

# EAST COAST RAILWAY

Office of the  
Chief Commercial Manager  
Bhubaneswar  
Date. 16.03.2011

## Commercial Circular No.28 (G)/11

Sub: Clarification regarding Freight Incentive Scheme.  
Ref: Board's Corrigendum No.10 to Rates Circular no.62 of 2009.  
(CCM/ECOR's Comml. Circular No 116(G)/10 of dt.11.08.10)

Railway Board's clarification on the above subject is reproduced below:-

Reference is invited to CCM/NWR's Letter No.C-429/1 Vol II dated 04.03.2011 wherein clarification has been sought regarding grant of incentive with regard to Incentive Scheme for Incremental Traffic in terms of Para 4.4 of Corrigendum No.10 to Rates Circular No.62 of 2009 (CCM/ECOR's Commercial Circular No.116(G)/10 of dt.11.08.10)

The issue has been examined in consultation with Finance Directorate of Railway Board and it is to clarify that this incentive is applicable to incremental traffic only. However, an illustration as per the following is given below for better appreciation:

### Illustrations:

Say Benchmark is 100 NTKM, then as per policy 10% incremental comes to 110 NTKM, 20% increment comes to 120 NTKM and 30% incremental comes to 130 NTKM and the incentive should be as under:

Target NTKM achieved	Up to 110 NTKM	No discount
	111-120 NTKM	10% discount on incremental of 10 NTKM for 111-120 NTKM
	121-125 NTKM	10% discount on incremental of 10 NTKM for 111-120 NTKM + 20% discount on incremental of next 5 NTKM for 121-125 NTKM.
	121-130 NTKM	10% discount on incremental of 10 NTKM for 111-120 NTKM + 20% discount on incremental of next 10 NTKM for 121-130 NTKM.
	Above 130 NTKM	10% discount on incremental of 10 NTKM for 111-120 NTKM + 20% discount on incremental of next 10 NTKM for 121-130 NTKM +30% discount on incremental beyond 130 NTKM.

All concerned to note and act accordingly.

Authority: Railway Board's letter No.TCR/1078/2009/13 Pt.I dt.15.03.2011.

  
(S.Mahapatra)

Dy Chief Commercial Manager (F.S)  
Dt.16.03.2011

No.CCM/481/FIS/Pt-II

All Station Managers/ Goods Supervisors/Commercial Supervisors /Siding Clerks / Booking Clerk in Charges / Weigh Bridge Clerks / Clerk in Charges .

### Copy for information and necessary action to the:-

COM: ECoR, CFTM/ECOR, SDGM/ECOR/BBS, CME/ECORChairman/RCT/BBS, Dy.CVO/ECOR/BBS, Dy.COM(FOIS)/ECOR/BBSPO/RCT/BBS, Audit officer/BBS. Rates Section /CCM/ECOR/BBS -10 sets DRM: KUR,WAT,SBP/ECOR, Sr.DOM- WAT,SBP,KUR/ECOR, Sr.DME:WAT,SBP,KUR/ECOR Sr.DCM:KUR,WAT/SBP/ECOR. Dy.CCM(Claims)/E.Co.Rly, FA & CAO/BBS:E.Co.Rly, Traffic Manager: Visakhapatnam PortTrust.

  
(S.Mahapatra)

Dy Chief Commercial Manager ( F.S)

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