



Office of the
Chief Commercial Manager
1st Floor, North Block
Rail Sadan
Chandrasekharpur
Bhubaneswar - 751017

EAST COAST RAILWAY

Commercial Circular No. 41(GC)/Parcel/2021

Date: 03.02.2021

Sub: Discount scheme for bulk booking of Parcel space in advance.

- Ref:** (i) Railway Board's Freight Marketing Circular No.03 of 2021(Issued vide letter No.2020/TC (FM)/11/29 dated.02.02.2021)
(ii) Railway Board's letter No. 2020/TC(FM)/11/29 dated.20.11.2020
(This office Circular No.315(GC)/Parcel/2020 dated.23.11.2020)
(iii) Railway Board's letter No. 2020/TC(FM)/11/29 dated.21.09.2020
(This office Circular No.238(GC)/Parcel/2020 dated.24.09.2020)
(iv) Railway Board's letter No. 2020/TC (FM)/11/29 dated.11.09.2020
(This office Circular No.214 (GC)/Parcel/2020 dated.11.09.2020)

Please find enclosed herewith a copy of Railway Board's Freight Marketing Circular No.03 of 2021(Issued vide letter No.2020/TC (FM)/11/29 dated.02.02.2021) regarding "**Discount scheme for bulk booking of Parcel space in advance**". Which is self explanatory for information and necessary action at your end.

All concerned to please note and act accordingly.

Authority: Railway Board's letter No.2020/TC (FM)/11/29 dated.02.02.2021

Encl: As above (04 Pages)

(P.P. Sinha)

Asst. Commercial Manager (FS)
For Pr.Chief Commercial Manager
Date:03.02.2021

No. CCM/432/Parcel & Luggage/19

All Station Managers/ Goods and Parcel Supervisors/Commercial Supervisors /Siding Clerks / Booking Clerk in Charges / Weigh Bridge Clerks / Clerk in Charges / City Booking Agencies / Out Agencies.

Copy for information and necessary action to the:-

PCOM: ECoR/SER/SECR/NR/NFR/ER/SR/SCR/WR/NER/CR/SWR/NCR/NWR/MCR/ECR/KRly/SDGM/
ECoR/BBS, Chairman/RCT/BBS, Dy.CVO/ECoR/BBS, Dy.COM(FOIS)/ECoR/BBS, PO/RCT/BBS,
CAO(FOIS)/NDLS, Audit officer/BBS. Rates Section /CCM/ECoR/BBS -10 sets
DRM: KUR,WAT,SBP/ECoR, Sr.DOM- KUR,WAT,SBP/ECoR, Sr.DFM/KUR,WAT,SBP/ECoR
CAO(FOIS), CRIS/NDLS, Sr.DCM :KUR,WAT/SBP/ECoR. Dy.CCM(Claims)/E.Co.Rly./BBS FA &
CAO: E.Co.Rly/BBS, FA&CAO(T)/ECoR/BBS. Traffic Manager:VZP, Paradeep Port Trust /
Paradeep.

(P.P. Sinha)

Asst. Commercial Manager (FS)
For Pr.Chief Commercial Manager

भारत सरकार GOVERNMENT OF INDIA
रेल मंत्रालय MINISTRY OF RAILWAYS
(रेलवे बोर्ड RAILWAY BOARD)

No. 2020/TC(FM)/11/29

New Delhi, Dated 02.02.2021

The General Managers,
All Zonal Railways.

Sub: Discount scheme for bulk booking of Parcel space in advance.

Ref: Board's letters of even no. dated 11.09.2020, 21.09.2020, and 20.11.2020.

1. Instructions for Advance Booking of Parcel space for 120 days were issued by Railway Board, vide letter of even number dated 11.09.2020. Thereafter, vide letter of even number dated 20.11.2020, directions were issued regarding charging of Advance Booking of Parcel space (in trains where Parcel space has already been leased) at the highest lease rates for that train.
2. However, in order to promote Advance Booking in larger quantities, it has been decided that a discount will be granted if a party decides to book bulk Parcel space in advance on end-to-end basis. The discount will become applicable if the space being booked (in a single trip) is more than the leased Parcel space under the highest lease rates. The quantum of discount shall be as under:

<u>Advance Booking space</u>	<u>Discount</u>
upto 100% of the leased Parcel space	NIL (No discount)
more than 100%, upto 300%	25%, for space above 100% of leased Parcel space
more than 300%	50%, for space above 300% of leased Parcel space
3. However, the applicable rates for Advance Booking shall not be less than the base freight rate ('S', 'P', 'R', or 'R+25%' scale – as per categorization of train) for any of the slabs mentioned above.
4. The methodology for calculation of rates for Advance Booking has been explained in the following illustration:

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02.02.2021

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FREIGHT MARKETING
CIRCULAR NO. 03 OF 2021

Illustration

Assuming a train under 'R-scale' where base rates of Parcel (for end-to-end distance) is Rs 4,000/- per Tonne:

Scenario 1:

