

ANDHRA PRADESH STATE ROAD TRANSPORT CORPORATION

No. M/804(3)/10-OPD (M)

O/o the VC & MD
Musheerabad, Hyd-624**CIRCULAR NO. 26/2010 - OPD (Mktg) DATED: 16.09.2010**

Sub: ATB AGENTS: Payment of Commission to Authorised Ticket Booking Agents on sale of tickets – Enhancement of Commission rates for seats sold over and above the targets fixed – Issue of instructions – Reg.

Ref: 1) Circular No. 4/2010-OPD(R&D) dated 07.01.2010.
2) Circular No. 8/2010-OPD (M) dated 19.02.2010.

The ticket fare slabs for payment of commission to the Authorised Ticket Booking Agents were revised Vide Circulars referred above, consequent to the fare hike during January 2010. However ATB Agents represented to enhance Commission per each ticket reserved, since they are obtaining less commission and that the commission rates also not increased for many years.

In view of the above representations after a detailed study by a committee, VC & MD accorded sanction with the concurrence of Financial Advisor for enhancing commission rates after reaching target to motivate the ATB Agents for higher ticket sales.

The new commission rates applicable for Authorised Ticket Booking Agents of the Corporation are illustrated below:

TYPE OF SERVICE	upto TARGET		above TARGET	
	ADULT	CHILD	ADULT	CHILD
A) For Garuda services:	₹.	₹.	₹.	₹.
i) For fare upto ₹.375/-	10.00	7.50	12.00	9.00
ii) For fare from ₹. 376/- to ₹.700/-	20.00	15.00	24.00	18.00
iii) For fare above ₹. 700/-	25.00	19.00	30.00	22.50
iv) For fare above ₹.700/- in routes Hyd-Mumbai, Hyd-BGLR, Hyd-Shirdi & VSP-Chennai	50.00	38.00	60.00	45.00
B) For all other services:				
i) For fare upto ₹.125/-	5.00	2.50	6.00	3.00
ii) For fare above ₹.125/-	10.00	5.00	12.00	6.00
C) For all other services to ATB Agents of Hyderabad & Secunderabad, Bangalore, Mumbai & Chennai:(any fare)	10.00	10.00	12.00	12.00

These commission rates will come into force w.e.f. 01.10.2010


TARGET FIXATION:

1. The previous financial year's (1st April to 31st March) average daily seats sold by an Agent is to be fixed as the daily Ticket sale Target for the present financial year.
2. In case, if the Agent fails to reach the targeted sales, the same target will be continued for the next year also.
3. This target based higher commission is allowed only for the Agents who complete one year of business in OPRS i.e. from the 2nd year of their tenure.
4. The Traffic Incharge shall arrange for computation and feeding of Daily Ticket sale targets into OPRS (pertaining to the ATB Agents) of the concerned Depot jurisdiction. In case of Agents of twin cities of Hyderabad and Secunderabad and Interstate Agents attached to the RM/RR, the ATM-II/MGBS shall arrange for computation and feeding of daily ticket sale targets into OPRS. In case of Agents of Bangalore, ATM/BGLR shall arrange for the same.

VIGILANCE:

The Dy.CTM/Accounts Officer of the concerned Region shall check the Targets fixed for the ATB Agents for OPRS services as per the previous financial year's average daily sales.

All the Field Officers are therefore advised to implement the new Commission rates for the ATB Agents and motivate them to work for higher sale of tickets as above and in turn to increase the Occupancy Ratio.



EXECUTIVE DIRECTOR (O&MIS) 16/9/10

To
All Regional Managers

Copy to:

The Director (V&S), FA, CAO, All EDs & HODs for information.

CE (IT) for information & necessary modification in the OPRS software.

All Dy. CTMs/DVMs, Dy.CAOs/AOs, DMs/ATMs and Traffic Incharges for n/a.