

# EAST COAST RAILWAY

Office of the  
Chief Commercial Manager  
Bhubaneswar

**Commercial Circular No.144(G)/2017**

Date.12.09.2017

Sub: Long Term Tariff Contract (LTTC) with Key Customers using pre-determined price escalation principle.

Ref: Railway Board's Rates Circular No.14 of 2017 dtd.30.03.2017  
{CCM/ECOR's Commercial Circular No.51(G)/2017 dtd.31.03.2017}

In response to queries of various Zonal Railways, Railway Board vide letter No. TCR/1078/2016/14/Pt dtd.04.09.2017 have issued clarifications on the LTTC policy which is enclosed herewith for informatoin and necessary action.

All concerned to note and act accordingly.

Encl : As above of 03 pages.

*H.L. Luwang*  
12/09/17

Dy. Chief Commercial Manager(FS)

No.CCM/Policy-LTTC/375/Pt-I

Dt.12.09.2017

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., **SDGM/ECOR/BBS, Chairman/RCT/BBS, Dy.CVO/ECOR/BBS,**  
**Dy.COM(FOIS)/ECOR/BBS PO/RCT/BBS, Audit officer/BBS.** Rates Section  
/CCM/ECOR/BBS -10 sets **DRM:** KUR,WAT,SBP/ECOR, **Sr.DOM-** WAT,SBP,KUR/ECOR ,  
**Sr.DCM:** KUR,WAT/ECOR, **Dy.CCO/ECOR,** **FA & CAO/BBS:** E.Co.Rly,  
**FA&CAO(T)/ECOR,** **Traffic Manager:** Visakhapatnam PortTrust, **Paradeep Port/**  
Paradeep.

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*H.L. Luwang*  
12/09/17

Dy. Chief Commercial Manager(FS)

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

No.TCR/1078/2016/14/Pt

New Delhi, Date: 04.09.2017

CCMs  
All Zonal Railways

CAO/FOIS  
Camp: CRIS  
Chanakyapuri,  
New Delhi

GM/CRIS  
Chanakyapuri  
New Delhi

Sub: Long Term Tariff Contract (LTTC): Rates Circular No.14 of 2017 dated 30.03.2017

- Ref: 1. SCR letter no.C.493/Mktg/LTTC/UTCL/2017-18 Dated 26.07.17.  
2. CR letter no.C/RB/LTTC/ACC/2017 Dated 31.07.17.  
3. SCR letter no.C.493/Mktg/LTTC/Ultra-Tech/2017-18 Dated 13.07.17.  
4. SECR letter no.C/SECR/BSP/LTTC/Policy/4152 Dated 08.08.17 & letter no.C/SECR/BSP/FS/LTTC/1/3468 Dated 03.07.2017.  
5. NWR's letter no. C-493/3/LTTC/Lakshmi Dated 24.08.2017 & 30.08.17.

Zonal Railways have sought certain clarifications regarding LTTC policy. The same have been considered and clarifications are as following:

S No	Zonal Railway	Issues raised	Clarifications
1	SCR & NWR	Provision for entering customer code of different plants which comes under the single legal entity may be provided in the LTTC module for uploading of agreement as well as for capturing data related to all such customer codes.	Zonal Railways (ZRs) shall verify and confirm that the different units/plants of a customer operating under different customer codes are under one legal entity. COM/CCMs of the concerned Zone shall send duly confirmed details of the said customer along-with the attached customer codes to CAO/FOIS. CAO/FOIS shall advise the same to CRIS. CRIS shall make provision in the module for the same.

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2	CR	To avoid duplicate accounting of a particular stream for discount purpose, each customer who enters into contract with Railways shall be given unique ID and any booking by them inward or outward will carry this unique ID.	Para 15.1 of the RC 14/2017 provides for a unique contract ID for each customer who enters into LTTC with Railways. This unique ID shall be mapped to all RRs generated for each of the customer codes linked to the customer (as per para 1 above) signing the agreement.
3	SCR, SECR	As per the policy, the data of MGGFR, BGFR, AGFR shall be fed in the LTTC module with the actual data of 10 months and for balance 2 months, the same will be fed on pro-rata basis. In the present module of LTTC, there is no provision to revise the pro-rata on receipt of actual data. The same may be provided.	CRIS shall make provision in the LTTC module for <b>one-time modification</b> of the pro-rata data, so as to feed the actual data of MGGFR, BGFR, AGFR (when it becomes available to Zonal Railway). This will be a front-end facility given to Zonal Railways, the same shall be operated under a user ID and password made available by CRIS to ZRs, on specific request of CCMs, for a specific time window of maximum upto ten days after the end of pro-rata period. No further modification in the data will be permitted. Data so changed may be advised by CCM to FA&CAO/T.
4	SCR	<p>If an existing LTTC customer:</p> <p>i) Commissions a new unit at an existing plant</p> <p>ii) Commissions a new plant at a new Railway station</p> <p>iii) Acquires existing plant from another company</p> <p>iv) Sells existing plant to another company</p>	No addition/modification to agreement is permitted, as of now. BGFR and MGGFR shall remain same throughout the agreement period.

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5	SECR	i) The application should be submitted only by authorised signatory of the company.	ZRs may formulate their internal procedure orders to maintain due checks and balances, with the approval of Competent Authority.
		ii) Rs Ten lakh application fee should be fixed for availing the concession, which shall be refundable upon successful completion of the scheme.	The scheme is intended to attract new traffic and to retain the existing traffic. A simple and customer-friendly scheme is likely to achieve the intended result. Therefore, no application fee is required, as of now. This may be reviewed after operation of the scheme in due course.

This issues with the approval of Finance Directorate of the Ministry of Railways.

*Shilpi Bishnoi*  
04/03/17  
(Shilpi Bishnoi)

Director, Traffic Commercial (Rates)  
Railway Board

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