



EAST COAST RAILWAY

**Office of the
Principal Chief Commercial Manager
Rail Sadan,
Chandrasekharpur,
Bhubaneswar – 751023**

Commercial Circular No: 29(GC)Parcel / 2019

Date. 25.02.2019

(Amendment No.09 to Modified Comprehensive Parcel Leasing Policy.)
(Amendment No.09 to Leasing Parcel Cargo Express Train Policy.)

Sub: Modified policy guidelines on 'Comprehensive Parcel Leasing policy' and 'Leasing of Parcel Cargo Express Train policy' regarding schedule of Powers.

Ref: (i) Freight Marketing Circular No. 06 of 2014, issued under Board's letter No. 2013/TC(FM)/10/02 dated 15.04.2014(This office CC No. 29 (C)/Parcel/2014 dated 21.04.2014).

(ii) Freight Marketing Circular No. 04 of 2016, issued under Board's letter No. 2013/TC(FM)/10/11 dated 15.06.2016 (This office CC No. 87(GC) Parcel/2016 dt 24.06.2016).

(iii) Corrigendum to Freight Marketing Circular No. 01 of 2018, issued under Board's letter No. 2007/TC(FM)/10/28 dated 30.01.2018.

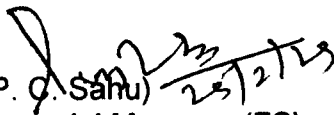
(iv) Transformation Cell/Board's letter No. 2018/Transf. Cell/Tfc/Earnings Contract dated 27.12.2018.

Please find enclosed herewith a copy of Railway Board's letter No. 2017/TC(FM)/10/28 dated 14.02.2019 (Freight Marketing Circular No. 05 of 2019) regarding "Modified policy guidelines on 'Comprehensive Parcel Leasing policy' and 'Leasing Parcel Cargo Express Train policy' regarding schedule of Powers" which is self explanatory for information & necessary action.

All concerned to please note and act accordingly.

Encls: As above (06 pages),

Authority: Railway Board's letter No. 2017/TC(FM)/10/28 dated 14.02.2019 (Freight Marketing Circular No. 05 of 2019).


(P. C. Sahu) 25/2/19

Chief Commercial Manager (FS)

No.CCM/432 /Parcel & Luggage/09

Dated.25. 02. 2019

Copy forwarded to:

All SMs/Goods Supervisors/Comml.supervisors/siding clerks/Booking Clerk in charges/weigh Bridge clerks/clerk in Charges.

Copy for information and necessary action to the:-

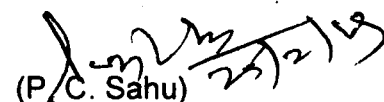
COM, FA & CAO, CFTM,SDGM,FA & CAO(T),Chairman/RCT, Dy CVO(T), Dy CCO, Dy COM(FOIS),PO/RCT, Audit Officer/ECOR/BBS.

Rates Section/CCM/ECOR/BBS, DRM/KUR, WAT & SBP/ECOR,

Sr DOM/KUR, WAT, SBP/ECOR, Sr DCM/KUR, WAT, SBP/ECOR,

Traffic manager/Visakhapatnam port trust (VZP), Paradeep port Trust/PRDP.

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(P. C. Sahu) 25/2/19

Chief Commercial Manager (FS)

FREIGHT MARKETING
CIRCULAR NO. 05 OF 2019

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

No. 2017/TC (FM)/10/28

New Delhi, Dated 14.02.2019

The General Managers,

- | | |
|---------------------------------------|--|
| 1. Central Railway, Mumbai. | 9. North Western Railway, Jaipur. |
| 2. Eastern Railway, Kolkata. | 10. Southern Railway, Chennai. |
| 3. East Central Railway, Hajipur. | 11. South Central Rly., Secunderabad. |
| 4. East Coast Railway, Bhubaneswar. | 12. South Eastern Railway, Kolkata. |
| 5. Northern Railway, New Delhi. | 13. South East Central Rly., Bilaspur. |
| 6. North Central Railway, Allahabad. | 14. South Western Railway, Hubli. |
| 7. North Eastern Railway, Gorakhpur. | 15. Western Railway, Mumbai. |
| 8. Northeast Frontier Rly., Maligaon. | 16. West Central Railway, Jabalpur. |

(Amendment No. 09 to 'Modified Comprehensive Parcel Leasing Policy')

(Amendment No. 09 to Leasing of Parcel Cargo Express Train Policy)

Sub: Modified policy guidelines on 'Comprehensive Parcel Leasing Policy' and 'Leasing of Parcel Cargo Express Train Policy' regarding Schedule of Powers.

