



Tender No: EY/wet lease/06/02

**TENDER DOCUMENT**  
**for**  
**Wet-lease of aircraft**  
**to operate**  
**Air India schedule flights**

**Attention of Bidders is drawn to the following:**

**Wide-bodied Aircraft are required on wet lease**

**To operate Air India schedule flights as per the details and terms and conditions provided in the Tender Document.**

**This is an open Tender. There is no cut-off date. This tender would remain open till the requirements of Air India are met. As the tender would be deemed closed as soon as satisfactory offers are received by Air India, bidders are requested to submit their bids at the earliest.**

**The offers received will be opened/reviewed on a regular basis – as and when received. The results of such a review will also be hosted on the website.**

**Air India Limited (AI) invites bids for wet leasing of wide bodied jet aircraft to operate its schedule services. Air India requires upto qty 4 aircraft among B747-400/B747-300/ B777-300ER/B777-200ER/A340-600/A340-300/A330-200/MD-11 long range aircraft to operate flight schedule on any one route as given in Annexure IV and qty 5 aircraft among A310-300/A330-200/B767-200ER/B767-300ER/B757-200 medium-range aircraft to operate flight schedule on any one route as given in Annexure V. Technical and other requirements are given below in PART-1 for long range aircraft and PART-2 for medium range aircraft.**

**Interested Parties meeting following criteria, only need apply:**

- a) **Scheduled Airlines**
- b) **Charterers owning their own aircraft**



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- c) **Operators having authority from aircraft owners to deploy their aircraft and confirming aircraft availability**

Bidders are required to confirm that no commission will be paid by them to any intermediary agent for this transaction.

The quotation shall be given in USD per Block Hour rate based on ACMI, for operating the above schedule. The quotation shall be based on the following conditions/parameters:

**TECHNICAL DETAILS**

**PART -1 REQUIREMENTS FOR LONG RANGE AIRCRAFT**

<b><u>Requirement</u></b>	<b><u>Upto 4 (four) aircraft on wet lease. Aircraft types under consideration are</u></b> <b><u>B747-400</u></b> <b><u>B747-300</u></b> <b><u>B777-300ER</u></b> <b><u>B777-200ER</u></b> <b><u>A340-600</u></b> <b><u>A340-300</u></b> <b><u>A330-200</u></b> <b><u>MD-11</u></b>
<b><u>Lease Period &amp; Commencement date</u></b>	<b><u>Upto Two(2) aircraft for about 11 months at earliest available date before before Dec 2006 and</u></b> <b><u>Two(2) aircraft for about 21to 26 at earliest available date before Dec 2006</u></b>
<b><u>Age of aircraft</u></b>	<b><u>The aircraft shall not be more than 15 years old at the Time of importing into India.</u></b>
<b><u>Technical &amp; Operational capability.</u></b>	<b><u>Aircraft must be technically and operationally qualified for performing required schedule flights satisfying applicable regulatory requirements</u></b>



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<p><b><u>Seating Configuration</u></b></p>	<p><i>Preferred configuration is three class configuration with 8 to 12 seats in First class, 26- 36 seats in Executive class and the remaining seats with at least 33 inch pitch in Economy class</i></p> <p><i>NOTE1: Air India prefers 12 Sleeperette seats in First Class and 26 Slumberette seats in Business Class.</i></p> <p><i>Note2: Air India has flexibility to accept aircraft with different configuration depending on other factors</i></p>
<p><b><u>External Painting</u></b></p>	<p><b><u>Aircraft to be painted in Air India livery or in white with Air India name and Logo</u></b></p>
<p><b><u>Passenger entertainment systems</u></b></p>	<p><i>Aircraft must be equipped with multi channel audio and Video projection system. The video system preferably be with HI-8 tape players.</i></p>
<p><b><u>Galleys</u></b></p>	<ul style="list-style-type: none"> <li>- <b><u>the galleys preferably of the type that accept Air India's ATLAS standard type carts (details given below) – with galley modifications, if required.</u></b></li> <li>- <b><u>Chilling facilities for all meal cart locations</u></b></li> <li>- <b><u>Refrigerated chiller locations for ovens in all the galleys for the second meal.</u></b></li> <li>- <b><u>Adequate number of water boilers, coffee makers, hot cups and beverage flasks</u></b></li> <li>- <b><u>Adequate number of meal carts, beverage carts and ovens</u></b></li> <li>- <b><u>Galley/galley complexes should be self-sufficient to cater to the zones in which they are located</u></b></li> </ul>



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**Air – India uses standard ‘ATLAS’ equipment (sizes of major galley equipment are given below). Please specify the type of Galley Equipment being used on your aircraft.**

<u>Equipment</u>	<u>Overall Dimension</u>	<u>Internal Dimension</u>
<u>Meal Cart Full</u>	<u>Height (1008.38 mm)</u> <u>Width (302.26 mm)</u> <u>Depth (805.18 mm)</u>	<u>Height (850.5 mm)</u> <u>Width (276 mm)</u> <u>Depth (771 mm)</u>
<u>Meal Cart Half</u>	<u>Height (1008.38 mm)</u> <u>Width (302.26 mm)</u> <u>Depth (404 mm)</u>	<u>Height (849 mm)</u> <u>Width (276 mm)</u> <u>Depth (382 mm)</u>
<u>Bar Cart (Full)</u>	<u>Height (1008.38 mm)</u> <u>Width (302.26 mm)</u> <u>Depth (805.18 mm)</u>	<u>Height (850.5 mm)</u> <u>Width (276 mm)</u> <u>Depth (771 mm)</u>
<u>Bar Cart (Half)</u>	<u>Height (1008.38 mm)</u> <u>Width (302.26 mm)</u> <u>Depth (404 mm)</u>	<u>Height (849 mm)</u> <u>Width (276 mm)</u> <u>Depth (382 mm)</u>
<u>Standard Units</u>	<u>Height (279 mm)</u> <u>Width (288 mm)</u> <u>Length (396 mm)</u>	
<u>Oven Cage (8 Racks)</u>	<u>Height (414.2 mm)</u> <u>Internal Width (215.5 mm)</u> <u>Length (389 mm)</u>	

**Following is the list of equipment of Air-India's 747-400 aircraft for pax configuration of 12 F/26J/389Y. The aircraft on offer preferably should also have the following equipment proportion to the aircraft pax configuration**

