



FUTURISTIC MOVEMENTS



**NEW OPPORTUNITIES
IN FREIGHT TRAFFIC**

INDIAN RAILWAYS FOSTERING NEW INITIATIVES TO PROMOTE FREIGHT TRAFFIC

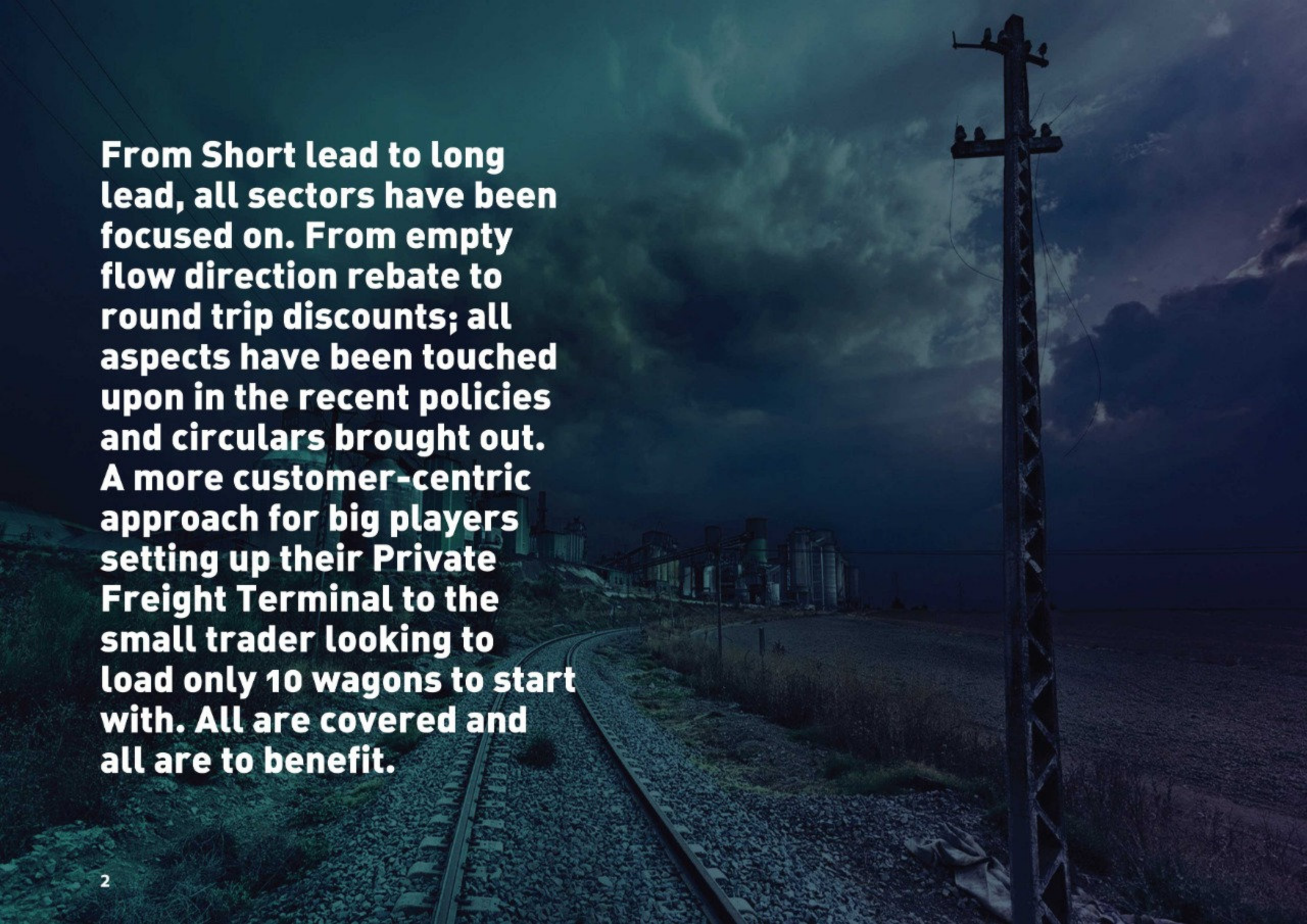
CUSTOMER-CENTRIC ACTIVITIES
OF INDIAN RAILWAYS COVERING
PARCELS AND FREIGHTS



Indian Railways have Introduced
New Initiatives to promote different
kinds of freight traffic as
a part of customer-centric approach.

