

के. रवीन कुमार रेड्डी, भा रे या से
K. RAVEEN KUMAR REDDY, IRTS
प्रमुख मुख्य वाणिज्य प्रबंधक
Principal Chief Commercial Manager



दक्षिण मध्य रेलवे South Central Railway
रेल निलयम Rail Nilayam
सिकंदराबाद Secunderabad - 500 025.

D.O.C.268/P/BDU/Misc-letters/2023

24.01.2024

Dear Narendra,

Sub: Decline in freight loading to the end of December 2023

1. During the Commercial Performance Review meeting held with Sr. DCMs on 18-1-2024, it was observed that there is decline in freight loading and revenue performance of Vijayawada division up to December 2023 compared to the target as shown below:

Actuals 2022-23		Target 2023-24		Actuals 2023-24		% Var			
						Loading		Revenue	
Loading In MT	Revenue in Crs	Loading In MT	Revenue in Crs	Loading In MT	Revenue in Crs	Over Last Year	Over Target	Over Last Year	Over Target
25.788	2979.72	27.59	3175.87	27.15	2985.32	5.28	-1.59	0.19	-6.00

It may please be seen from the above table that freight loading performance has improved over last year, however, the division is falling short on target by 1.59 % on Loading and 6% on revenue.

2. Hence, an analysis on commodity-wise falling short in loading/ revenue with the last year has been made, as under:

CMDT	Loading in MT			Revenue in Crs.		
	2022	2023	% var	2022	2023	% var
Container	0.071	0.014	-80%	6.20	1.15	-81%
Gypsum	0.846	0.624	-26%	87.75	60.34	-31%
Timber waste	0.133	0.101	-24%	9.66	5.62	-42%
Cement	0.524	0.505	-4%	54.16	47.6	-12%
Alumina powder	1.241	1.205	-3%	187.18	191.92	3%
Fertilizers	5.382	5.279	-2%	660.22	696.84	6%

On analyzing the Divisions performance, it was observed that to the corresponding period to the end of December 2023, loading and revenue from KSLK port has declined by approximately 23%, which needs to be critically analyzed.

3. In view of the foregoing, your personal attention is solicited to make all out efforts to enhance the loading in the coming months of the fiscal to achieve the target.

Best regards,

Yours sincerely,

(K.R.K. Reddy)

Shri.NarendraAnandrao Patil
DRM/BZA