<u>SR</u>	<u>Description</u>	<u>AI</u>		
		<u>Quantum of Equipment</u>		
		<u>F</u>	<u>J</u>	<u>Y</u>



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<u>1.</u>	<u>Full Cart – (Meal/Bar)</u>	<u>7</u>	<u>9</u>	<u>28</u>
<u>2.</u>	<u>Half Cart (Meal/Bar)</u>	<u>3</u>	<u>8</u>	<u>18</u>
<u>3.</u>	<u>Standard Unit</u>	<u>11</u>	<u>13</u>	<u>33</u>
<u>4.</u>	<u>Boiler</u>	<u>1</u>	<u>2</u>	<u>7</u>
<u>5.</u>	<u>Beverage Jug</u>	<u>3</u>	<u>3</u>	<u>4</u>
<u>6.</u>	<u>Hot Cup Points</u>	<u>3</u>	<u>3</u>	<u>14</u>
<u>7.</u>	<u>Oven (Steam/ Dry Heat)</u>	<u>3</u>	<u>3</u>	<u>14</u>
<u>8.</u>	<u>Oven Chiller</u>	<u>3</u>	<u>3</u>	<u>14</u>
<u>9.</u>	<u>Waste Cart / Bin</u>	<u>2</u>	<u>-</u>	<u>3</u>
<u>10</u>	<u>Waste Bin</u>	<u>2</u>	<u>2</u>	<u>4</u>
<u>11</u>	<u>Trash Compactor</u>	<u>-</u>	<u>-</u>	<u>3</u>
<u>12</u>	<u>Bun Warmer</u>	<u>2</u>	<u>2</u>	<u>8</u>
<u>13</u>	<u>Chiller</u>	<u>2</u>	<u>1</u>	<u>6</u>
<u>14</u>	<u>Water Faucet</u>	<u>1</u>	<u>1</u>	<u>4</u>

**PART -2 REQUIREMENTS FOR MEDIUM RANGE AIRCRAFT**

<u>Requirement</u>	<u>Upto 5 (five) aircraft on wet lease. Aircraft types under consideration are</u>
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	<p><u>A310-300</u>  <u>A330-200</u>  <u>B767-200ER</u>  <u>B767-300ER</u>  <u>B757-200</u></p>
<p><u>Lease Period &amp; Commencement date</u></p>	<p><u>Upto 3 aircraft for two to five years from earliest available date before April 2006 and</u>  <u>Upto 2 aircraft for two to five years from 1 March 2007</u></p>
<p><u>Age of aircraft</u></p>	<p><u>The aircraft shall not be more than 15 years old at the Time of importing into India.</u></p>
<p><u>Technical &amp; Operational capability.</u></p>	<p><u>Aircraft must be technically and operationally qualified for performing required schedule flights satisfying applicable regulatory requirements</u></p>
<p><u>Seating Configuration</u></p>	<p><u>Two class configuration with total seats 200 to 250 of which 16-20 seats with 48 inch pitch in Executive class and the remaining seats with at least 32 inch pitch in Economy class</u>  <u>NOTE: Air India prefers Slumberette seats in Business Class.</u></p>
<p><u>External Painting</u></p>	<p><u>Aircraft to be painted in Air India livery / aircraft painted white with Air India logo.</u></p>
<p><u>Passenger entertainment systems</u></p>	<p><u>Aircraft must be equipped with multi channel audio and Video projection system. The video system preferably be with HI-8 tape players.</u></p>
<p><u>Galleys</u></p>	<ul style="list-style-type: none"> <li>- <u>the galleys preferably of the type that accept Air India's ATLAS standard type carts (details given below) – with galley modifications, if required.</u></li> <li>- <u>Chilling facilities for all meal cart locations</u></li> <li>- <u>Refrigerated chiller locations for ovens in</u></li> </ul>

	<p><b><u>all the galleys for the second meal.</u></b></p> <ul style="list-style-type: none"> <li>- <b><u>Adequate number of water boilers, coffee makers, hot cups and beverage flasks</u></b></li> <li>- <b><u>Adequate number of meal carts, beverage carts and ovens</u></b></li> <li>- <b><u>Galley/galley complexes should be self-sufficient to cater to the zones in which they are located</u></b></li> </ul>
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**Air – India uses standard ‘ATLAS’ equipment (sizes of major galley equipment are given below). Please specify the type of Galley Equipment being used on your aircraft.**

<u>Equipment</u>	<u>Overall Dimension</u>	<u>Internal Dimension</u>
<b><u>Meal Cart Full</u></b>	<b><u>Height (1008.38 mm)</u></b> <b><u>Width (302.26 mm)</u></b> <b><u>Depth (805.18 mm)</u></b>	<b><u>Height (850.5 mm)</u></b> <b><u>Width (276 mm)</u></b> <b><u>Depth (771 mm)</u></b>
<b><u>Meal Cart Half</u></b>	<b><u>Height (1008.38 mm)</u></b> <b><u>Width (302.26 mm)</u></b> <b><u>Depth (404 mm)</u></b>	<b><u>Height (849 mm)</u></b> <b><u>Width (276 mm)</u></b> <b><u>Depth (382 mm)</u></b>
<b><u>Bar Cart (Full)</u></b>	<b><u>Height (1008.38 mm)</u></b> <b><u>Width (302.26 mm)</u></b> <b><u>Depth (805.18 mm)</u></b>	<b><u>Height (850.5 mm)</u></b> <b><u>Width (276 mm)</u></b> <b><u>Depth (771 mm)</u></b>
<b><u>Bar Cart (Half)</u></b>	<b><u>Height (1008.38 mm)</u></b> <b><u>Width (302.26 mm)</u></b> <b><u>Depth (404 mm)</u></b>	<b><u>Height (849 mm)</u></b> <b><u>Width (276 mm)</u></b> <b><u>Depth (382 mm)</u></b>
<b><u>Standard Units</u></b>	<b><u>Height (279 mm)</u></b> <b><u>Width (288 mm)</u></b> <b><u>Length (396 mm)</u></b>	
<b><u>Oven Cage (8 Racks)</u></b>	<b><u>Height (414.2 mm)</u></b> <b><u>Internal Width (215.5 mm)</u></b> <b><u>Length (389 mm)</u></b>	