Ref: (i) Freight Marketing Circular No. 06 of 2014, issued under Board's letter No. 2013/TC(FM)/10/02, dated 15.04.2014.
(ii) Freight Marketing Circular No. 04 of 2016, issued under Board's letter No. 2013/TC(FM)/10/11, dated 15.06.2016.
(iii) Corrigendum to Freight Marketing Circular No. 01 of 2018, issued under Board's letter No. 2017/TC(FM)/10/28, dated 30.01.2018.
(iv) Transformation Cell/Board's letter No. 2018/Transf. Cell/Tfc/Earnings Contract, dated 27.12.2018.

Please refer to the Transformation Cell's letter under reference (iv) above, wherein detailed procedure have been issued for acceptance of tenders for Commercial earning contracts having contractual value upto 02 crores. In view of the Transformation Cell's letter No. 2018/Transf. Cell/Tfc/Earnings Contract, dated 27.12.2018, following amendments in the CPLP and PCET Policy are made:

1. Para 1 of the Corrigendum to FM Circular No. 01 of 2018, dated 30.01.2018, regarding Schedule of Powers (SOPs) pertaining to 'CPLP' & 'PCET Policy' is amended as under:

*Tender Committee for dealing with parcel leasing tenders i.e. 'CPLP' and 'PCET' would be constituted as per the 'Schedule of Powers (SOP)' given below:



**FREIGHT MARKETING
CIRCULAR NO. 05 OF 2019**

Value of Contract	Level of Tender Committee	Accepting Authority
Upto ₹ 50 Lakh	Not required	Sr. DCM/DCM holding independent charge.
Above ₹ 50 Lakh and Upto ₹ 2 Crore	Junior Scale (02 members)	DCM
Above ₹ 2 Crore and Upto ₹ 2.5 Crore	Junior Scale	DCM
Above ₹ 2.5 Crore and Upto ₹ 5 Crore	Senior Scale	Sr.DCM
Above ₹ 5 Crore and Upto ₹ 50 Crore	JAG	ADRM
Above ₹ 50 Crore and Upto ₹ 100 Crore	JAG	DRM
Above ₹ 100 Crore	SAG	CCM (PHOD)/CCM (CHOD) or AGM in absence of CCM (PHOD/CHOD)

2. Para 15.0 of FM Circular No. 06 of 2014 (CPLP) and Para 2.4 of FM Circular No. 04 of 2016 (PCET Policy) are amended as under:

***Formation of Tender Committee (for both CPLP & PCET Policy)**

- 2.1 For the tenders having contractual value upto and including Rs 50 Lakh, direct acceptance of tender by concerned executive in Selection Grade/JAG level or Sr. Scale level holding independent charge. The Accepting Authority, while accepting the tender, shall record a reasoned note with regard to tender evaluation and acceptance in the form of a detailed speaking order.
- 2.2 In case the tender notice period is less than 21 days or accepting authority intend to accept offer other than highest financial offer; direct acceptance of tender shall not be allowed in the tender upto and including Rs 50 Lakh. Such tenders shall be dealt by Tender Committee, constituted as per para 2.3 below.
- 2.3 For the tenders having contractual value above Rs 50 Lakh and upto and including Rs 2 crore, the Tender Committee shall be constituted with two members out of which, one should essentially be from the Finance Department and the other from the concerned Executive Department.
- 2.4 For the tenders having contractual value above Rs 2 crore, the Tender Committee for dealing with parcel leasing tenders will be comprised of 3 members, one of whom will be from Commercial and the other from Accounts department. The 3rd member of the Tender Committee will be nominated by the accepting authority.



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- 2.5 There will be a Standing Tender Committee (except in cases, mentioned in para 2.1 above) for dealing parcel leasing contracts, and no fresh nomination of the Tender Committee will be required in each case unless the accepting authority changes one of the existing members by a specific order.
- 2.6 Briefing note for Tender Committee and comparative statements should be prepared and vetted by finance to facilitate the Tender Committee."
3. This issues with concurrence of Finance Directorate of Ministry of Railways.
4. Please acknowledge receipt.


