

East Coast Railway
Sambalpur Division

Achievements of FY-2022-23

Department: Commercial

Non Fare Revenue(NFR):

- Bulk Advertisement Rights contract under the head of Out of Home(OOH) category in a single package consisting of circulating areas of 24 Nos. of stations, LC gates, ROB and RUB and on railway land alongside track has been awarded through e-Auction for a period of 05 years. Total contract value is **Rs. 1,11,02,500/-** for 05 years.
- Installation of 02 Nos. of Video walls at Sambalpur and Balangir for Commercial Advertisement purpose has been awarded for a period of 03 years. Total contract value is **Rs. 4,02,000/-** for 03 years.
- Contract for Commercial advertisements on the exterior of the coaches(below the window panel) through Vinyl Wrapping of train No. 18301/02(SBP-RGDA-SBP) & 18303/04 (SBP-PURI-SBP) Exp. has been sold out successfully through e-Auction for a period of 03 years .Total contract value is **Rs. 16,85,100 /-** for 03 years.
- Contract for Commercial advertisements on the interior of the coaches through Vinyl Wrapping of train No. 18301/02(SBP-RGDA-SBP) & 18303/04 (SBP-PURI-SBP) Exp. has been sold out successfully through e-Auction for a period of 03 years .Total contract value is **Rs. 5,94,000 /-** for 03 years.
- Waiting Hall Management Contract for up gradation, maintenance and manning of AC waiting halls at Bargarh Road and Titlagarh has been sold out successfully for 05 years. Annual Non fare Revenue of **Rs. 2,57,220/-** will be generated from this contract.
- This division has awarded a contract for advertisement through Jingle in e-Auction for a period of 05 years at Sambalpur, Bargarh Road, Balangir, Titlagarh and Kesinga(which will be played before and after each train announcement by using PA system). Annual Licence fee of **Rs. 2,00,000/-** will be generated as Non Fare Revenue(NFR) from this contract.
- Contract for Wagon Cleaning in BOXN & BOST type rakes at Lapanga, Rengali, Ambodala and Charmal has been sold out successfully for a period of 01 year through e-Auction. Total Non Fare Revenue of **Rs. 2.33 crore** will be generated from this contract.
- Contract for vending of various Misc. Items in trains on board (excluding food & PDW) of various sections over Sambalpur Division has been sold out through e-Auction. Annual Licence fee of **Rs. 7,11,000/-** will be generated as Non Fare Revenue(NFR) from this contract.
- Maintenance and operations of waiting halls at Kantabanji station have been sold out through e-Auction , Total Non Fare revenue for the FY 2022-23 **Rs. 72,346/-**.
- Contract for 02 wheeler and other parcel packing & unpacking services at Sambalpur station has been sold out through e-Auction. An annual License fee of **Rs. 4,51,000/-** will be generated as Non Fare Revenue(NFR) from this contract.
- LOA has been issued for the contract of leasing of pond for fishery purpose Railway land at Kantabanji under the head of Non Fare Revenue.

This is the first of its kind proposal in East Coast Railway Zone awarded through New Innovative Non Fare Revenue Idea Scheme(NINFRIS) policy. An annual license fee of **Rs. 4,00,000/-** will be generated from this contract.

Development of Goods Shed through Private Investment:

- **Kesinga (PPP mode):** Development of KSNG Goods Shed and maintenance through private investment (PPP mode) finalized garnering private investment of 3.5 crores for infrastructure development including its maintenance for 6 years. Construction completed and sharing of Terminal Charges commenced.
- **Brundamal (GCT):** LOA issued for GCT entirely on railway land at Brundamal Station (BXQ). This will garner private investment to the tune of 39.32 crores for infrastructural development. Till date, this is the first and largest project under the GCT policy on railway land. ESP approved. Land Licensing Agreement and Signal Interlocking Plan (SIP) is under process of preparation and execution.