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**Following is the list of equipment of Air-India's A310-300 aircraft for pax configuration of 20J/184Y. The aircraft on offer preferably should also have the following equipment proportion to the aircraft pax configuration**

<u>A310</u>						
<u>SR</u>	<u>Description</u>	<u>Business</u>		<u>Economy</u>		<u>Size/Dimensions &amp; Other Relevant Specifications of Lessors Galley Equipment</u>
		<u>Quantum of Equipment</u>		<u>Quantum of Equipment</u>		
		<u>AI</u>	<u>Lessor</u>	<u>AI</u>	<u>Lessor</u>	
<u>01.</u>	<u>Full Cart</u>	<u>07</u>		<u>11</u>		
<u>02.</u>	<u>Half Cart</u>	<u>04</u>		<u>12</u>		
<u>03.</u>	<u>Standard Unit</u>	<u>05</u>		<u>18</u>		
<u>04.</u>	<u>Boiler</u>	<u>02</u>		<u>04</u>		
<u>05.</u>	<u>Beverage Jug</u>	<u>03</u>		<u>02</u>		
<u>06.</u>	<u>Hot Cup Points</u>	<u>03</u>		<u>04</u>		
<u>07.</u>	<u>Oven (Steam/ Dry Heat)</u>	<u>03</u>		<u>09</u>		
<u>08.</u>	<u>Oven Chiller</u>	=		=		
<u>09.</u>	<u>Waste Cart / Bin</u>	<u>02</u>		<u>03</u>		
<u>10.</u>	<u>Bun Warmer</u>	<u>01</u>		=		
<u>11.</u>	<u>Chiller</u>	=		=		
<u>12.</u>	<u>Water Faucet</u>	<u>01</u>		<u>02</u>		

The aircraft on offer must be equipped with the following equipment which are mandatory requirements in India. If not already complied, it should be done prior to the delivery of aircraft at lessors's cost. The compliance requirements are listed in detail at the website [www.dgca.nic.in/vsdgca](http://www.dgca.nic.in/vsdgca). Compliance with these requirements, prior to delivery, should be confirmed in the next part, i.e., Part-2.



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- **ELT (Impact activated)** **Impact activated ELT is an additional requirement for aircraft operating in India. This is a fixed ELT meeting TSO C91a requirements. The ELT shall have an external fixed antenna and capable of transmitting on 121.5, 243 and 406 MHz with remote control panel installed in the cockpit.**

1. Age of the Aircraft must not be more than 15 years at the time of inducting the aircraft in to Air India service.

Aircraft of younger age may be given preference in the event the prices quoted are identical. Air India reserves the right to accept or reject any offer without assigning any reason thereof.

2. Bidders must clearly indicate the number of aircraft and the number of standby aircraft being offered.

Bidders must also indicate for alternate arrangements in case of AOG along with the time-frame for positioning of relief aircraft of similar capacity.

3. The cost of the following shall be borne by the Bidder and should be included in ACMI rate.
  - a) Aircraft
  - b)
    1. Crew – Cockpit crew only including related charges such as salaries, per diems, positioning, de-positioning, ground transportation, accommodation etc.
    2. Crew – All crew including Cabin Crew and related charges such as salaries, per diems, positioning, de-positioning, ground transportation, accommodation etc.



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- c) Maintenance of the aircraft
- d) Hull and Third Party insurance – including Hull all Risk, Hull War Risk and Third Party Liability for a combined single limit of not less than USD Five Hundred Million (for aircraft capacity up to two hundred and fifty passengers) and USD one billion for (for aircraft capacity greater than two hundred and fifty passengers) any one occurrence, any one incident. Insurance should cover Bidders's crew and other personnel. AI will be co-insured by the LESSOR for the duration of the wet lease.
- e) Oil
- f) If the offer aircraft is B767-200/-300, two sets of ULDs per aircraft at the Lessors cost and risk must be positioned at Mumbai and one set of ULDs have to be brought in aircraft. No ULD is required if offer aircraft are other than B767-200/-300 typr.
- g) In case the Galley equipment **are not** compatible with Air India Galley equipment, at least seven sets of all major Galley Equipment (as listed below) are required to be provided per aircraft.  
In case the Galley Equipment **are** compatible with Air India, then three sets of all major Galley Equipment (as listed below) are required to be provided per aircraft.  
(Each galley set will comprise of meal carts, loading drawers, refuse bins, standard units with drawers, oven cages with trays, beverage flasks, Hot cups, Tea/Coffee pots. etc. LESSOR shall provide at their cost sufficient quantity of Physician Kits, First Aid Kits, Wheel Chairs, Safety Cards in accordance with FAA/JAA Practice/Regulations to cover entire lease period.)
- h) One set of galley equipment must be brought along with the aircraft.
- i) Positioning of a Load Master at each point of operation.
- j) Positioning and de-positioning of the aircraft including all related costs but not limited to landing, parking, handling, navigation, fuel etc.



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Note: The cost for landing / handling / navigation / parking, when operated on Air-India flight numbers will be borne by Air-India.

Bidder should provide a brief company profile along with audited accounts of last three years. Performance Guarantee of an appropriate amount of wet-lease Contract will be provided by the LESSOR in the form of an unconditional and irrevocable Bank Guarantee drawn on an internationally recognized financial body.

The Lessor will have to obtain requisite security clearance for their crew employees deployed on AI flight from appropriate authorities of the Govt. of India.

The flights will be operated under AI call signs/flight numbers, with Operating and Cabin crew provided by the Bidder.

The Bidder shall make the aircraft (operating as well as standby) available well in advance for inspection by Officials of Directorate General of Civil Aviation, India [DGCA] and Air-India officials along with the necessary documentation at Lessor's base, (where the QC section is based and where all records are preserved) of the concerned operator.

Bidder will have to comply with all the terms and conditions in Annexure " I " .

Payment to LESSOR shall be subject to Indian tax liabilities, which will be borne by LESSOR and tax will be deducted at source by AI as applicable. It will be the responsibility of the LESSOR claiming any tax exemption under any Double Taxation Avoidance Agreement to provide necessary documentation to the Indian Taxation Authorities and obtain from the Indian Taxation Authorities necessary clearance.

The Tender complete in all respects should be submitted in two sealed envelopes. The first envelope will contain Technical aspects as per Annexure II and be super scribed as "Tender for wet lease– Technical Bid". The second envelope will contain Financial



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aspects as per Annexure III and be super scribed as “Tender for wet lease – Financial Bid”.