It Includes:





From Short lead to long lead, all sectors have been focused on. From empty flow direction rebate to round trip discounts; all aspects have been touched upon in the recent policies and circulars brought out. A more customer-centric approach for big players setting up their Private Freight Terminal to the small trader looking to load only 10 wagons to start with. All are covered and all are to benefit.

SHORT-LEAD TRAFFIC

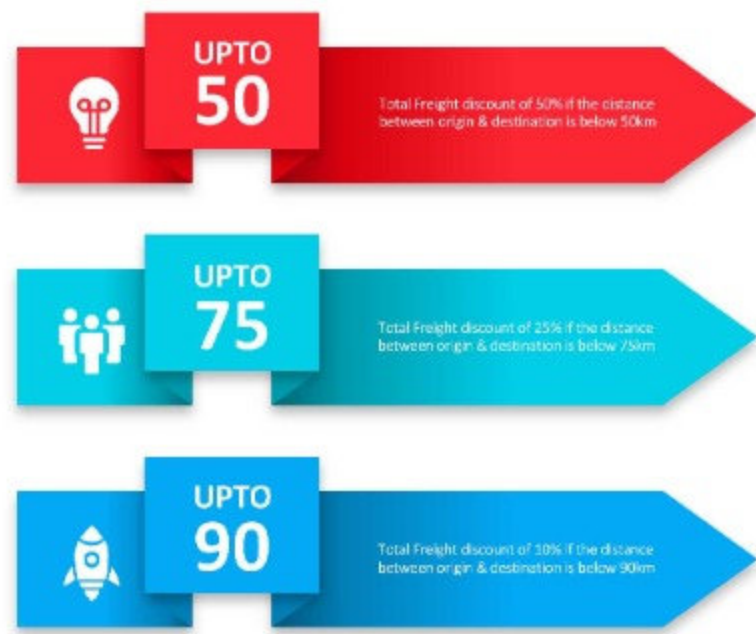


Concessional Rates

Highlights of Incentive Scheme

- Scheme is applicable for Traffic Booked to 100 kms only.

Concession on Normal Tariff Rate (NTR)	
Distance	Concession
0 – 50 kms	50%
51 – 75 kms	25%
76 – 90 kms	10%



*Not applicable on Coal and Iron Ore

For more details contact - **Mob: 9731666950, 9731666957 Email: raushan.275@gov.in**

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LONG-LEAD TRAFFIC



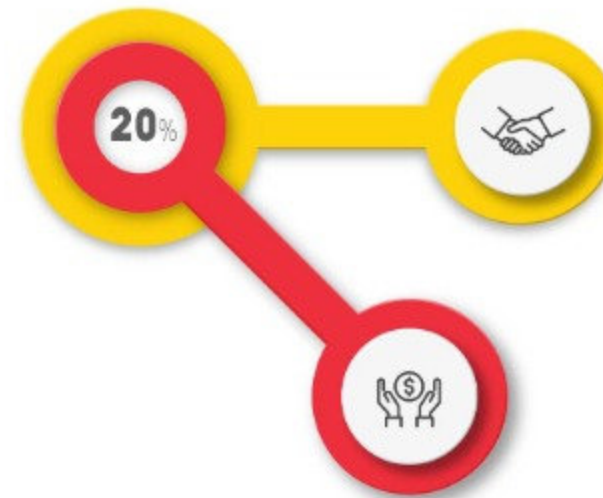
Competitive Pricing

Highlights of Incentive Scheme

- To attract additional traffic in certain long leads
- Scheme offers distance-based graded concession for certain commodities

Concession on Normal Tariff Rate (NTR)

Commodity	Distance	Discount
Coal & Coke	Above 1400 kms	20%
Iron & Steel	Above 1600 kms	20%
Iron Ore	700 to 1500 kms	15%
	Above 1500 kms	20%



Coal
If lead is above
1400 km

Iron & Steel
If lead is above 1600 km

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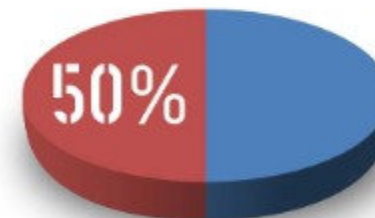
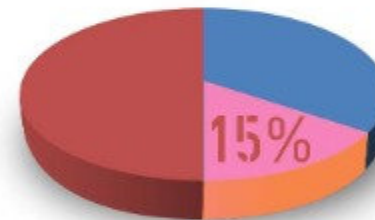
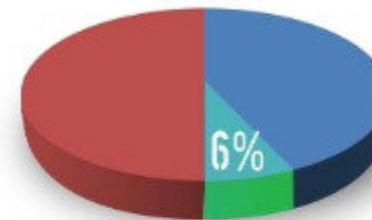
DISCOUNTS / INCENTIVES