Other Achievement:

- **Amrit Bharat Station Scheme:** 15 Nos. of stations selected under Amrit Bharat Station Scheme i.e. Titlagarh, Balangir, Mahasamund, Bargarh Road, Kesinga, Kantabanji, Muniguda, Sambalpur City, Khariar Road, Bhawanipatna, Hirakud, Jharsuguda Road, Barpali, Rairakhol and Harishankar Road over Sambalpur Division. As per Railway Board guidelines modern facilities to be provided at these stations for better convenience of passenger.
- **Implementation of One Station One Product (OSOP) Scheme :** As per union budget announcement 2022-23, One station one product (OSOP) is being implemented at various stations over Indian Railways. The project aims to build '**Atmanirbhar Bharat**' and uplift the local products by making a railway station a promotional hub for that particular product. It will help boost the livelihood of local artisans, weavers, potters, tribal's, etc., by promoting their products on various railway stations. Now, total 13 outlets at 12 stations have started functioning over Sambalpur division.
- **Implementation of e-Auction Scheme :** Bidding for commercial earning and Non-fare revenue (NFR) contracts i.e. Parcel, Publicity, Parking, ATM, Pay & Use Toilet and Catering contract shall be done through e-Auction on the website of Indian Railways e-Procurement system (IREPS) www.ireps.gov.in. The system are more beneficial for Rail user i.e. Transparency, Saving of time and money, Hassel free participation, Simplified proceeding. Now, 42 contracts were awarded through e-Auction with total value of Rs. 9.78 crores (including GST) till date.
- **Premium Parking Stand at Sambalpur Railway Station:** LOA has been issued for the contract of premium parking stand at 2nd entry/Sambalpur Railway Station. This is the first of its kind proposal in Sambalpur Division.

PARCEL VAN AND SLR (PARCEL SPACE) LEASING

- **Parcel Van Leasing:-** Parcel van leasing contract of train no 18309/18310 (SBP-JAT-SBP) has been awarded from station Ex SBP to JAT & back weekly one day on round trip basis with Rs. 92,982/- per one side trip. The total value of the contract is Rs. 2,09,12,469 /- through e-auction for two years.
- **SLR(Parcel space) Leasing:-**SLR(Parcel space)leasing contract of train no 12872 (TIG-HWH) has been awarded from station Ex (TIG-HWH) weekly three days on one side trip basis with Rs. 4350/- per one side trip. The total value of the contract is Rs. 14,58,220/- through e-auction for two years and SLR(Parcel space)leasing contract of train no 22862(KBJ-HWH) has been awarded from station Ex (KBJ-HWH) weekly four days on one side trip basis with Rs. 4450/- per one side trip. The total value of the contract is Rs. 19,92,167/- through e-auction for two years.
- **SLR(Parcel space) Leasing:-** Out of 26 assets, 23 assets of SLR (Parcel space) having refloated and same will be opened on dated 24.04.2023 through e-auction.

**TARGET AND ACHIEVEMENTS OF COMMERCIAL DEPARTMENT FOR
FY-2022-23**

Item	Target (2022-23)	Achievement (Upto March-22)	Achievement (Upto March-23)	Var% for LY
A) Passenger Traffic				
No. of Passenger (In Millions)	8.82	4.23	7.55	78.49
Earnings (In Crores)	182.53	115.63	183.45	58.65
B) Goods Traffic				
Weight (In Million Tonnes)	16.32	12.67	16.54	30.54
Earnings (In Crores)	1819.21	1117.85	1857.69	66.18
C) Ticket Checking				
A+B Cases (In Thousands)	--	61.33	138.69	126.14
Earnings (In crores)	--	3.41	5.61	64.51
C Cases (In Thousands)	--	0.375	0.618	64.80
Earnings (In crores)	--	0.0031	0.0055	77.42
D) Commercial Publicity/NFR Earnings (In Crores)	1.16	0.43	1.55	260.47
E) Parcel Earnings (Lugg.+ Parcel) (In Crores)	4.29	3.68	3.82	3.80
F) Other Coaching Earnings (In crores)	17.42	11.72	15.45	31.83