A tender not submitted in the prescribed form (as per Annexure II & III), or the prescribed form not filled in/completed in full, or the tender not submitted with all the information/documents listed in the prescribed form is liable to be rejected.

AI reserves the right to accept or reject any offer without assigning any reasons thereof.

The completed tender document shall be submitted to:

*Mr. V. Srikrishnan  
Executive Director,  
Materials Management Department  
Air India, Old Airport,  
Santacruz East,  
Mumbai 400 029.  
India.*

**After downloading this document, please communicate to [V.Srikrishnan@airindia.in](mailto:V.Srikrishnan@airindia.in) and to [SM.Rao@airindia.in](mailto:SM.Rao@airindia.in) or fax 91-22-2615 7172 (Attn: Mr. S.M. Rao) with your name, address and email address / Fax number. This is to ensure that any subsequent changes / developments can be promptly communicated to you.**



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## ANNEXURE I

### **LESSOR MUST COMPLY THE FOLLOWING:**

#### **A) Indian DGCA requirements.**

1. The Bidder shall comply with the latest revisions as amended from time to time of the Civil Aviation Requirements and the Aeronautical Information Circulars issued by Director General of Civil Aviation (DGCA), India, as listed below:
  - a) **CAR Section 3 Series C. Part I**  
This CAR stipulates the requirement for airworthiness and operational control of foreign aircraft leased by Indian operators.
  - b) **CAR Section 2 Series I, Part VIII**  
This CAR stipulates the requirement for Installation of ACAS-II or TCAS II Change 7
  - c) **AIC 28/1992**



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This CAR stipulates the requirement about Flight and Duty time limitations for Flight Crew.

d) **AIC 3/1998**

This AIC stipulates guidelines for import of Aircraft for short term wet lease.

e) **CAR Section 7, Series J, Part 1**

This CAR stipulates the Flight and Duty time limitations- Cabin Attendants.

Documents referred above i.e. a) to e) are attached herewith.

Note: The latest revisions of DGCA publications referred above are also available on Internet at DGCA's site [www.dgca.nic.in](http://www.dgca.nic.in)

**B) Additional Requirements:**

1. LESSOR shall provide at its cost all engineering and maintenance, including spares, spare engines, accessories etc. It is also understood and agreed that the complete maintenance/overhaul of the aircraft, engines, components and accessories installed and attached to the aircraft shall be carried out at its cost by LESSOR at all times.
2. LESSOR shall provide at its own cost and control at the Aircraft operating base and at any other station as may be required for the operation – such licensed Ground Engineers and Technicians and spare parts/consumables as may be required for servicing, fuelling as well as maintenance/overhaul of the aircraft at all times during the period of this agreement. LESSOR shall also make arrangements for all maintenance inspections and checks, scheduled and unscheduled component replacement, defect rectification, repairs and replacement of airframe and engines or other components as may be necessary



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and certification of the aircraft at all stations during the lease period. LESSOR shall also maintain and control adequate spares/consumables inventory to support the aircraft operation during the lease period.

3. LESSOR agrees to:
  - a) Permit representatives of AI's Engineering, Operations and Air Safety Departments as well as DGCA, India to carry out any periodic safety audits on the operations and Aircraft including on board surveillance checks.
  - b) Restrict the carriage of engineering spares/equipment [fly away kit], to one cargo container during the period of operation.
4. LESSOR agrees to use only the aircraft and crew specifically cleared by DGCA for this operation. It will be LESSOR's responsibility to get the required clearances. AI will assist LESSOR in this regard.
5. LESSOR understands and accepts that DGCA may withdraw permission of operation of a particular/all aircraft if, during service, it is found that airworthiness and safety requirements of DGCA, India and other safety rules and regulations issued or to be issued from time to time and the requirements contained in this Tender Notice are not being complied with. In such event, AI shall treat each flight not operated as a result of such DGCA directive as a cancelled flight and shall also be entitled to terminate the operations, if the situation is not remedied within 12 hours or such extended time as AI may allow, without prejudice to AI's other rights and remedies. Such a cancellation shall be treated as a cancelled flight due reasons attributable to LESSOR.
6. LESSOR understands and accepts that during the lease period, the maintenance and operations shall be monitored by DGCA India / AI. LESSOR further understands and accepts that if requirements mentioned are not complied with by LESSOR, AI has a right to cancel any flight to be operated by LESSOR.



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Such a cancellation shall be treated as a cancelled flight due reasons attributable to LESSOR.

7. Since AI has the responsibility to ensure that LESSOR complies with the requirement of Indian Civil Aviation Regulations, LESSOR agrees to make available in Mumbai, the necessary documents/information to AI including but not limited to the following:
  - a. Copies of Certificate of Airworthiness & Certificate of Registration (Should be valid for the entire duration of the lease period.)
  - b.
    - i) Copy of certificate from the Regulatory Authority of the State of Registry authorizing the organisation/s responsible for line/major maintenance of Aircraft/engines.
    - ii) Details of quality control set-up and arrangement for continuous monitoring of the airworthiness of the Aircraft. If this is done by a third party, an approval from the Regulatory Authority of the State of Registry for this arrangement.
  - c. A copy of approved maintenance programme for the maintenance of aircraft being offered.
  - d. Copy of approved MEL/CDL and Component Reliability programme documents.
  - e. List of names of all licensed Engineers/Mechanics engaged by the Operator's designated agency to carry out line maintenance (rectification and certification) during the lease period. No addition to this list shall be made without informing the Addl. General Manager (QC & TS). Engineering Department, AI.



