

Business Development Unit (BDU) 2021-22

Regular meetings are conducted with various industrial association and potential customers in order to market different transportation products (mini rake, two point rake etc) and freight incentive schemes of Railways. So far with the efforts of BDU additional rakes with revenue of Rs. 74.65 Cr. have been loaded :

Commodity	Station	Rakes	Earnings (Rs. Crore)
Lime Stone by MW Mines	BWS	39	12.75
Bentonite	BME	3	1.58
Bentonite	BGKT	1	0.32
Mixed commodity by M/S Vinayak Logistics	GOTN	43	14.4
Cement by Nirmex Cements Ltd	GOTN	3	0.83
China Clay by B B Mines	GOTN	1	0.70
Clinker by M/S Ambuja Ltd	MEC	4	1.92
Clinker by M/S Nuvovo Cements	MEC	14	6.95
Cement by M/S Nuvovo Cements	MEC	2	0.71
China Clay by M/S Yes Group	MEC	1	0.45
Sand by M/S Bangali Babu	LUNI	1	0.06
Clinker by M/S Ambuja Ltd	KJW	79	25.75
Bentonite	BSDA	5	3.47
Container by CRRS	BSDA	82	4.76
Total		278	74.65

BDU Performance in FY 2022-23 (Up to June-2022)

The strong performance of last year has continued in this year as well and we have added a revenue of Rs. 21.07 Crores through BDU efforts upto June-22. We will be also adding new commodities like Clinker, Cement and Lime Powder going forward in this year.

Commodity	Station	Rakes	Earnings (Rs. Crore)
Lime Stone by MW Mines	BWS	5	1.90
Mixed commodity by M/S Vinayak Logistics	GOTN	9	4.86
Clinker by M/S Ambuja Ltd	MEC	25	9.90
China Clay by M/S Yes Group	MEC	2	0.87
China Clay by Vinayak Logistics	GOTN	2	1.37
Bentonite	BSDA	3	2.04
Container by CRRS	BSDA	2	0.12
Total		48	21.07