Concession in Return

Highlights of Incentive Scheme

- 6% concession on NTR when traffic is booked to North Eastern States
- Busy Season charge levied during 1st October – 30th June, i.e., 15% is waived / will not be charged
- 50% of Terminal access charge i.e., Rs.1,60,000 is discounted for traffic of CRT at Group III goods shed



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LONG-TERM TARIFF CONTRACT



Reliability with Rebate and Ease

Highlights of Incentive Scheme

- Customers assuring long-term traffic on fulfillment of certain conditions, get assurance on
 - Tariff rate
 - Freight Rebate
- Customer already loading / unloading of atleast 1 Million Tonnes per annum in the previous years are eligible
- New Customer is also eligible if he commits to offer traffic more than Million tones over three years with atleast 1 Million tonnes in the First year
- Agreement Period:
 - Minimum – 3 Years
 - Maximum – 5 Years



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TRADITIONAL EMPTY FLOW DIRECTION



Liberalised Automatic Freight Rebate

Highlights of Incentive Scheme

- Automatic Freight rebate scheme on traffic booked in traditional empty flow direction
- Minimum traffic offered should be half rake
- Discount in a freight is offered from first rake itself
- Certain commodities are restricted
- Freight shall be charged at
 - Class LR1 for Train load
 - Class 100 for Wagon load



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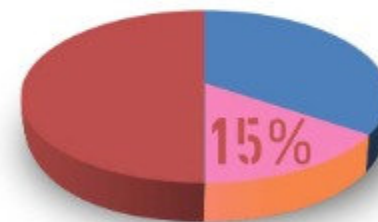
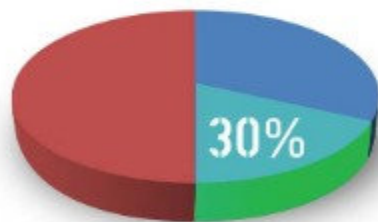
STATION TO STATION RATES



More Economical

Highlights of Incentive Scheme

- Applicable to a specific stream of traffic of a particular commodity
- For movement between a specific pair of originating & destination stations / pairs
- Incremental as well as New Traffic gets a discount after crossing the benchmark of Net Tonne Kilometres (NTKM)
- Discount Offered : Maximum 30% and in Container Traffic upto 15%



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FRIEGHT FORWARDER SCHEME



Commodity Basket

Highlights of Incentive Scheme

- Freight forwarder is permitted to load one/two Commodities in any number of wagons for which TRAINLOAD RATE would be charged at applicable higher class of 2 commodities loaded
- Customer can load more than two commodities upto 10 wagons for which a COMPOSITE CLASS RATE of Rs.120 would be charged
- Scheme benefit will not be available for lead less than 700 kms
- Certain commodities are restricted



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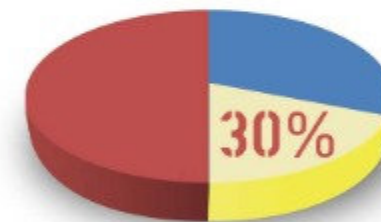
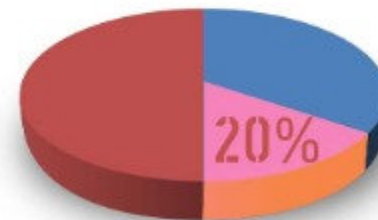


FREIGHT INCENTIVE SCHEME FOR LOADING BAGGED CONSIGNMENT IN OPEN & FLAT WAGONS



Highlights of Incentive Scheme

- Applicable only to train load traffic
- Not applicable to traffic for less than or equal to 100 km
- Commodities to be loaded in standard bags of size upto a maximum of 2.5 tonnes only in open wagons
- For flat wagons commodities to be loaded in standard bags upto maximum of 100 kgs
- Discount :
Urea – 30%
Other Commodities – 20%



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INCENTIVE

Highlights of Incentive Scheme

- Incentivize Customers in using alternate goods shed
- Terminal Charges of Rs.20/Tonne shall not be levied when traffic is booked to and from these alternate goods sheds