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- f. Copies of licenses/approvals indicating authority to work on the deployed aircraft in respect of the engineers/mechanics mentioned in the list provided per item (e) above.
  - g. Proof of past working experience on the type of aircraft being leased in respect of all the engineers/mechanics included in the list provided per item (e) above.
8. It is understood and agreed that during the lease period LESSOR shall deploy at above operating stations, at its own cost, an adequately qualified and experienced technical person representing QC set up of the Operators' designated organization responsible for major and line maintenance of the aircraft to liaise on a day to day basis with Addl. General Manager (QC & TS), Engineering Department of AI. Such technical person must be acceptable to AI and DGCA, India. LESSOR also agrees to ensure that such a quality control representative provides all information relating to flight snags, delays, defects noted during ground checks, incident accidents, etc. occurred to the Aircraft during the entire period of this Agreement and corrective/preventive action taken by the Operator to Addl. General Manager-QC & TS, Engineering Department (AI) on a day to day basis. Copies of sector pages of technical logs shall also be made available to REPRESENTATIVES OF Engineering Department of AI on a regular basis. LESSOR also agrees to send a departure detail message not more than two hours after each departure to Addl. General Manger (QC & TS), Engineering Department, AI, Mumbai.
9. LESSOR agrees to provide/comply with the following at its own cost:
- i) To position all the required spares and equipment at all on-line stations for any given pattern of operation so as to ensure on-time departures of all flights during the lease period and to provide a list of such spares/equipment to Addl. General Manager (QC & TS), Engineering Dept., AI.



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- ii) To ensure that no major component replacement/heavy check schedule (i.e. C-check and above) will be due during the lease period.
  - iii) To ensure that all the Aircraft will be free from all defects prior to start of lease period.
  - iv) To take readout of CVR/DFDR as and when required by either DGCA, India or AI. LESSOR should also have facility to provide CVR/DFDR output as and when required.
  - v) To provide a recent DFDR printout for each Aircraft with a certificate confirming that all parameters are read and recorded correctly.
  - vi) To ensure all existing mandatory requirements are complied with before start of lease period.
  - vii) To subcontract the certification/maintenance work covering both major and line maintenance only to a maintenance organization having approval of the Airworthiness Authority of the State of Registry of the Aircraft.
  - viii) To make adequate and timely arrangement for engine replacement whenever/wherever required in order to ensure adherence to the schedule.
  - ix) The Aircraft will be operated by the Operator as per the MEL/CDL approved by the airworthiness authority of the State of Registry. However, such MEL should have repair intervals mentioned against each deficiency. Even if such MEL/CDL or any extension thereof from the regulatory authority allows operation with deficiencies beyond 30 days, the Operator will not allow such deficiencies to continue beyond 30 days during the Operation of the wet lease.
10. The LESSOR shall ensure to provide ULD configuration with maximum containers and minimum pallets with suitable locking arrangement for individual ULD and the Cargo Loading Systems are
- a) Fully serviceable and sufficient numbers of serviceable locks are provided



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- b) To position a co-ordinator at each Station and, to provide the service of a Load Master (Operations Representative) as also loading instructions for each flight at each Station.
11. Normal ground handling of aircraft will be provided by Air-India at its cost. The LESSOR shall pay to AI any charges as per AI's prevailing rate in respect of any equipment used due to unserviceability of APU of the aircraft.
12.
  - a) The LESSOR should provide Galley Diagram and Galley Loading Plan of all aircraft to Inflight Service Department well in advance before the start of operation and depute the catering representative well in advance to explain regarding galleys and other catering to the Planning Section of Inflight Service Department.
  - b) Safety Information Cards (in two languages English & Hindi) should be provided in the seat pockets.
  - c) Due to uplift of more than one meal, Meal Cart locations should have chilling facility.
  - d) Cabin Crew briefing will be provided by the Inflight Service Department of AI to the representative/co-ordinator nominated by LESSOR for this purpose.
13. LESSOR agrees to ensure that all transit checks are certified by approved/licensed aircraft engineers/mechanics. The cockpit crew shall not be permitted to certify the transit checks except in case of diversions.
14. Since maintenance of Aircraft is the responsibility of LESSOR, LESSOR understands and accepts that LESSOR will not demand any assistance from AI as a matter of right. However, LESSOR may request AI for assistance in exigencies and LESSOR will not in any manner consider non-provision of such assistance as "Non-co-operation" and will not have any cause to either complain about this nor to treat it as an excuse for any consequential cancellation or delay of flights. However, in case AI provides such assistance, LESSOR will reimburse AI the



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cost of such assistance within fourteen days of invoice. In the event of non-payment within fourteen days, AI will have a right to deduct the amount invoiced for services rendered from the lease payments due to LESSOR. LESSOR also understands and accepts that too frequent requests for engineering assistance will indicate that LESSOR has not fulfilled its obligation to provide for maintenance of aircraft and in such event AI will have the option to treat it as a breach of contract leading to a possible termination of contract.

15. It is understood and agreed by LESSOR that these lease operations are subject to approval by DGCA, India, prior to commencement of the lease period.
16. In all cases, the more restrictive rules of the Airworthiness Authorities of the States of Registry, or DGCA, India will apply.
17. LESSOR agrees and accepts that:
  - a) A payment as per prevailing rates per flight will be made by LESSOR to AI towards Flight Dispatch Services rendered for each flight at each station by Air India if required by Lessor.
  - b) LESSOR agrees and accepts that flight watch shall be done by AI. LESSOR shall coordinate with and assist AI in this regard.
  - c) Surveillance Route Checks/Observations will be conducted by DGCA, India approved Examiners/Instructors/Check-Pilots/AI Officials if required by AI or DGCA, India.
  - d) In case of any incident during operations, the LESSOR shall arrange to send the Preliminary Incident Report to the Offices of the Director of Air Safety (AI), Director of Engineering (AI) and Director of Operations (AI) within 24 hours of the occurrence of the incident. The above must be followed by an Investigation Report and



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corrective/rectification action undertaken by the LESSOR with a view to prevent the recurrence.

- e) AI call sign shall not be used by LESSOR in flights involving positioning/de-positioning/maintenance ferry, operation/test flight/training flights for the Operator's crew training requirements.
19. The LESSOR will be responsible to bear all costs, expenses and losses (including fines and penalties by any statutory authority, airport taxes, parking charges, passenger and crew hotel transportation and catering costs etc.) suffered by AI for any delay or delays resulting from cancellation or diversion on the part of the LESSOR as a consequential cost to Air India. The payment of the sum will not absolve the LESSOR of its liability to transport the passengers. Air India further reserves the right to claim liquidated damages separately
20. As per Director General of Civil Aviation, India regulations, items indicated below have to be complied with.
- a. All flight crew –
    - i) Should have valid licence with type endorsement of the aircraft.
    - ii) Should not be more than 60 years of age.
    - iii) Should have valid medical fitness certificates.
    - iv) Should have undergone refresher/proficiency checks as applicable.
    - v) Pilot in command shall have minimum 500 hrs. of flying experience as PIC on the Aircraft type.
  - b. Flight crew should comply with Flight Duty Time Limitations [FDTL] as indicated AIC Sr.No.28/1992 dated 10<sup>th</sup> December, 1992
  - c. Lessor shall deploy adequately trained cabin crew approved on the aircraft type.



