

**भारत सरकार (GOVERNMENT OF INDIA)**

**रेल मंत्रालय (MINISTRY OF RAILWAYS)**

**रेलवे बोर्ड (RAILWAY BOARD)**

No.TCR/1078/2020/07

New Delhi, dated : 05.08.2020

**The General Manager,  
All Zonal Railways.**

**Sub:** Policy Guidelines for concession in freight charges for Short Lead Traffic.

**Ref :** Rates Circular No. 16 of 2020.

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1. Reference above, concession in charging of freight, for all traffic except Coal & Coke, Iron Ore, Military Traffic, Rail Material Consignments and Container Traffic booked upto 100 km, was granted w.e.f. 01.07.2020 and valid up to 30.06.2021.
2. Matter has been reviewed and Board has decided that the period of validity of the above referred Circular can be extended by Zonal Railways subject to the conditions that Zonal Railways have to enter into a long term agreement, not exceeding 10 years, with the customer for granting Short Lead Concessions.
3. The agreement shall have clause of enhanced loading commitment supported with Bank Guarantee. Depending upon the commitment, the percentage concession may vary from the rates mentioned in above referred Rates Circular.
4. Zonal Railways must assess the concession vis-à-vis the additional traffic and revenue projections to determine the rate of concession.
5. Zonal Railways shall evaluate the fulfillment of committed traffic and revenue projections annually, and realize the unmet revenue from customer or from Bank Guarantee at the end of year.
6. Zonal Railway shall get the MIS report designed in TMS through FOIS/CRIS before effecting the agreements, so as to get data on traffic, revenue and concession given for assessment of performance.
7. The validity of above referred Rates Circular beyond 30.06.2021 shall be as per agreement(s) entered into by Zonal Railways with customer(s).
8. All other details of the Rates Circular under reference shall remain unchanged.
9. This issues with the concurrence of Finance Directorate of Ministry of Railways.

*Shilpi Bishnoi*

**(Shilpi Bishnoi)**

**Director, Traffic Commercial (Rates)  
Railway Board.**

No.TCR/1078/2020/07

New Delhi, dated : 05.08.2020

**Copy for information and necessary action to:-**

1. Principal Financial Advisor, All Indian Railways.
2. Dy.C&AG of India (Railways), Room No.222, Rail Bhavan, New Delhi.

*Shilpi*  
5.8.2020  
**for Financial Commissioner (Railways)**

**Corrigendum No. 1 to Rates Circular No.16 of 2020**

No.TCR/1078/2020/07

New Delhi, dated : 05.08.2020

**Copy for information and necessary action to:-**

1. The Principal Chief Commercial Managers, All Indian Railways.
2. The Principal Chief Operating Managers, All Indian Railways.
3. Managing Director, CRIS Chanakya Puri, New Delhi-23.
4. The Chief Administrative Officer, FOIS, Northern Railway, CRIS, Chanakya Puri, New Delhi-23.
5. Managing Director, Konkan Railway Corporation, Belapur Bhavan, Sector-11, CBD Belapur, New Mumbai-400614.
6. Director General, National Institute of Indian Railways, Vadodara.
7. General Secretary/IRCA, New Delhi.
8. Director, Indian Railways Institute of Transport Management, Campus; Hardoi Bye Pass Road, Village & Post Office Kanausi, Manakanagar, Lucknow.

*Shilpi Bishnoi*  
05.08.2020

**(Shilpi Bishnoi)**

**Director, Traffic Commercial (Rates)  
Railway Board.**

**Copy to:-**

OSD to MT for kind information of MT,  
PSO to FC for kind information of FC,  
AM(T), AM (Vig), AM (Revenue), PED/TT(M), Adv.(C).  
EDTC(R), ED(FM),EDF(C), EDTT(F), EDTT(S),  
TC(CR), F(C) Branches of Railway Board.