Highest lease rates Rs 28,000/- for 04 Tonnes, i.e. Rs 7,000/- per Tonne		
If the proposal is for Advance Booking of 10 Tonnes of Parcel space in a single trip, the charging of the same shall be as under:		
For 0 to 4 Tonnes	@ Highest lease rates	Rs 7,000/- per T = Rs 28,000/-
For 4 to 10 Tonnes	@ 25% discount	$(0.75 \times \text{Rs } 7,000/-)$, i.e. Rs 5,250/- per T = Rs 31,500/-
Total for 10 Tonnes = Rs 59,500/-		

Scenario 2:

Highest lease rates Rs 28,000/- for 04 Tonnes, i.e. Rs 7,000/- per Tonne		
If the proposal is for Advance Booking of 23 Tonnes of Parcel space in a single trip, the charging for the same shall be as under:		
For 0 to 4 Tonnes	@ Highest lease rates	Rs 7,000/- per T = Rs 28,000/-
For 4 to 12 Tonnes	@ 25% discount	$(0.75 \times \text{Rs } 7,000/-)$, i.e. Rs 5,250/- per T = Rs 42,000/-
For 12 to 23 Tonnes	@ Base rate*	Rs 4,000/- per T = Rs 44,000/-
Total for 23 Tonnes = Rs 1,14,000/-		

* Since the rates with 50% discount are Rs 3,500/- per Tonne, which are less than the Base Rates (i.e. Rs 4,000/- per Tonne) – hence Base rates will be applicable for this slab.

Scenario 3:

Highest lease rates Rs 44,000/- for 04 Tonnes, i.e. Rs 11,000/- per Tonne		
If the proposal is for Advance Booking of 23 Tonnes of Parcel space in a single trip, the charging for the same shall be as under:		
For 0 to 4 Tonnes	@ Highest lease rates	Rs 11,000/- per T = Rs 44,000/-
For 4 to 12 Tonnes	@ 25% discount	$(0.75 \times \text{Rs } 11,000/-)$, i.e. Rs 8,250/- per T = Rs 66,000/-
For 12 to 23 Tonnes	@ 50% discount	$(0.50 \times \text{Rs } 11,000/-)$, i.e. Rs 5,500/- per T = Rs 60,500/-
Total for 23 Tonnes = Rs 1,70,500/-		

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02.02.2021

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FREIGHT MARKETING
CIRCULAR NO. 03 OF 2021

5. These instructions will be applicable from the Advance Booking in train services originating on or after **05th February 2021**, and will remain applicable till **31st July 2021**.
6. This issues in concurrence of Finance Directorate of Ministry of Railways.
7. Please acknowledge receipt of this letter.

Suhani
02.02.2021

(Suhani Mishra)
Director Freight Marketing

No. 2020/TC(FM)/11/29

New Delhi, Dated **02.02.2021**

Copy forwarded to:

1. The Deputy Comptroller & Auditor General of India (Railways) Room No. 224, Rail Bhawan with 36 spares.
2. Principal Financial Advisors, All Indian Railways.

P. B.
2.2.21

for Member (Finance)/Railways

No. 2020/TC(FM)/11/29

New Delhi, Dated **02.02.2021**

Copy forwarded for information and necessary action to:

1. The Principal Chief Operations Managers, All Indian Railways.
2. The Principal Chief Commercial Managers, All Indian Railways.
3. The Chief Passenger Transportation Managers, All Indian Railways.
4. The Chief Commercial Managers (FM), All Indian Railways.
5. Director General, RDSO, Manak Nagar, Lucknow.
6. Director, Indian Railways Institute of Transport Management (IRITM), Manak Nagar, Lucknow.
7. Director General, National Academy of Indian Railways, Vadodara.
8. Managing Director/ Chief Commercial Manager, Konkan Railway Corporation, Belapur Bhawan, Plot No. 6, Sector-11, CBD Belapur, Navi Mumbai-400014.
9. Managing Director, Centre for Railway Information System (CRIS), Chanakyapuri, Near National Rail Museum, New Delhi.
10. Managing Director, DFCCIL, Pragati Maidan, New Delhi.

Suhani
02.02.2021

(Suhani Mishra)
Director Freight Marketing

**FREIGHT MARKETING
CIRCULAR NO. 03 OF 2021**

No. 2020/TC(FM)/11/29

New Delhi, Dated 02.02.2021

Copy for kind information to:

1. Chairman & CEO, Member (O&BD), Member (Finance), Member (Infra.), Member (T&RS), DG(RPF), and Secretary Railway Board, New Delhi.
2. AM(Traffic), AM(C), Adv (Infra), Adv. (Vig), EDTC(Rates), EDTT(M), EDTT(S), EDTT(F), ED(Plg.) EDT(PPP), EDV(T), EDF(C), DTT(Coord), OSD/Chairman & CEO, OSD/Member (O&BD), Co-Chairman/TMIR, Chairman and Convener/AGE and DTC(R)/ Railway Board, New Delhi.

Suhani Mishra
02.02.2021
(Suhani Mishra)

Director Freight Marketing