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- d. Lessor shall deploy adequately trained staff for preparation of load and trim sheet and loading of aircraft.
  - e. Lessor shall use most restrictive of Company minima or the Air-India minima (weather minima).
- 21.
- a. List of all crew operating wet lease with details in respect of item 20 (a and b) along with list of cabin crew with relevant details, should reach Air-India, Operations Department, well in advance. Only those flight crew whose names have been approved by AI / DGCA can operate wet lease flights.
  - b. Operator should position adequate number of sets of cockpit and cabin crew for each aircraft and also sufficient number of sets of crew at each operating station without violating FDTL as given in Indian DGCA circular AIC 28/1992.
  - b. Pre-flight breath analyzer test will be conducted on flight/cabin crew at random by Air-India Doctors using their equipment or Air India authorized personnel at any operating station. All crew should undergo these tests as and when required.

If any of the above regulations mentioned in items 20 & 21 are not complied with by the LESSOR/operator, each violation will be liable for an appropriate penalty, quantum whereof shall be determined at the time of negotiating the terms of the agreement.



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## THE TECHNICAL BID – ANNEXURE II

1. WE AGREE TO COMPLY WITH ALL TERMS AND CONDITIONS MENTIONED IN THE TENDER DOCUMENT AND ANNEXURE I THERETO:

### TECHNICAL DETAILS

2. *Please provide the following details with respect to each of the aircraft on offer.*

<b><u>Name and address of owner of the aircraft. Also please indicate ownership/ financing arrangement of the Aircraft on offer, giving names and addresses of Lessor, Head Lessor, Security Trustee, Mortgagee etc.</u></b>	
<b><u>Type of aircraft</u></b>	
<b><u>No. of aircraft on offer</u></b>	
<b><u>Delivery Schedule :</u></b>	
<b><u>Manufacturer's Serial Numbers</u></b>	
<b><u>Aircraft registration Numbers</u></b>	
<b><u>Dates of manufacture</u></b>	
<b><u>Country of registration</u></b>	
<b><u>Engine type)</u></b>	
<b><u>Max. take off weight (t)</u></b>	
<b><u>Max. landing weight (t)</u></b>	



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<b><u>Max. zero fuel weight (t)</u></b>	
<b><u>Max. Fuel Capacity (liters)</u></b>	
<b><u>Air India Colours at Delivery</u></b>	<input type="checkbox"/> <b><u>Yes</u></b> <input type="checkbox"/> <b><u>No</u></b>
<b><u>Seating Configuration at Delivery</u></b>	
⇒ <b><u>No. of classes</u></b>	
⇒ <b><u>No. of seats in each class.</u></b>	<b><u>-----First/-----Business/----- Economy</u></b>
⇒ <b><u>Specify seat type in first / executive class (Sleeperette seats, Slumberette seats etc)</u></b>	
⇒ <b><u>Seat pitch in each class</u></b>	
<b><u>No. of cabin attendant seats</u></b>	
<b><u>No. of toilets</u></b>	
<b><u>Lower Deck Configuration</u></b>	
⇒ <b><u>No. &amp; size of pallets</u></b>	
➤ <b><u>Fwd Cargo</u></b>	
➤ <b><u>Aft Cargo</u></b>	
⇒ <b><u>No. &amp; type of containers</u></b>	
➤ <b><u>Fwd Cargo</u></b>	
➤ <b><u>Aft Cargo</u></b>	
⇒ <b><u>No. of sets of pallets / containers supplied with each aircraft (minimum 3 sets required)</u></b>	
<b><u>Are These aircraft</u></b>	



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<p><u>equipped/approved for</u></p> <ul style="list-style-type: none"> <li>▪ <u>RVSM</u></li> <li>▪ <u>CAT II / IIIa</u></li> <li>▪ <u>PRNAV/RNP1</u></li> <li>▪ <u>TCAS II change 7 or ACAS II</u></li> <li>▪ <u>Cockpit door Phase – II Mod</u></li> <li>▪ <u>ELT (Impact activated)</u></li> </ul>	<ul style="list-style-type: none"> <li>▪ <input type="checkbox"/> Yes      <input type="checkbox"/> No</li> <li>▪ <input type="checkbox"/> Yes      <input type="checkbox"/> No</li> <li>▪ <input type="checkbox"/> Yes      <input type="checkbox"/> No</li> <li>▪ <input type="checkbox"/> Yes      <input type="checkbox"/> No</li> <li>▪ <input type="checkbox"/> Yes      <input type="checkbox"/> No</li> <li>▪ <input type="checkbox"/> Yes      <input type="checkbox"/> No</li> </ul>
<ul style="list-style-type: none"> <li>▪ <u>Whether galleys will accept Air India's ATLAS standard type carts</u></li> </ul>	<ul style="list-style-type: none"> <li>▪ <input type="checkbox"/> Yes      <input type="checkbox"/> No</li> </ul>

**In-flight & Passenger Amenities**

Air – India uses standard ‘ATLAS’ equipment (sizes of major galley equipment are given below). Please specify the type of Galley Equipment being used on your aircraft.

