

ANDHRA PRADESH STATE ROAD TRANSPORT CORPORATION

No. M/801(4)/12-OPD (M)

O/o the VC & MD
Musheerabad, Hyd-624

CIRCULAR NO. 53/2012 - OPD (Mktg) DATED: 31.12.2012

Sub: **ATB AGENTS:** Modification in payment of commission rates to ATB Agents – Revised guidelines issued – Reg.

- Ref: 1. Circular No : 37/2011-OPD (M) DATED 15.07.2011
2. Circular No : 11/12-OPD(MKTG) dt. 02.03.2012
3. Lr. No. M/804(1)/2011 – OPD(M) dt 23.05.2012
4. Circular No : 40/2012 – OPD (M) DATED 24.09.2012

The competent authority with the concurrence of FA & CAO, has given approval to revise the commission rates payable to ATB Agents duly dispensing the existing slab system with different rates of commission on ticket fare to motivate ATB agents to increase sale of tickets under BARAT. The present and revised commission rates are given below.

Present Commission rates :

Fare slabs	Commission payable			
	upto TARGET		Above TARGET	
	ADULT	CHILD	ADULT	CHILD
TYPE OF SERVICE	ADULT	CHILD	ADULT	CHILD
A) For Vennela, Garuda Plus, Garuda & Indra services:	Rs.	Rs.	Rs.	Rs.
i) For fare upto Rs.425/-	10.00	7.50	12.00	9.00
ii) For fare from Rs.426/- to Rs.785/-	20.00	15.00	24.00	18.00
iii) For fare above Rs.785/-	50.00	38.00	60.00	45.00
B) For all other services:	Rs.	Rs.	Rs.	Rs.
i) For fare upto Rs.175/-	5.00	2.50	6.00	3.00
ii) For fare above Rs.175/-	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

For Mumbai & Pune agents, separate commission rates are allowed as given below as per the letter No. O1/801(11)/2011-ATM-II MGBS communicated.

SL NO	Service & Route	Adult (Rs)	Child (Rs)
1	For other than Garuda services:	20.00	10.00
2	For Garuda services:		
a)	Mumbai-Hyderabad	80.00	60.00
b)	Pune-Hyderabad	60.00	45.00
c)	Mumbai-Pune	30.00	22.50

Revised Commission rates :

The revised commission which shall be paid on percentage system on ticket fare, is furnished hereunder:

Type of Service	Rate of commission
Super Luxury, Deluxe & Express	3.40%
Vennela, Garuda Plus, Garuda & Indra	5.00%

The above revised commission rates are applicable to the ATB agents of Mumbai and Pune also.

Fixation of Targets :

The guidelines regarding fixation of targets and commission to be paid over and above the target shall be communicated at a later date.

Payment of Boarding Point Commission:


The guidelines issued through the Circular No 11/12-OPD(MKTG) dt. 02-03-2012, for payment of Boarding Point Agents commission of Rs.1/- per passenger shall be continued duly obtaining approval from the competent authority.

Payment of commission on cancelled tickets :

Instructions issued through the Cir No 23/2011-OPD(MKTG) dated 18.05.2011 to pay proportionate commission on cancelled tickets, basing on the percentage of ticket amount retained by the Corporation, shall be continued.

All the Regional Managers shall conduct a meeting with the ATB agents and inform the increase in commission rates payable to ATB agents before implementation with an appeal to increase the sale of seats under BARAT.

The revised commission rates shall be implemented w.e.f. 05.01.2013.


EXECUTIVE DIRECTOR (O, MIS & AM)

To
All Regional Managers

Copy to:

The Director (V&S), FA & CAO, ED (E & IT), ED (Medical & HRD) and Secy to Corporation & ED (A & P) for information.

All EDs of Zones for information and necessary action.

All HODs for information.

CE(IT) for carrying out necessary software modifications.

All Dy.CTMs, DVMS, Dy.CAO/AOs for necessary action.

All DMs/ ATMs of Bus stations & All traffic In-charges and BSMs for necessary action.