. 2,000/- in the first instance, and Rs. 5,000/- on subsequent instance(s) shall be levied by the Terminal Manager. AAI is entitled to terminate the license if such violation occurs quite often.
- b. The penalties will also be imposed on following violation by the licensee:

Sl. No.	Description of Irregularities	Penalty
1	Non-deployment of sufficient manpower	Rs.2,000/- per violation
2	Non-availability of sufficient number of trolleys at designated places.	Rs.1,000/- per violation
3	Non-retrieval of trolleys/trolleys found scattered and lying here and there.	Rs.1,000/- per violation
4	Trolley (s) being used for any other purpose other than the Intended purposes.	Rs.1,000/- per violation
5	Trolley (s) found unclean/dirty	Rs.500/- per violation
6	Staff not in uniform/without ID Card	Rs.500/- per violation per staff
7	Misbehavior of the staff with passenger (s) or any employee(s) of AAI/other agencies at the airport.	Rs.500 per violation

8. MANPOWER DEPLOYMENT AND THEIR SERVICE CONDITIONS

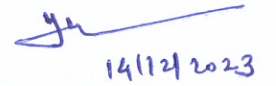
- a. The licensee shall engage and deploy sufficient numbers of skilled and experienced personnel for the execution and performance of Operation and Maintenance Services which include retrieval, positioning and daily upkeep/cleaning of trolleys, either through itself or through third party or outsourcing of manpower and it shall also be over all responsibility of the licensee that the personnel are:
- b. Skilled, trained and experienced;
- c. Properly dressed in clean uniform clearly depicting that the service is free and identity cards for all seasons which shall be finalized/approved in consultation with

- AAI. Minimum two sets of uniform shall be provided to the workers and entire expense for the same shall be borne by the licensee;
- d. Physically fit and for the intended purpose and have fulfilled the BCAS AEP requirement. Medical fitness certificates approved by certified doctors should be submitted to AAI;
- e. Imparted training of supervisory once per quarter and the licensee has to share training plan in advance.
- f. The licensee will solely be responsible for service conditions (including minimum wages, bonus, PF, ESI, Insurance and other statutory compliances etc. as per prevailing laws of the land) of workmen employed by it for the purpose of carrying out the functions under the contract.
- g. There will be no direct employee-employer relation between AAI and the workmen of the licensee.
- h. In case any damage/loss is caused to any property of AAI or that of the passenger(s) by the workers of the licensee, then the licensee shall be liable to make good of the said loss/damage at its own cost and AAI shall not be responsible for the same.
9. In view of expansion of new terminal building in near future, the office space may be relocated and will be subjected to financial implications.
10. The licensee shall indemnify Airport Authority of India from/against any claims made or damages suffered by Airport Authority of India by reason of any default on the part of the licensee in the due observance and performance of the provisions of any law which may be related to the area in which premises are located.
11. Licensee shall have no right to object as and when the authority decides to grant additional license for similar facility at the airport premises where the licensee is rendering such services.
12. Licensee must mandatorily obtain the security clearance and security program approval within the gestation period from BCAS. AAI will not be responsible for the delay in getting the necessary clearance from BCAS.

13. All the conditions mentioned in the NIT, General Terms & Conditions and Special Terms & Conditions are in toto part & parcel of this award letter and will form a part of the agreement.
14. One copy of this award letter may be returned to this office within 10 days duly signed along with the acceptance letter as a token of having accepted the terms & conditions of the award.

Thanking You,

सादर/With Regards,



14/12/2023

पी. एम. जाधव/ P. M. Jadhav
कार्यवाहक विमानपत्तन निदेशक/ Officiating Airport Director
हुबबल्लि हवाई अड्डा /Hubballi Airport

Encl:

1. Annexure A: Trolley Deployment Plan
2. Annexure B: Bank Details

Copy To:

1. The Regional Executive Director, AAI, RHQ, SR, Chennai.
2. The GM (Comml), AAI, RHQ, SR, Chennai.
3. The GM (F&A), AAI, RHQ, SR, Chennai.
4. OIC- Finance/Civil/Electrical/Terminal/ Security

Annexure – A

TROLLEY DEPLOYMENT PLAN

Sl. No.	Location	No. of Trolleys (approx.)
1	In front of Departure Entrance	20
2.	Arrival Hall (Near Conveyer Belt)	104

सादर/With Regards,


14/11/2023

पी. एम. जाधव/ P. M. Jadhav

कार्यवाहक विमानपत्तन निदेशक/ Officiating Airport Director

हुबबल्लि हवाई अड्डा /Hubballi Airport

Annexure B

AIRPORTS AUTHORITY OF INDIA, HUBALI AIRPORT, HUBBALLI, KARNATAKA, INDIA	
BANK DETAILS FOR MAKING PAYMENT VIDE RTGS / NEFT TO OUR ACCOUNT	
NAME OF BANK	STATE BANK OF INDIA
BRANCH ADDRESS	HUBBALLI AIRPORT, GOKUL ROAD, HUBLI, DHARWAD KARNATAKA IN - 580030.
BRANCH CODE	40606
IFSC CODE	SBIN0040606
MICR CODE	580002034
CURRENT ACCOUNT No	00000031005683435
ACCOUNT HOLDERS NAME	THE AIRPORT CONTROLER, AIRPORTS AUTHORITY OF INDIA (AAI)
ACCOUNT HOLDERS PAN No:	AAACA6412D
EMAIL ADDRESS	apchubli@aai.aero & finhubli@aai.aero


14/12/2023
OFFICIATING AIRPORT DIRECTOR
HUBBALLI AIRPORT