<u>Equipment</u>	<u>Overall Dimension</u>	<u>Internal Dimension</u>
<u>Meal Cart Full</u>	<u>Height (1008.38 mm)</u> <u>Width (302.26 mm)</u> <u>Depth (805.18 mm)</u>	<u>Height (850.5 mm)</u> <u>Width (276 mm)</u> <u>Depth (771 mm)</u>
<u>Meal Cart Half</u>	<u>Height (1008.38 mm)</u> <u>Width (302.26 mm)</u> <u>Depth (404 mm)</u>	<u>Height (849 mm)</u> <u>Width (276 mm)</u> <u>Depth (382 mm)</u>
<u>Bar Cart (Full)</u>	<u>Height (1008.38 mm)</u> <u>Width (302.26 mm)</u> <u>Depth (805.18 mm)</u>	<u>Height (850.5 mm)</u> <u>Width (276 mm)</u> <u>Depth (771 mm)</u>
<u>Bar Cart (Half)</u>	<u>Height (1008.38 mm)</u> <u>Width (302.26 mm)</u> <u>Depth (404 mm)</u>	<u>Height (849 mm)</u> <u>Width (276 mm)</u> <u>Depth (382 mm)</u>
<u>Standard Units</u>	<u>Height (279 mm)</u> <u>Width (288 mm)</u>	



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	<u>Length (396 mm)</u>	
<u>Oven Cage (8 Racks)</u>	<u>Height (414.2 mm)</u> <u>Internal Width (215.5 mm)</u> <u>Length (389 mm)</u>	

### Galley Equipment

- a. In case the Galley equipment are not compatible with Air India Galley equipment, at least seven sets of all major Galley Equipment (as listed below in the table) are required to be provided per aircraft.
  - b. In case the Galley Equipment are compatible with Air India, then three sets of all major Galley Equipment (as listed below in the table) are required to be provided per aircraft.
1. *How many sets of equipment will be delivered with the aircraft?*
  2. *Please specify the chilled galley locations? How many refrigerator units are available in the aircraft?*
  3. *What is the type of chilling units installed for chilling of meals/ bar carts and chiller units for ovens?*
  4. *How are the meal/bar carts and second meals chilled in the galleys?*
  5. *Please submit detailed galley diagrams/drawings and Galley Loading Plans of all galleys in the aircraft which is in use presently by the Airline using the aircraft.*
  6. *Please submit dimensions / sizes of all galley insert equipment (eg. Ovens / Oven Cages, standard units, beverage flasks, hot cups, etc).*
  7. *Please specify the galley capacity in the aircraft? Air – India’s aircraft caters to Two (2) Hot Meals – First Meal in the oven location and second meal in the chiller location*
  8. *Can the galley be modified with minor modifications if necessary, in order to accommodate Air India ATLAS Standard Meal Carts & Beverage Carts?*
  9. *Can the Meal cart Refrigeration be adapted with minor modifications to suit Air India ATLAS standard Carts ?*



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10. How many Boilers, Coffee Makers, Hot Cup Points, Beverage Flasks, Ovens are available in the aircraft - galley wise ?
11. (a) Following is the list of equipment of Air-India's 747-400 aircraft for a pax configuration of 12F/26J/389Y. Please specify the number of each equipment available in the offered long range aircraft as per the following table :

<u>B747-400</u>								
<u>SR</u>	<u>Description</u>	<u>AI</u>			<u>LESSOR</u>			<u>Size/Dimensions &amp; Other Relevant Specifications of Lessors Galley Equipment</u>
		<u>Quantum of Equipment</u>	<u>Quantum of Equipment</u>	<u>Quantum of Equipment</u>	<u>Quantum of Equipment</u>	<u>Quantum of Equipment</u>	<u>Quantum of Equipment</u>	
		<u>F</u>	<u>J</u>	<u>Y</u>	<u>F</u>	<u>J</u>	<u>Y</u>	
1.	<b>Full Cart – (Meal/Bar)</b>	7	9	28				
2.	<b>Half Cart (Meal/Bar)</b>	3	8	18				
3.	<b>Standard Unit</b>	11	13	33				
4.	<b>Boiler</b>	1	2	7				
5.	<b>Beverage Jug</b>	3	3	4				
6.	<b>Hot Cup Points</b>	3	3	14				
7.	<b>Oven (Steam/ Dry Heat)</b>	3	3	14				
8.	<b>Oven Chiller</b>	3	3	14				



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9.	Waste Cart / Bin	2	-	3				
10	Waste Bin	2	2	4				
11	Trash Compactor	-	-	3				
12	Bun Warmer	2	2	8				
13	Chiller	2	1	6				
14	Water Faucet	1	1	4				

**11(b) Similarly following is the list of equipment of Air-India's A310-300 aircraft for pax configuration of 20J/184Y. Please specify the number of each equipment available in the offered on medium range aircraft as per the following table :**

<u>A310</u>						
<u>SR</u>	<u>Description</u>	<u>Business</u>		<u>Economy</u>		<u>Size/Dimensions &amp; Other Relevant Specifications of Lessors Galley Equipment</u>
		<u>Quantum of Equipment</u>		<u>Quantum of Equipment</u>		
		<u>AI</u>	<u>Lessor</u>	<u>AI</u>	<u>Lessor</u>	
<u>01.</u>	<u>Full Cart</u>	<u>07</u>		<u>11</u>		
<u>02.</u>	<u>Half Cart</u>	<u>04</u>		<u>12</u>		
<u>03.</u>	<u>Standard Unit</u>	<u>05</u>		<u>18</u>		
<u>04.</u>	<u>Boiler</u>	<u>02</u>		<u>04</u>		
<u>05.</u>	<u>Beverage Jug</u>	<u>03</u>		<u>02</u>		
<u>06.</u>	<u>Hot Cup Points</u>	<u>03</u>		<u>04</u>		
<u>07.</u>	<u>Oven (Steam/Dry Heat)</u>	<u>03</u>		<u>09</u>		
<u>08.</u>	<u>Oven Chiller</u>	=		=		
<u>09.</u>	<u>Waste Cart / Bin</u>	<u>02</u>		<u>03</u>		
<u>10.</u>	<u>Bun Warmer</u>	<u>01</u>		=		
<u>11.</u>	<u>Chiller</u>	=		=		
<u>12.</u>	<u>Water Faucet</u>	<u>01</u>		<u>02</u>		



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**12 (a) Please provide the number of each item available in your aircraft as per the following table for long range aircraft (Air India B747 data is provided for reference):-**

<b>B747-400</b>			
<b>SR</b>	<b>Description</b>	<b>Quantum of Equipment</b>	
		<i>AI</i>	<i>Lessor</i>
1.	Bassinet Locations	14	
2.	Wheel Chair	1	
3.	Coat Compartment	5	
4.	Diplomatic Locker	1	
5.	Crew Jump Seats	23	

**12 (b) Please provide the number of each item available in your aircraft as per the following table for medium range aircraft (Air India A310 data is provided for reference):-**

<b>A310</b>			
<b>SR</b>	<b>Description</b>	<b>Quantum of Equipment</b>	
		<i>Air India</i>	<i>Lessor</i>
<u>01.</u>	<u>Bassinet Locations</u>	<u>06</u>	
<u>02.</u>	<u>Wheel Chair</u>	<u>01</u>	
<u>03.</u>	<u>Coat Compartment</u>	<u>01</u>	
<u>04.</u>	<u>Diplomatic Locker</u>	<u>01</u>	
<u>05.</u>	<u>Crew Jump Seats</u>	<u>08</u>	

**F) PASSENGER ENTERTAINMENT SYSTEM**



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1. What type of entertainment systems is available on the aircraft – Audio and Video, Boarding Music and Announcement Systems ?
2. What type of headsets is in use in the aircraft – Electronic or pneumatic ? If Electronic, is it 2 pin or Single Pin ?

