

ANDHRA PRADESH STATE ROAD TRANSPORT CORPORATION



No. M/801(6)/2015-OPD(M)

Office of the VC & MD,  
Bus Bhavan, Hyderabad.

**CIRCULAR NO. 03/2016-OPD(MKTG), DATED 19.03.2016.**

Sub: **ATB AGENTS** - Payment of Commission rates to ATB agents and B2C franchisee - increasing of the commission rates - Reg.

- Ref: 1. Circular No. 46/2013 -OPD(M), Dt:04.11.2013.  
2. Circular No. 09/2015 -OPD(P), Dt:24.10.2015.  
3. Circular No. 12/2015 -OPD(M), Dt:10.11.2015.

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The existing rate of commission payable to ATB Agents and B2C Franchisees were adopted initially after downward revision to neutralize impact of the fare hike implemented w.e.f. 06.11.13, as per the circular under reference 1<sup>st</sup> cited.

In order to motivate ATB Agents & B2C Franchisees to book more seats through OPRS, the same rate of commission is being continued even after fare revision implemented (through circular under reference 2<sup>nd</sup> cited) which was communicated vide circular under reference 3<sup>rd</sup> cited as furnished below.

| Type of Service                                 | Existing rate of Commission(%) |
|---|--------------------------------|
| <b>Non -AC services</b>                         | 3.05                           |
| Express, Deluxe & Super Luxury                  |                                |
| <b>AC services</b>                              | 4.54                           |
| Indra, Garuda, Garuda plus, Amaravati & Vennela |                                |

ATB Agents made several representations to the Corporate Office duly requesting to enhance the commission rate payable from 3.05% to 5.00% (for non AC services) & from 4.54% to 7.00% (for AC services). It is learnt that ticket booking agents engaged by private bus operators are paying a commission of 8 to 10% over fare.

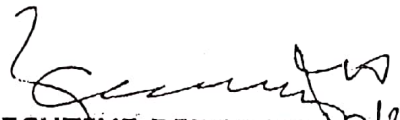
After examining the representation and taking field reality into cognizance, it is decided to increase rate of commission payable to ATB Agents & B2C Franchisees in order to encouraged existing ATB Agents & B2C Franchisees towards sale of more seats through OPRS as furnished below.

| Type of Service                                 | Existing rate of Commission(%) | Revised rate of commission(%) |
|---|--------------------------------|-------------------------------|
| <b>Non – AC services</b>                        | 3.05                           | 5.00                          |
| Express, Deluxe, Ultra Deluxe & Super Luxury    |                                |                               |
| <b>Ac services</b>                              | 4.54                           | 7.00                          |
| Indra, Garuda, Garuda plus, Amaravati & Vennela |                                |                               |

The revised commission rates will come into force w.e.f. 01.04.2016.

Therefore all the Regional Managers are advised to convene a meeting with ATB Agents duly informing the revised commission rates and are also advised to review the agent wise ticket sales on monthly basis so as to maximize sale of tickets through OPRS.

This has got the approval of VC & MD with the concurrence of FA & CAO.

  
EXECUTIVE DIRECTOR 29/3/16  
(O,M&C & Projects)

To

All Regional Managers  
All Depot Managers

- Copy to : Director (V&S), FA & CAO, ED (E&IT), ED (A&P) for information.  
Copy to : All ED(Zone)s for information & necessary action.  
Copy to : All HODs for information.  
Copy to : CE (IT) for information & for necessary modifications in software.  
Copy to : All Dy. CTMs, Dy. CTM (M&C)/(Zone)s, Dy. CAO/AOs for Information & necessary action.  
Copy to : All Dy.CTM/ATMs of Bus Station, all Bus Station Managers & All Traffic Incharges for information & necessary action.