


Sub-Volume discount Scheme for containers moved through CONCOR Coastal services – reg.

1. To promote the volumes in CONCOR Coastal service, and also bringing consistency in the occupancy per voyage, the following guidelines are issued for implementing the VDS.
2. The VDS will be given to the customers who enter in to an agreement with CONCOR for a period of 6 months/12 months.
3. The Customer will be eligible for VDS as per the minimum volumes he has to load per voyage.

Volume/Voyage	VDS Amount/Container
50 to 99 TEU	1000
100 to 199 TEU	1500
200and Above	2000

4. VDS will be disbursed every quarter after determining the slab of VDS, the customer is eligible based on his minimum container load per voyage. At the end of six months/One year of agreement period, it will be reconciled final payment/recovery will be done as per the eligibility.
5. As an illustration, it is to mention that, if the customer loaded say 55, 99, 200, 101,100,121,201,51,55,51,101,203 containers per voyage over the quarterly period ,his VDS is calculated on the basis:-
 - Whether he has done minimum of containers loaded per voyage for eligibility for VDS i.e 50 Containers per voyage
 - Minimum of Containers loaded per voyage the reckoning period i.e. 51
 - He is eligible for first slab of VDS i.e Rs 1000 per containers loaded by him
6. If the customer loaded consistently more than 100 Containers and above per Voyage during the reckoning period he will be eligible to get the VDS at Rs 1500 per container.
7. Like wise if the customer loaded minimum of 200 and above containers in each vessel he will be paid at the rate of Rs 2000 per container during the reckoning period
8. If the customer is not loaded minimum volume as per VDS criteria in any of the voyage, he will not eligible for the VDS scheme.
9. The VDS will be payable to the pay party on the basis of IWB.
10. This VDS scheme will be applicable one year from the date of issue. The tenure can be extended at the sole discretion of Competent Authority.

The mentioned Volume Discount Scheme will be valid from 1st May 2019


(G RAVI KUMAR)
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