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ROUND TRIP TRAFFIC – RTT



Concession in Return

Highlights of Incentive Scheme

- Customer commits to offer traffic in the return direction or any point within 200 kms of the destination station
- Flat concession of 10% for return direction if outward and return di both have same applicable class of charging
- All ports, sidings and private freight terminals are covered under this scheme



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Major Policy Interventions

5 New Policies

4 Smalls Policy

3 Special Policies

6 Others...

CUSTOMER-CENTRIC ACTIVITIES FOR SENDING PARCELS

TIME-TABLED PARCEL TRAINS



00615

Source : **Bengaluru**

Days of Running : **Mon, Wed, Fri**

Destination	Rates / Tonne
Jolarpettai	779.00
Chennai Central	1315.00
Vijayawada	2478.00
Rajamundry	2858.00
Visakhapatnam	3362.00
Palasa	3877.00
Khurda Road	4339.00
Bhubaneswar	4339.00
Cuttack	4422.00
Balasore	4738.00
Kharagpur	4958.00
Howrah	5137.00

00621

Source : **Bengaluru**

Days of Running : **Wed, Fri**

Destination	Rates / Tonne
Jolarpettai	779.00
Chennai Central	1314.00
Vijayawada	2479.00
Balharshah	3647.00
Nagpur	4161.00
Itarsi	4653.00
Bhopal	4823.00
Jhansi	5316.00
Agra Cantonment	5747.00
Hazrat Nizamuddin	6039.00

00617

Source : **Bengaluru**

Days of Running : **Tue, Sun**

Destination	Rates / Tonne
Jolarpettai	779.00
Chennai Central	1314.00
Vijayawada	2479.00
Rajamundry	2857.00
Visakhapatnam	3362.00
Palasa	3876.00
Khurda Road	4339.00
Bhubaneswar	4339.00
Balasore	4738.00
Kharagpur	4958.00
Malda Town	5756.00
New Jalpaiguri	6041.00
Guwahati	6659.00
Dimapur	7007.00



CUSTOMER-CENTRIC ACTIVITIES FOR SENDING PARCELS

TIME-TABLED PARCEL EXPRESS TRAINS



02629

Source : **Yeswantpur**

Days of Running : **Tue, Thu**

Destination	Rates / Tonne
Tumkur	700.00
Arsikere	1090.00
Hubli	2210.00
Miraj	3240.00
Pune	4290.00
Manmad	5450.00
Busaval	6000.00
Bhopal	7010.00
Jhansi	7830.00
H. Nizamuddin	8730.00

02089

Source : **Yeswantpur**

Days of Run : **All Day**

Destination	Rates / Tonne
Tumkur	700.00
Arsikere	1090.00
Shimoga Town	1540.00

02295

Source : **Bengaluru**

Days of Run : **All Day**

Destination	Rates / Tonne
Renigunta	1849.97
Vijayawada	3203.51
Warangal	4010.33
Nagpur	5609.18
Itarsi	6439.97
Jabalpur	7070.33
Satna	7575.54
Pt.D.D.Upadyaya	8316.47
Danapur	8725.79

02246

Source : **Yeswantpur**

Days of Run : **Mon, Tue, Thu, Fri, Sun**

Destination	Rates / Tonne
Renigunta	2400.00
Vijayawada	4050.00
Vizianagram	5900.00
Bhubaneswar	7580.00
Howrah	9110.00

01302

Source : **Bengaluru**

Days of Run : **All Day**

Destination	Rates / Tonne
Dharmavaram	1324.06
Guntkal	1715.33
Raichur	2145.67
Solapur	3048.27
Daund	3807.15
Pune	4103.15
CST Mumbai	4799.30

06597

Source : **Bengaluru**

Days of Run : **Mon, Wed, Fri**

Destination	Rates / Tonne
Arsikere	1156.68
Hubli	2214.52
Belgaum	2686.68

02691

Source : **Bengaluru**

Days of Run : **All Day**

Destination	Rates / Tonne
Guntkal	1652.60
Secunderabad	3048.27
Balharshah	4446.69
Nagpur	5187.62
Bhopal	6377.04
Jhansi	7136.12
New Delhi	8205.90

