Engineering Export Promotion Council

# REPORT

OF THE

# COMMITTEE

FOR THE YEAR ENDING 31ST MARCH 1958

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# ENGINEERING EXPORT PROMOTION COUNCIL

*Report of the Committee for the year ending 31st March, 1958*

The Committee have the pleasure to submit their report on the work done during the year ending 31st March, 1958.

## INTRODUCTION

Although the year started with a note of confidence and optimism not much progress was made in export for reasons which will be discussed in the following paragraphs. The Council continued its efforts to create awareness among the manufacturers to export and to find out markets for their products. Two Delegations were sent—one to West Asia and the other to South-East Asian countries. These Delegations brought to light valuable information concerning export of our engineering goods and also the conditions prevailing in other competing countries like Japan.

Unfortunately, the problems which faced the exporters in the beginning of the year remained unsolved. Even towards the close of the year the facilities which were offered by way of drawback on import duties and replenishment quota were either ineffective or of little practical benefit. The result was that although there was much talk about the export of engineering goods there was little increase in actual export. The problems which faced the exporters are mainly the following:—

(*a*) Inadequate supply of essential raw materials like pig-iron and steel.

(*b*) High prices of steel and pig-iron.

(*c*) Shipping difficulties like inadequate space and high freight rates, and

(*d*) High railway freight rates from inland centres to ports or from port to port in reverse direction.

Besides, there are certain incentives which our competitors in other countries, like Japan, are getting which make their position very strong. They include credit facilities at 3% lower than the normal banking rates, retention of certain percentage of foreign exchange earned for importing some restricted items, and income tax relief. The Indian exporters have been trying to secure similar facilities in order to enable them to offer competitive quotations but little was done till the end of the year under review.

In the absence of adequate supplies of steel and pig-iron and on account of high prices of essential raw materials, lack of shipping space and high freight rates from Indian ports to Overseas, high railway freights and lack of other facilities which the exporters of other countries are enjoying, it is extremely difficult for Indian manufacturers to compete in the overseas markets. There is now a greater awareness among the manufacturers to export and through the efforts of the Council contacts have been established in several countries from where enquiries are regularly received. The Council's Foreign Officers and Correspondent have been helpful in keeping the Council informed about the possibilities for export in their respective countries. All these efforts, however, have been fruitless because of the Indian manufacturers' inability to offer competitive prices. Inspite of difficulties and handicaps, some of the manufacturers have shown commendable courage and initiative to get into the markets of highly industrialised countries like U.S.A., U.K., Canada, Western and Eastern Europe and have secured business for engineering goods. Their efforts to export to these countries have added significance inasmuch as not only valuable foreign exchange has been earned but also it has demonstrated that the Indian engineering goods are second to none in quality, finish and durability. It is also creating confidence in the minds of the manufacturers and exporters, in general, that they can export even to highly industrialised countries in the world. In the following paragraphs we shall refer to the various handicaps which are standing in the way of expansion of our export trade and the steps taken by the Council to remove those handicaps. We strongly feel that unless these handicaps are removed, there is no possibility for any appreciable expansion in the export of engineering goods. There is no vacuum in any of the markets in South East Asia, West Asia and West Africa and if we have to compete, we have to offer competitive rates.

A copy of the Programme of work and the Budget duly approved by the Government are appended to this Report as appendix I.

## IMPLEMENTATION OF THE PROGRAMME

EXTERNAL PROGRAMME:

**Survey of Markets.**— During the year under review we conducted market surveys in Afghanistan, Iran, Kuwait, Bahrain, Iraq, Syria, Lebanon, Jordan, Egypt, Ceylon, Singapore, Federation of Malaya, Thailand, Cambodia, South Vietnam, Philippines and Hongkong. The following reports of the Trade Delegations and Market Surveys were published during the year:—

(1) *Markets for Engineering goods in West Asia.*— Report of the Trade Delegation to Afghanistan, Iran, Kuwait, Bahrain, Iraq, Syria, Lebanon, Jordan and Egypt.

(2) *Market for Engineering goods in South East Asia.*— Report of the Trade Delegation to Ceylon, Singapore, Federation of Malaya, Thailand, Cambodia, South Viet-Nam, Philippines and Hong Kong.

(3) Market Survey for Engineering goods for Iraq and Lebanon.

(4) How to do business with Burma?

**Propaganda.**—

(*a*) *Advertisements.*—As per programme the external publicity as approved by the Publicity Sub-Committee was carried out. The advertisements were released in such a way that they coincided with the visit of the Trade Delegation or opening of foreign offices abroad. The advertisements were released through Messrs. Clarion Advertising Services Private Ltd., who are the Council's advertising Agents.

(*b*) *Overseas Journal.*—The Council continued its publication of the Overseas Journal entitled Indian

Engineering Exporter. In view of the increasing demand of the Overseas Journal, we had to increase the number of copies. The Journal is being circulated amongst Chambers of Commerce, Government Departments and Importers and Dealers in foreign countries and has proved to be an useful link between Manufacturers/exporters and importers.

