

**दक्षिण रेलवे/Southern Railway  
चेन्नै मंडल/Chennai Division**

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**प्रेस विज्ञप्ति / PRESS RELEASE**

**Chennai Division of Southern Railway sets up Business Development Unit to increase its freight business**

To strengthen customer base and give a fillip to freight business, Railways have set up Business Development Units (BDU) across all Divisions as per instructions of Railway Board. In Chennai Division, BDU has been set up with Additional Divisional Railway Manager/III as the Nodal Officer and Senior Divisional Operations Manager, Senior Divisional Commercial Manager, Senior Divisional Mechanical Engineer and Senior Divisional Finance Manager as its members. The setting up of this BDU is aimed at doubling the quantum of freight carried by Railways by 2024. Focus will not only be in strengthening Railways' share in the existing traffic but also attracting new traffic which is hitherto being moved by Road.

The newly formed BDU will have regular interactions with both the existing and new customers to appraise them of all the new initiatives and benefits of transportation with Railways and will also serve as the nodal point to facilitate liaison with industry and trade representatives and customers and take necessary steps to expeditiously clear all their proposals and grievances with regard to freight movement.

Railways have been continuously taking several policy initiatives for the benefit of freight customers and a brief about the various present transportation schemes and products are given below:

**FREIGHT INCENTIVE SCHEMES**

**LONG TERM TARIFF CONTRACT (LTTC)**

To provide certainty in logistic operations with assured freight rebate including stability/certainty of freight rates and supply of wagons, Railways offer Long Term Tariff Contract for its customers.

Up to 35% concession can be availed in this scheme subject to fulfillment of conditions.

**TRADITIONAL EMPTY FLOW DIRECTION (TEFD)**

To reduce the empty running ratio on the railway, Automatic Freight rebate is allowed at the time of booking itself to customers in the notified TEFD.

Freight for all commodities under this scheme will be charged at reduced rates.

#### STATION TO STATION RATES SCHEME (STS)

Special reduced rates for specific commodity between specified stations for a specified period of time is offered by Railways for the benefit of customers.

Concession under the STS will be granted on the incremental traffic and discount of up to 30% can be availed depending upon the volume of traffic.

#### MERRY-GO-ROUND (MGR) SYSTEM

This scheme provides an economical and reliable alternative short lead traffic between two privately owned terminals over privately provided Railway tracks.

Lump sum rates beneficial to customer shall be charged under this scheme depending upon the no. of rakes to be load per day with no other charges of Dynamic pricing Policy being applicable.

#### ROUND TRIP TRAFFIC

In case of any customer commits to offer traffic in the return direction (i.e) back to the originating station, either from the destination station or from any point within 200 Kms of the destination, then traffic for both Outward and Return shall be charged at lower of the applicable Class rate amongst the outward and return direction traffic, subject to condition that loading in return direction begins within 24 hrs of release of outward rake.

#### PRIVATE FREIGHT TERMINAL

Railways offer interested parties' opportunity to start a Private Freight Terminal (PFT) or existing private siding owners to convert their private siding to a PFT and become a Terminal Management Company and generate added return on investment on available infrastructure.

#### TRANSPORTATION PRODUCTS

In Addition to the above schemes, Railways offer a variety of Transportation Products like Mini Rake, Two Point Rake, Multi Point Rake, etc, whereby the benefit of Train Load rates are extended even though the number of wagons indented by customer is less than the standard rake composition.

For further details, please contact 9003055407, 044-25355793 or mail us at [srdcm@mas.railnet.gov.in](mailto:srdcm@mas.railnet.gov.in)

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