No.2018/RS(S)/709/8 pt

New Delhi, dt.19.02.2019

Principal Chief Material Managers,
NR, NER, NCR, NWR, WCR

Sub:- Minutes of the meeting of PCMMs of Northern Region with Railway Board held on 30.01.2019 at Railway Board.

A copy of the Minutes of the meeting of PCMMs of Northern Region with Railway Board held on 30.01.2019 regarding review of Scrap Sale Performance is sent herewith for information and necessary action. Action taken on the Minutes may please be advised at the earliest.

DA: Minutes.

(V Apparao)
Director Railway Stores (C)
Railway Board

Copy to: 1. GM(EPS), CRIS, Chankya Puri, New Delhi -110021 for information and necessary action.
MINUTES OF SALES PERFORMANCE REVIEW MEETING OF PCMMs OF NORTH REGION

HELD ON 30.01.2019 AT RAILWAY BOARD

Present

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1.0 Presentation by EDRS(C)

- EDRS(C) welcomed all the PCMMs/CMM of Zonal Railways attending the meeting. A presentation was made on overall sales performance of Northern Region.

- At the end of Jan’19, total scrap sales was ₹ 2,871 crores as against the proportionate target of ₹ 2,800 crores, which is 2.55% higher than the proportionate target. Scrap balances have gone up which implies that the disposal is less than the arisings. The engineering works, such as, CTR/GC are going at full pace indicating that the arisings will further pick up. Hence, there is a need to speed up mobilization and auction sale.
2.0 **Address by AM/RS**

- Scrap prices are consistently on higher side as compared to last year and the price trend is stable. We should aim for exceeding the sale target by around 20%.

- A D.O. letter from DG/RS has been sent to GMs of all Zonal Railways to achieve ‘Nil’ scrap balance at the end of the financial year 2018-19. We should aim at disposing of all the identified scrap and achieving zero scrap balance.

- In the next two months, Railways should aim to sell scrap @ ₹700 crores per month so as to achieve ₹4,200 crores of scrap disposal during current year.

3.0 **Address by DG/RS**

- Roadmap should be prepared for the next two months to maximize the scrap disposal and to arrive at NIL balance by March'19.

- All Railways to organize meetings with scrap purchasers as is done by Northern Railway.

4.0 **Discussion on Railway-wise performance**

4.1 **Northern Railway**

- 70,889 MT of scrap has been identified by mapping and mopping, out of which 53,581 MT have been offered till now and balance quantity of 17,308 MT is to be received.

- PCMM/NR informed that NR had organized a Scrap Purchaser’s Meet on 22.12.2018 at SSB Depot. Feedback/suggestions received from the Purchasers have been sent to Railway Board. Issue relating to excess/short delivery is under consideration in Railway Board.

- PCMM/NR assured that all efforts will be made to not only achieve the target of ₹345 crs. but surpass it.

4.2 **North Eastern Railway**

- 43,669 MT of engineering scrap has been identified out of which 21,554 MT has been offered and 4,068 MT of scrap is under process. 17,747 MT of the identified engineering scrap is yet to be offered.

- PCMM/NER was advised to pay specific attention on sale of the identified scrap. Frequency of auctions is to be increased. PCMM/NER assured that efforts will be made to achieve the target of ₹170 crs.
• Sale of ₹11 crs. is expected through sale of unserviceable rails to RVNL.

4.3 North Central Railway

• Additional 15,000 MT of engineering scrap has been identified and is under mobilization for sale. Wagons and coaches are not available for condemnation. Only 4 locos are available. PCMM/NCR assured that they will surpass the target of ₹205 cr.

4.4 North Western Railway

• NWR has introduced Online Scrap Monitoring System App. This will help in efficient and effective recordkeeping and also help in avoiding inaccurate disposal. A powerpoint presentation was given by Sr. DMM/JP. NWR and CRIS should coordinate for developing an App on similar lines for all Zonal Railways and PUs.

• Second round of foot to foot survey has been done in Dec., 2018 and 10,000 MT of scrap has been identified. This should be mobilized for disposal during current year itself.

• CMM/NWR has assured that NWR will not only achieve the target of ₹190 cr. but surpass it.

4.5 West Central Railway

• PCMM/WCR informed that out of 11,344 MT of engineering scrap, 4,886 MT has been mobilized and 3,799 MT has been put up for sale. 30 wagons worth ₹1 crore will be received. WCR was advised that they should aim towards zero scrap balance and pursue for disposal of all the available scrap including engineering scrap.

• It is estimated that around ₹200 cr. of sale will be achieved by WCR.

4.6 CRIS

• GM(EPS)/CRIS made a presentation on the new module developed for lot publishing in e-auction for publishing/republishing of lots instead of catalogues.

• The salient features of new lot publishing system were presented. The module was well appreciated. It will enable Railways to conduct auctions more frequently, as only new lots will be eligible for e-auction after 7 days of publishing.

5. Meeting ended with vote of thanks to DG/RS, AM/RS, PCMMs and other participating officers.

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