

**Execution:** Finalized plan should be communicated to all concerned supervisors viz Deputy Chief Controller, Controller, Yard Master, SSE/Loco Shed, Terminal SMs, crew lobbies, customers. All out efforts are to be taken to achieve forecasted loading & interchange.

**Review:** As many aspects of the freight operations are dynamic, there can be changes to the expected operations. Any failure or deviation would lead to consequent failure in interchange. Hence initial commitments to interchange have to be achieved by planning for alternatives and making appropriate changes to original plan.

## **Zonal Head Quarter Role**

The Zonal HQ plays a vital role in day-to-day operations of Divisions in two important ways, by giving suitable guidance and assistance.

Similar actions to the ones taken by divisions are taken by the zonal headquarters for inter divisional co-ordinations and forecasting zonal interchange & loading.

Latest Freight operations position of various divisions in the zone is obtained by the HQ central control from divisions through FOIS and other modes of communications.

The information includes, stock position, loading and particulars of old outstanding and fresh registration of indents, freight trains running on each section, category wise position of unloading, Yard balances, average speed, interchange position, Locomotive position and Locomotive utilization etc.

The position is reviewed and analyzed by the PCOM/CFTM/ Dy.COM(Goods), STM(Goods) CEE/Plng. & Operations and CELE. The important position pertaining to various departments is conveyed to the concerned departments as well as the General Manager.

## **Railway Board Role**

Inter zonal co-ordination is done by Railway Board on a daily basis. Such close monitoring helps in ensuring that overall best operations for Indian Railways are achieved. Inter zonal interchange commitments and inter divisional interchange commitments are flagged and compliance is sacrosanct. This operational discipline is the driving force for freight operations.

## **Freight Marketing**

In order to attract traffic to rail as well as address the issues of empty flow and lean season loading, initiatives of freight marketing are taken up. Also, investments in wagons which are the basic assets of freight movement are also attracted with various schemes

## Various schemes for improving wagon population

Wagons are long term assets with life up to 20 years. Hence their production needs to be strategically planned. Some of the methods for bringing up wagon production with market needs are as follows:

### Wagon investment scheme

In order to encourage public-private partnership in procurement of wagons to meet with the anticipated incremental freight traffic Wagon Investment Scheme (WIS) was introduced. Customer's investing in Railway wagons will be assured of the supply of a guaranteed number of rakes every month based on the number of rakes procured and turn round of the type of wagons with 10% concession in freight. Investors opting for Engine on load (EOL) Scheme will get additional bonus. This guaranteed supply will be in addition to the normal supply of rakes to such customers.

### Wagon leasing scheme

The objective of this scheme is to develop a strong wagon leasing market by encouraging third party leasing of wagons, particularly with a view to bring in wagons of better designs.

Following types of wagons may be procured for leasing:-

- (i) High Capacity Wagons (HCW)
- (ii) Special Purpose Wagons (SPW) like BCBFG, BCACM
- (iii) Wagons for Container movement.

## Dynamic Pricing Policy

Introduced with the objective to optimize utilization of transport capacities and reduce idling of assets by imposing busy season surcharge and granting attractive concessions in freight and fare, during off season.

## Freight incentive schemes

Main objective of the Freight Incentive Scheme is to generate additional traffic volumes and additional revenues. Grant of freight concessions should, therefore, serve this very objective. A close watch needs to be kept to ensure that this objective is being served.

Following Schemes are included in this category:

**Liberalized Automatic Freight Rebate Scheme for traffic loaded in Traditional Empty Flow Direction:** This scheme is introduced with a objective to reduce the empty running of freight trains on IR and garner additional revenue by a suitable pricing mechanism based on discount offered to customers for booking their goods in trains, which are normally run empty from unloading points.

**Incentive Scheme for Freight Forwarders:** This scheme is introduced to facilitate cargo aggregation & expand commodity basket on railways. Since customers are required to book a minimum of half rake, which they may not have the goods required, a single customer aggregates the different customer's cargo and book by the railways.

## Features common to both coaching and freight operations

### Crew management

#### Posting of crews

LP / ALP / Guards / Shunters are posted at their headquarter stations under Chief Crew Controller (CCC). Crew are required to work from their headquarters to various stations as per their crew beats. Running rooms with catering facilities are provided for outstation crew. The hours of rest for a crew are different for headquarter and outstation. CCC has to ensure the staff working under are not due for refresher courses or periodical medical examination before being booked for working of trains.

#### Road Learning

Crew of the trains has to undergo road learning of the section, in order to familiarize with the signals, stations, gradients and other aspects required for safe running of the trains before they are booked for independent working of trains as per SR 3.78.2 of G&SR 2020.

#### Crew Lobby

The place where crews are booked for train operations is called a lobby. Combined crew lobby is where all three - Guard, Loco pilot and ALP are booked together. The lobby supervisors/staff takes forecast of requirement of crew from the control. They book the crew based on the train order in case of freight trains and non-time tabled coaching trains. A two call system is followed in order to minimize pre departure detentions. The booking of the crew is done through Crew Management System. Care is taken to ensure that the crew booked for a train is designated for working such trains; have a proper LR for the section. Once the crew arrives at the lobby, a breathalyser test is conducted along with signing on, to ensure that there is no alcohol intake or influence. This test is also conducted at the completion of duty while signing off. On completion of the duty, the crew submits a Combined Train Report (CTR) jointly signed by LP and Guard duly mentioning the detailed timings and en route detentions to CCC/SM. Apart from booking the crew for train orders, lobbies also ensure crew balancing for the day as per forecast.

#### Crew equipment & Documents

Crews working the trains are required to possess with them certain equipment as mentioned in SR 4.19.