(Mudit Chandra)
Director Freight Marketing

No. 2017/TC (FM)/10/28

New Delhi, Dated 14.02.2019

Copy forwarded to:

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


14.2.19
for Financial Commissioner/Railways

No. 2017/TC (FM)/10/28

New Delhi, Dated 14.02.2019

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 Traffic Planning Managers, All Indian Railways.
4. The Chief Freight Traffic Managers, All Indian Railways.
5. The Chief Commercial Managers (FM), All Indian Railways.
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.

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PCG

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- 2
9. Managing Director, Centre for Railway Information System (CRIS), Chanakyapuri, Near National Rail Museum, New Delhi.
 10. Managing Director, DFCCIL, Pragati Maidan, New Delhi.


14/2/19
(Mudit Chandra)
Director Freight Marketing

No. 2017/TC (FM)/10/28

New Delhi, Dated 14.02.2019

Copy for information to:

1. CRB, FC, MT, ME, M(RS), MS, M(Tr.) and Secretary Railway Board, New Delhi.
2. AM(Traffic), AM(C), Adv. (F), Adv (Infra), Adv. (Vig), EDTC(Rates), EDTT(M), EDTT(S), EDTT(F), ED(Plg.) EDT(PPP), EDV(T), EDF(C), DTT(Coord), OSD(CRB), OSD(MT), Co-Chairman/TMIR, Chairman and Convener/AGE and DTC(R)/ Railway Board, New Delhi.


14/2/19
(Mudit Chandra)
Director Freight Marketing

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

No. 2018/Transf. Cell/Tfc/Earnings Contract

New Delhi, 27.12.2018

**General Managers,
All Indian Railways**

Sub: Simplification of procedure for acceptance of tenders for commercial earning contracts upto 2 crores.

Ref: 1. Western Railway's letters No.G.176/0/SOP Policy/Vol.I dated 31.10.2018 and C358/100/Sundry earnings/Cont.Mngmt/ 2018-19 dated 15.10.2018

2. Railway Board's Letter No.2017/CE-I/CT/9 dated 11.09.2017

With increasing stress on non fare revenue (NFR) earnings, it is imperative that all earning contracts are finalized expeditiously without prolonged TC proceedings. The current process of Tender Committee for earning contracts of even smaller value is long and time consuming resulting in loss of earnings to the Railways.

2. It has, therefore, been decided that in supersession of all previous instructions on the subject matter, the procedure for finalization of Earnings Contracts upto 2 Crores will be as under:

For earnings contract tenders having value upto and including Rs 50 lakh

i. Direct acceptance of tender by concerned executive in Selection Grade/JAG level or Sr. Scale level holding independent charge. The Accepting authority, while accepting the tender, shall record a reasoned note with regard to tender evaluation and acceptance in the form of a detailed speaking order.

ii. In case the tender notice period is less than 21 days or accepting authority intend to accept offer other than highest financial offer; direct acceptance of tender shall not be allowed in the tender upto and including Rs 50 lakh. Such tenders shall be dealt by Tender Committee, constituted as per para iii below.

For earnings contract tenders above Rs 50 lakh and upto and including Rs 2 crore

iii. The Tender Committee shall be constituted with two members out of which, one should essentially be from the Finance Department and the other from the concerned Executive Department.

iv. The existing practice of three members Tender Committee shall be applicable for earnings contract tenders of value having more than Rs 2 crore each.

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4. Since the e-tendering module is yet to be finalized by CRIS, the aforesaid simplification may be adopted even under the present procedure.
5. This issues with the approval of Board (MT, FC & CRB).
6. Please acknowledge receipt.

Niraj Sahay
27/12/11

(Niraj Sahay)
Executive Director (Traffic)
Transformation Cell
Railway Board

No. 2018/Transf. Cell/Tfc/Earnings Contract

New Delhi, 27.12.2018

1. PCCMs, All Indian Railways
2. PCOMs, All Indian Railways
3. PFAs, All Indian Railways
4. The ADAI (Railways), New Delhi
5. The Director of Audit, All Indian Railways

Sanjeeb Kumar
(Sanjeeb Kumar)
ED/Accounts
Transformation Cell
Railway Board

Copy - As per list enclosed

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