(c) *Show-rooms.*—In the month of March, 1957, the Directorate of Exhibition in consultation with the Council purchased a number of engineering exhibits for the show-rooms at Rangoon, Teheran, Bangkok, Singapore and Mombasa. The goods were despatched to the show-rooms and during the visit of the Council's Trade Delegation to some of the Middle East countries, the show-rooms were found to be very useful. It was easier for the delegates to convince the importers about the quality of the engineering goods and their prices. It was, however, noted that for lack of adequate space and proper planning, a very small percentage of the engineering goods sent for the show-rooms were actually displayed in the show-rooms. In some places, the goods had not reached even after a lapse of six months and in others the goods were still lying in the godown because there was no sufficient space for display.

(d) *Exhibitions.*—According to the programme, the Council had to participate in the Exhibitions at Peking, Damascus, Sudan and Turkey. The exhibitions in Peking and Damascus were started in the first week of September, 1957. It was not possible for the Council to send its representatives to the exhibitions at Peking and Damascus but the Council took an active part in the collection of exhibits for these exhibitions and many of the member firms as well as non-members actually participated in these exhibitions. The Council also participated in the Wholly Indian exhibition at Khartoum (Sudan) which was held between 20th March to 10th April, 1958. The Council deputed its foreign officer in Mombasa to be present throughout the exhibition. The exhibition has been very successful in so far as engineering goods were concerned. It has created a good deal of publicity for our engineering products and it is hoped that our exports to Sudan would increase. The Council's pavilion was well represented. 20 leading manufacturers/exporters had sent their exhibits ranging from heavy items like diesel engines, pumping sets, shaping machines, lathes and grinders and light ones like builders' hardware, bicycles and electrical accessories. As a result of our participation a number of enquiries were received from various parties for various items.

Some of the leading firms had also sent their representatives to the exhibition so as to give practical demonstration of the working of their products.

(e) *Foreign Offices*.—In pursurance of the programme, the Council appointed officers for its Foreign Offices in Mombasa and Rangoon with a view to acquainting themselves about the nature of the various engineering products. These officers visited various industrial centres within the country before joining their duties abroad.

The Foreign Officers started their work in right earnest from the beginning of January, 1958. These officers have been useful in bringing to us the information about the possibilities for export of our engineering goods. They have been rendering useful service and it is hoped that in course of time, they will be instrumental in expanding the export of our engineering goods to these countries.

(f) *Correspondents*.—Having regard to the fact that the Council appointed two officers for its Foreign Offices in Mombasa and Rangoon, the question of appointing a correspondent was taken up towards the close of the year under review on the recommendation of the Trade Delegation to West Asia—(A Correspondent was actually appointed in Baghdad from 1st May, 1958).

(g) *Delegation.*—According to the programme, the Council had to send two Trade Delegations—one to Middle East and the other to South East Asian countries. The Council was also expected to send Study Groups to Japan and Europe to study the methods adopted by these countries in organizing their export trade in all forms. In the second quarter of the year under review the Council sent a Trade Delegation to Middle East covering Afghanistan, Iran, Kuwait, Bahrain, Iraq, Lebanon, Egypt and Alexandria.

On the 18th January, 1958, the Council sent its fourth Trade Delegation to South East Asian countries which covered Colombo, Singapore, Malaya, Thailand, Cambodia, South Viet-Nam, Philippines and Hong Kong. The members of the Delegation took the opportunity of visiting Japan also and studied the steps taken by the Japanese manufacturers to promote their exports. The delegation was received with great cordiality throughout the tour and opportunities were taken to explore the possibilities for export of engineering goods to various countries. The recommendations of the Delegation are reproduced below:—

(1) Most of the countries of South East Asia have agricultural economies and their exports include rubber, rice and timber. In view of their existing unfavourable balance of trade with India, there is natural resistance to the further increase in exports from this country. It is, therefore, recommended that India should import at least a part of her requirements of such products from the countries of S.E. Asia. Even token imports of the agricultural products of these countries will go a long way in expanding exports of India's engineering products.

(2) In many instances wherever the trade is not linked with some form of economic aid, the import of goods is effected on the basis of barter agreements whereby the countries of this region are importing their requirements of engineering goods

and other products against the agricultural or forest produce of their own countries. It is, therefore, recommended that the possibility of bilateral agreements be explored and a part of our exports against such agreement should be of engineering goods.

(3) During the course of the visit, the Delegation was confronted with the position that India did not have established trade agreements with many of the countries. In some instances the agreements did not meet the present day fast changing conditions of these markets. In quite a few cases it was found that the trade agreements with other countries were linked up with some form of financial aid which was being utilised in importing products of the countries concerned. Although it is not our intention to suggest financial assistance for the purpose of increasing our export, it is of considerable importance that these facts be taken into consideration while we are in the process of rationalising our trade relations with the countries of this region.

