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Sub: Resumption of 13 Mail/Exp Trains to boost Coaching Revenue.

With the relaxation of travel rules throughout the country, there is a heavy demand of passengers from Eastern Railway originating stations to various parts of the country. In this context, an analysis has been made of the occupancy levels and revenue earned of the important long distance Mail/Exp trains. Based on this, it is felt that Railway Board may be requested to give permission for resumption of 13 Mail/Exp trains which will not only help the passengers to reach their destination easily but also give a boost to the coaching revenue of Eastern Railway. The 13 trains suggested are given as under:-

FOR NORTH BENGAL & ASSAM

1. 12345/46 HWH-GHY Saraighat Exp
With a daily average occupancy of 125.61% and revenue earnings of ₹9.75 lakhs per trip in 2019-20, and also because there is no direct connectivity to GHY from Kolkata, the resumption of this is felt essential.
2. 12343/44 SDAH-NJP Darjeeling Mail
This has traditionally the most popular train from Kolkata to North Bengal with an occupancy level of 105.82% and per trip revenue of ₹8.87 lakhs in 2019-20. If it is felt that daily running of this train could result in some berths going vacant, then the train can be introduced on a Tri-weekly basis with one rake ex. SDAH on Monday, Wednesday & Friday and ex. NJP on Tuesday, Thursday & Saturday.

FOR NORTH INDIA/DELHI

3. 12331/32 HWH-JAT Tri-weekly Himgiri Exp.
Presently there is no connectivity to JAT from Eastern Railway. Resumption of this train will be beneficial from revenue point of view as the earnings per trip of this train is ₹18.71 lakhs and occupancy is 192.9%.
4. 12379/80 SDAH-ASR Weekly Exp.
Currently the only connecting train to ASR from Kolkata area is 02357 KOAA-ASR Bi-weekly Durgiyana Exp, which has an occupancy of 154.32% in the 27 trips that it has done since 1 June'20 with earnings of ₹16.35 lakhs per trip. Therefore, it is felt that the re-introduction of 12379 will help in easing out the rush in 02357 and also aid in increase in coaching revenue.
5. 13413/14 MLDT – DLI Tri-Weekly FARAKKA Exp.
This was a highly popular train in 2019-20 with occupancy level of 177.7% and earnings of almost ₹9 lakh per trip. If re-introduced it will provide a direct link from the divisional HQ of MLDT to DLI and also touch important stations like BGP & JMP enroute. The other train in this route 02367 BGP-ANVT Exp already has an occupancy of 140.13% and earnings of ₹14.39 lakhs per trip after one week of its re-introduction.

6. 12313/14 SDAH-NDLS Rajdhani Express
Since 02301/02 HWH-NDLS Rajdhani Exp is going with full capacity, it is expected that SDAH Rajdhani also has the potential to go full. In 2019-20, 12313 earned ₹28.33 lakhs per trip with an occupancy of 105.08%.

FOR NORTH BIHAR & UP

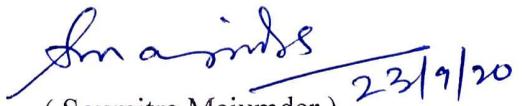
7. 15047/48 KOAA-GKP Purbanchal Exp. (4 days a week)
With the festive season of Dushhera, Diwali and Chhat round the corner, it is expected that there would be a huge rush of passengers for destinations lying in Bihar and UP. Therefore it is suggested that this train must be re-introduced as it had an occupancy of 134.64% and per trip earnings of ₹6.52 lakhs In 2019-20.
8. 13185/86 SDAH-JYG Gangasagar Exp.
With an average occupancy of 131.89% per trip in the 351 days it ran in 2019-20 and with an earnings of ₹4.22 lakhs per trip, this train was immensely popular for passengers headed towards Darbhanga, Madhubani, Jaynagar and other destinations of North Bihar. This daily train is certain to become popular once it is re-started.
9. 13021/22 HWH-RXL Mithila Exp.
Another popular train to Bihar, this will also give us guaranteed 100% occupancy if reintroduced. In 2019-20, the train ran with an average occupancy level of 137.78% and earned ₹5.37 lakhs per trip.
10. 13071/72 HWH-JMP Exp.
Although an intra-railway train, this offers a direct connectivity to SBG, CLG, BGP, Sultanganj and JMP. With occupancy levels of 116.59% and revenue earning of ₹3.31 lakhs per trip in 2019-20, this train also merits re-introduction.
11. 13159/60 KOAA-JOGBANI Tri-weekly Exp.
This train has a different route via NFK, MLDT, HCR, KIR & PRNA and is expected to be extremely popular if it is reintroduced. In 2019-20, the occupancy level of this train was 119.37% with earnings of ₹3.16 lakhs per trip.

FOR CONNECTIVITY TO MUMBAI & CHENNAI

12. 13576/75 JSME-TBM Weekly Exp.
The only train to South India originating from ASN division had an occupancy of 162.65% and earnings of ₹13.40 lakhs per trip. If re-introduced, this weekly train to Chennai is certain to become popular.
13. 12361/62 ASN-CSMT Weekly Exp.
This is also the only direct train to Mumbai from ASN division which had an occupancy of 156.14% per tip and earnings of ₹14.67 lakhs in 2019-20. It is suggested that this train may also be reintroduced.

In light of the above analysis and justification, you are requested to send the proposals of re-introduction of these 13 trains to Railway Board for approval so that these trains can be reintroduced before commencement of the festive season which starts in mid October'20.

If all the 13 trains are run, the Eastern Railway has the capacity to earn about ₹23 crores of additional coaching revenue per month.


(Soumitra Majumdar) 23/9/20
Principal Chief Commercial Manager