**Please provide the following information in respect of ENTERTAINMENT SYSTEMS (Air India B747 data is provided for reference):-**

<b>B747-400</b>				
<b>S R</b>	<b>Description</b>	<b>Technical Specification</b>		
		<b>Air India</b>		<b>Lessor</b>
			<b>QTY</b>	
1.	Video Unit	Sony Transcom HI-8 VTR	6	
2.	Boarding Music	CAM 802	1	
3.	Audio Channel Music	Sony Transcom Audio Reproducer with 02 CD Players & 04(Four Track) Cassette Players, providing 10 channels of music.	1	
4.	Passenger Information System	Airshow		

G). ULDs

If the offer aircraft is of B767-200/-300 type, Air India requires three sets of ULDs per aircraft ( one with aircraft and two sets to be pre-positioned at BOM).No ULD is required if offere aircraft is other than B767-200/-300 type. Please indicate the number of shipsets of ULDs that will be provided for each aircraft.



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## 2. Enclosures:

Following documents/information in respect of each of the aircraft being leased:

- i) Certificate of Registration from Airworthiness Authority of the State of Registry;
- ii) Certificate of Airworthiness from Airworthiness Authority of the State of Registry;
- iii) Certificate/Log Book entry showing when last major check carried out;
- iv) Hours/cycles at the time of last major checks;
- v) Agency which has performed the last major checks;
- vi) Certificate from the agency showing compliance of the last major checks;
- vii) Details of utilisation during past one year;
- viii) Hours/cycles since new for each aircraft and engines as on June 1, 2006.
- ix) Checks due during Lease period (including any renewal thereof);
- x) Components due for replacement during lease period;
- xi) List of all applicable mandatory modifications/inspections and their compliance status;
- xii) List of any mandatory requirements due during the Lease period.
- xiii) Previous history of Aircraft including any accidents, major damages if any and also a list of major defects and repeat snags observed during last three months and rectification thereof.
- xiv) Letter of authority from the owner/Lessor of the aircraft to the Bidder authorising the Bidder to offer the aircraft on wet lease to AI
- xv) Date on which the aircraft last flown.
- xvi) Confirmation that aircraft is equipped with ACAS II (TCAS II MPOS 7)
- xvii) Seating configuration (LOPA)
- xviii) A statement from the owner/Lessor that the aircraft fully complies with the Airworthiness requirements of the State of Registry.



## **B. ROUTE ANALYSIS**

*FOLLOWING INFORMATION FOR EACH AIRCRAFT OFFERED HAS TO BE PROVIDED SEPARATELY & STRICTLY IN THE FOLLOWING FORMAT AND TO BE SUPPORTED BY SUMMARY FLIGHT PLAN ON EACH SECTOR ( SECTOR INFORMATION IS PROVIDED IN ANNEXURE IV FOR LONG RANGE AIRCRAFT & ANNEXURE V FOR MEDIUM RANGE AIRCRAFT).*

I) *Type of Aircraft* :

*Aircraft Registration No.* :

### **II) AIRCRAFT DESIGN WEIGHTS(KGS)**

Max Ramp Weight :

Max Take-Off Weight :

Max Landing Weight :

Max Zero Fuel Weight :

**Dry Operating Weight( including break up of Operational items and their weights):**

Fuel capacity :

Avg Fuel Consumption/Hr :

**III) Max capacity limited payload (kgs) :**  
(Volumetric payload)



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**IV) LOWER LOBE CARGO CONFIGURATION DETAILS :**

- a. Proposed cargo configuration :  
(No. of Pallets & Containers  
and bulk load)
  
- b. Maximum weight limits for :  
cargo compartments

**V) Detailed Route analysis and payload that can be carried, based on 85% probability winds for summer and Winter for the routes stipulated in the tender.**

**VI) Company Fuel Policy.**

Total number of pages enclosed:

Place	Date	Signature of Authorised Signatory of the Bidder Name: Designation:
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**THE FINANCIAL BID – ANNEXURE III**

I. Details of aircraft offered for **Long Range** Operation as per schedule given in Annexure IV

No. of aircraft offered - \_\_\_\_\_  
Type of aircraft - \_\_\_\_\_  
MSNs of aircraft - \_\_\_\_\_

- a) Our quotation is USD ----- Per Block hour of operation per aircraft based on ACMI as per para 3 b) 1., to operate Air India flights as per the schedule given in Annexure IV of the tender
- b) Our quotation is USD ----- Per Block hour of operation per aircraft based on ACMI as per para 3 b) 2., to operate Air India flights as per the schedule given in Annexure IV of the tender

II. Details of aircraft offered for **Medium Range** Operation as per schedule given in Annexure V

No. of aircraft offered - \_\_\_\_\_  
Type of aircraft - \_\_\_\_\_  
MSNs of aircraft - \_\_\_\_\_

- a) Our quotation is USD ----- Per Block hour of operation per aircraft based on ACMI as per para 3 b) 1., to operate Air India flights as per the schedule given in Annexure V of the tender
- b) Our quotation is USD ----- Per Block hour of operation per aircraft based on ACMI as per para 3 b) 2., to operate Air India flights as per the schedule given in Annexure V of the tender



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**NAME OF THE BANKERS  
OF THE LESSOR :**

**ADDRESS :**

**NAME OF CONTACT PERSON:**

The above quotation takes into consideration all parameters and conditions mentioned in the Tender Document

We confirm that no commission has been /will be paid by us to any intermediary agent for this transaction.

Air India will retain the balance amount payable to lessor of USD 1 Million until all pending Air India invoices are settled.

Place

Date

Signature of Authorised  
Signatory of the Bidder  
Name: