

To,  
Dated: 6th March, 2017.

The Honorable Prime Minister,  
Government of Srilanka,  
Colombo.

Honorable Sir,

Sub: Tug services at Colombo Port. Tender by SLPA. SOPL bid adjudged as L1 - Early award of the contract Req.

Ref: 1) Tender Ref No. CES/FP/04/PT/5458(HM), Dt: 20th June 2016.

2) Letter from Ministry of Ports & Shipping, No: 7-1/CATB/115/15, Dt: 02-12-2016.

Ocean Sparkle Limited (OSL), is one of the largest professionally managed Indian Companies engaged in providing towage services at several ports in India and overseas. It owns and operates a fleet of over 100 vessels which are deployed in 29 locations. Established in 1995, its clientele includes renowned port projects such as Reliance Jamnagar, Aditya Birla port in Dahej, Petronet LNG terminals in Dahej & Kochi, 10 of the Major Ports in India. Our overseas locations include Srilanka, Oman & Saudi Arabia.

Through our 100% subsidiary, **Sparkle Overseas Pte Ltd., (SOPL)**, we have provided tug service in Colombo Port to SLPA, since 2010 and have an impeccable track record of safe and efficient services. SLPA had invited tenders (Ref 1 above) for the hire of 2 Nos tugs to be deployed by the 15th Sept for a period of 1+1 year. The tender conditions were equal to all bidders, who having accepted the same submitted their bids on the closing date of 22-08-'16. The Techno-commercial bids were opened on the same day and from our understanding of the price evaluation, our quote was L1. However, we received a letter from the Ministry of Shipping & Ports (Ref 2 above) informing that the Cabinet Appointed Procurement Committee (CAPC) had recommended the award to the lowest evaluated substantially responsive bidders, M/s Sparkle Overseas Pte Ltd., and Sri Lanka Shipping Company Ltd. Further, this letter gave time frame of 7 days, for the unsuccessful bidder to appeal against the above award to the Procurement Appeal Board. However, to our knowledge no such appeal has been made or any communication received regarding an appeal process.

On 17-11-2016, we received a request from SLPA to extend the bid validity by 2 months up to 31st Jan 2017, which we had complied with. May we humbly submit Sir, that these assets are highly capital intensive and given the fact that the tugs had to be deployed in 30 days of the award, had to kept on stand by at significant cost and expense. Since the awards wasn't forthcoming, we further extended the validity of the tender up to 28th of Feb, 2017.

It is with regret that we have to inform you Sir, that almost 6 months have elapsed since the tender submission and inspite of being the L1 in the tender, we are yet to receive the award or any communication otherwise. The trade has represented in several forums of the delays in berthing/unberthing of vessels due to shortage of tugs at the port, affecting the efficiency of operations and resulting in huge loss to the trade. Consequently these delays compromise

the reputation of Colombo Port which is otherwise known for its efficiency and has been the choice of major shipping lines.

In light of the above, we request your kind intervention to ensure the award of the contract at the very earliest, for which we would be grateful.

Thanking you,

Respectfully yours,  
For Ocean Sparkle Limited,

P.Jairaj Kumar  
Chairman & Managing Director.