

# EAST COAST RAILWAY

Office of the  
Principal Chief Commercial Manager  
Bhubaneswar

**Commercial Circular No.326 (G)/2020**

Date.08.12.2020

Sub: AUTOMOBILE FREIGHT TRAIN OPERATOR (AFTO) SCHEME.

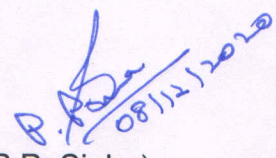
Ref: Railway Board's Freight Marketing Circular No.13 of 2018 issued vide letter No.2017/TC(FM)/4/12 dated 19.04.2018.  
{PCCM/ECOR's Commercial Circular No.82 (G)/2018 dtd.23.04.2018}

Enclosed please find herewith Railway Board's Freight Marketing Circular No.26 of 2020 dated 07.12.2020 (Corrigendum No.2 of Freight Marketing Circular No.13 of 2018) for information and necessary action.

All concerned to note and act accordingly.

Encl: As above of 02 Pages

Authority: Railway Board's letter No.2017/TC(FM)/4/12 dated 07.12.2020  
{Freight Marketing Circular No.26 of 2020}

  
(P.P. Sinha)

Asst. Commercial Manager(FS)

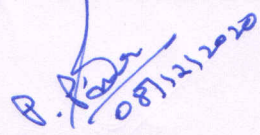
No.CCM/AFTO POLICY/Pt-I

Dt.08.12.2020

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:-**

**PCOM:** ECoR/BBS., **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/SBP/ECoR, **Dy.CCO**/ECoR/BBS, **PFA/BBS:** E.Co.Rly, **FA&CAO(WST)**/ECoR, **Traffic Manager:** Visakhapatnam PortTrust, **Paradeep Port/** Paradeep.

  
(P.P. Sinha)

Asst. Commercial Manager(FS)



Freight Marketing Circular No. 26 of 2020

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

No. 2017/TC(FM)/4/12

New Delhi, Dated: 7.12.2020

General Managers,  
All Indian Railways.


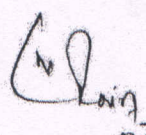
**Corrigendum No. 2 of Freight Marketing Circular No. 13 of 2018**

**SUB: AUTOMOBILE FREIGHT TRAIN OPERATOR (AFTO) SCHEME.**

**Ref: Freight Marketing Circular No. 13 of 2018 issued under Board's letter No.2017/TC(FM)/4/12 dated 19.04.2018.**

1. Policy guidelines on "AUTOMOBILE FREIGHT TRAIN OPERATOR (AFTO) SCHEME" was issued vide Freight Marketing Circular No. 13 of 2018 under Railway Board's letter No. 2017/TC(FM)/4/12 dated 19.04.2018.
2. The eligibility condition under Para 3.1.3, 3.3 and 3.5 has been amended as follows:

Para No.	Existing Para	Amended Para
3.1.3	A Joint venture company or partnership	A Joint venture company or partnership registered under the Companies Act.
3.2	The applicant should have minimum one year experience in any one of the following fields. (a) transport and logistics (b) port and land terminal operations (c) warehousing (d) container train operations (e) manufacturers of automobiles (f) wagon leasing company	No change
3.3	The company should have a net worth of minimum Rs. 20 crores or an annual turnover of minimum 30 crores as on 31 <sup>st</sup> March of the previous financial year.	To be DELETED
3.5	In case the applicant is a subsidiary company, experience and net worth of the holding company, owning more than 50% equity in the subsidiary company, may be	In case the applicant is a subsidiary company, experience of the holding company, owning more than

  
  
07.12.2020



Freight Marketing Circular No. 26 of 2020

reckoned for the purpose of Para 3.2 and 3.3 above. However, in such cases, the applicant company must have more than 25% of the prescribed net worth of Rs.20 crore.	50% equity in the subsidiary company, may be reckoned for the purpose of Para 3.2 above.
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3. This issues with the concurrence of Finance Directorate of Ministry of Railways.
4. These instructions will come into force with immediate effect.

Please acknowledged receipt.

(Yasir Rizvi)

Dy. Director Freight Marketing

No. 2017/TC(FM)/4/12

New Delhi, Dated: 7.12.2020

Copy to:

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

for Member (Finance)

No. 2017/TC(FM)/4/1

New Delhi, Dated: 7.12.2020

Copy forwarded for information and necessary action to:

1. Principal Chief Operations Managers, All Indian Railways
2. Principal Chief Commercial Managers, All Indian Railways
3. Managing Director, Konkan Railway Corporation, Belapur Bhavan, Plot No. 6, Sector-11, CBD Belapur, Navi Mumbai - 400014.
4. The Managing Director, CAO/FOIS, GM/FOIS - Centre for Railway Information System (CRIS), Chankyapuri, Near National Rail Museum, New Delhi.
5. Director General, National Academy for Indian Railway, Lalbaug, Vadodara-390004.
6. Director, Indian Railways Institute of Transport Management (IRITM), Manak Nagar, Lucknow.
7. AM(traffic), AM(Commercial), AM(Rev.), PED (Vig.), EDTC(Rates), EDV(T), EDME(Freight), DF(C)-Railway Board for information please.
8. OSD/Member (O&BD), Railway Board - for kind information of Member(O&BD).

(Yasir Rizvi)

Dy. Director Freight Marketing