

Business Development Unit (BDU) 2021-22, 2022-23 & 2023-24

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. 300.25 Cr. have been loaded :

BDU EFFORTS 2021-22 , 2022-23 & 2023-24			
Commodity	Station	Rakes	Earnings
			(Rs. Crore)
Clinker by M/S Nuvovo Cements	MEC	14	6.95
Cement by M/S Nuvovo Cements	MEC	2	0.71
Sand by M/S Bangali Babu	LUNI	1	0.06
Clinker by M/S Ambuja Ltd	KJW	79	25.75
Lime Stone by MW Mines	BWS	106	38.76
Bentonite	BGKT	1	0.32
Bentonite	BME	8	5.95
Mixed commodity by M/S Vinayak Logistics	GOTN	129	71.42
China Clay by B B Mines	GOTN	4	2.76
Clinker by M/S Ambuja Ltd	MEC	38	16.07
Limestone by Krishna Gypsum Beawer	PBC	14	3.65
Clinker by Ambuja Cement	PBC	4	1.99
China Clay by M/S Yes Group	MEC	3	1.32
Charcoal by D D Sales	HWT	8	2.96
Chinaclay by Raj Kumar Goods Transport Co.	BWS	1	0.38
Bentonite	BSDA	12	8.63
Cement by M/s Nirmex Cement	GOTN	3	0.83
Container by CRRS	BSDA	85	5.72
DOC (De Oiled Cake) by M/s Vipul Industries	JOR	1	0.41
Cement by M/s Ambuja Cement	GOTN	3	1.23
Clinker by M/s Ambuja Cement	MAMM	114	60.67
Limestone by M/s Wonder Cement	SONU	44	34.3
Limestone By M/S Wonder Cement	WCGS	16	9.16
China Clay	MDW	1	0.27
Salt Loading	PLCJ	1	0.11
Total		692	300.25

41. BDU Performance in FY 2024-25 (Up to Feb.-25)

Last year's BDU success continued this year too and division this year succeeded in getting new freight loading of Charcoal, Crush Lime & China clay from HWT, PBC & BWS stations. The BDU performance in FY 2024-25 up to Feb.-25 is as below:-

BDU EFFORTS 2024-25 (UPTO FEB.-25)			
Commodity	Station	Rakes	Earnings
			(Rs. Crore)
Clinker by M/s Ambuja Cement	MAMM	130	66.07
Limestone by M/s Wonder Cement	SONU	64	39.14
Mixed commodity by M/S Vinayak Logistics	GOTN	25	16.53
Limestone by M/s Wonder Cement	WCGS	6	3.53
Lime Stone by MW Mines	BWS	10	3.71
Charcoal by D D Sales	HWT	2	0.52
Total		237	129.5