06503

Source : **Bengaluru**

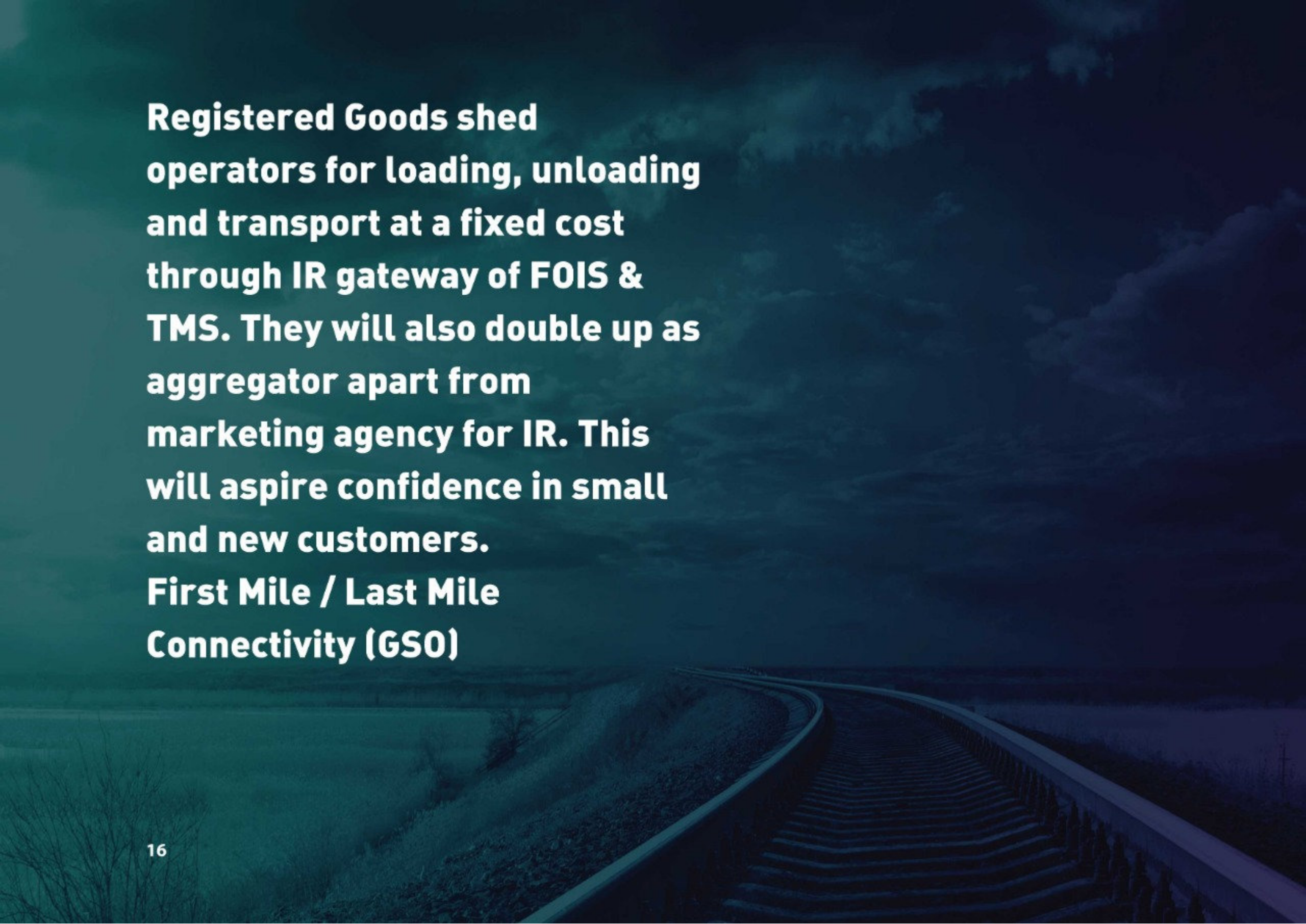
Days of Run : **All Day**

Destination	Rates / Tonne
Mandya	854.66
Mysore	1028.06

For more details contact - **Mob: 9731666950, 9731666957**

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Movement of parcel trains will be point to point as per extant rules.



**Registered Goods shed operators for loading, unloading and transport at a fixed cost through IR gateway of FOIS & TMS. They will also double up as aggregator apart from marketing agency for IR. This will inspire confidence in small and new customers.
First Mile / Last Mile Connectivity (GSO)**

***LOOKING FORWARD TO FACILITATE
YOUR TRANSPORT NEEDS...***

For More Details Contact

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&

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Thank You



SOUTH WESTERN RAILWAY
BENGALURU DIVISION