(4) In the process of expansion of our industries during the last decade, we have solved quite a few of the problems usually faced in the course of industrial development. The experience gained by us is of special value to the underdeveloped countries of South East Asia, who for apparent reasons cannot be benefited much from the experience from more highly industrialised countries of the West, whose problems are altogether of a different nature. In view of our closeness to these countries and the identity of the problems, it is recommended that wherever possible efforts should be made in setting up local assembling units with the help of the local people. Our cost for making such know-how available will be far less than other countries and will

ultimately work to the benefit of all concerned. This we believe will help in expanding India's export of engineering products in knocked down condition for local assembly.

(5) For the past several years India has been exporter of textiles and other agricultural products to the countries of S.E. Asia. Quite a few of these countries are still importing these products, but we are losing an important share of some of the markets to the other competing countries. There is no doubt that the general pattern of trade of these countries is changing due to the factors outside the control of the Indian exporters; yet our failure to maintain our position in the field of India's established exports is having an adverse effect in the new spheres, that we are trying to create. All possible steps should be taken to maintain the position of India's established exports if further progress has to be made in other fields.

(6) Once we go out of the country, we have to compete on equal basis with those of the highly industrialised countries of the world and as such great emphasis must be laid not only on the quality of the product but its method of presentation. It has been the experience of the delegation that some really good products have failed to find markets because of the design and improper presentation. They should, therefore, keep themselves abreast of the latest improvements in designs, finish and salesmanship.

(7) The economic political and social conditions in some of these countries are fast changing. The development of an export trade will not be possible without the knowledge of these changes. It has, therefore, become imperative that the role of Indian Government trade organisations should be further widened and they should make avail-

able to the business and industrial community in India proper information which will help to expand trade. It is not only important that the traders should know the growth of the demand but also the nature of the competition and the steps that should be taken to meet such competition.

(8) Unlike other trades the engineering export can only be viewed on a long term basis. It is not only important that the buyer should have confidence in the products but also in the ability of the sales organisation to render service thereafter. It is, therefore, necessary that the Indian exporters should appoint active agents who can put in hard work for Indian goods which are not yet fully known in the markets. They should have proper after-sales-service facilities. It is further suggested that the manufacturers should as far as possible endeavour to appoint nationals of the various countries as their trade representatives. This will help to create confidence amongst the local buyers.

(9) In the recent years the Government of India have given certain facilities to encourage export, yet we are of the opinion that such facilities fall far short of what is being done by other countries and are necessary to stablise India's export in the face of keen competition. Factors such as the availability of steel at special prices, special inland freight rates to encourage the movement of the goods from the central part of the country to the ports, income tax relief on earnings on export trade and retention of the part of foreign exchange earned through the export of engineering products for import of essential raw materials and capital goods for expansion of the industry are some of the steps which will further encourage the increase of exports. Considerable benefits will also accrue by the utilization of the

facilities of the free ports of Hong Kong and Singapore in exporting our engineering products to the countries of South East Asia.

(10) The banking institutions should advance credits to exporters as in Japan at rates usually 3 per cent lower than the normal banking rates.

(11) The continental and American Interests especially British and French have established import houses in these countries while Japan is sending large number of technicians and sales personnel to comb these markets and make available products of quality and at prices which will meet the local conditions and requirements. They are keeping a close watch on changing situation and have staged a major come back to get their share of the market. Organised export houses are making it possible for even the smallest of manufacturers in Japan to export their products to other countries. Export department of large industrial organisations have a keen awareness of foreign markets. The existing export houses should organise exports on similar lines and should be prepared to work at small margin.

(12) The Delegation was surprised at the lack of information about our industrial developments during the last 10 years and our capacity to export engineering products. This is partly due to the inability of the manufacturers to spend large sums of money in foreign countries particularly when the advantage to be gained by such publicity are uncertain. The Delegation feels that if we have to increase our exports to South East Asian countries, we shall have to undertake a well-planned and concentrative publicity programme through the medias of Press, Pamphlets, Cinemas, Radios, Televisions, industrial fairs etc., as is being done by the other countries.

(13) The Government of India show-rooms and trade centres are designed to play an important part in popularising the Indian engineering goods. In order to be more effective and useful, they should be reorganised so as to give due prominence to engineering goods and the progress made by the engineering industries.

The report of the Study group to Japan was published and circulated among the Government Departments and members. Important points of interest to exporters are given below:—

(*a*) The exporters enjoy both long and short term credit facilities at rates which are usually 3 per cent lower than the normal banking rates.

(*b*) The exporters are allowed to retain nearly 5 per cent of their total exports for the purposes of import of restricted or prohibited goods.

(*c*) The exporters are given a tax relief to the extent of 3 per cent of their total exports. For instance if the total tax assessed is Rs. 10,000/- and the total exports by the concern in a particular year are Rs. 1,00,000/- then at the rate of 3 per cent he gets a relief of Rs. 3,000/- and he has to pay only Rs. 7,000/- as tax.

(*d*) The Japan External Trade Recovery Organisation (JETRO) and Ministry of International Trade and Industry (MITI) render useful services to the exporters by way of free market surveys, exhibition of goods and supply of useful information and tips for export.

(*h*) *Radio Talk.*—The Council sent a script for external services of the All India Radio to the Export Promotion Directorate. As regards the internal services, the All India Radio Station at Calcutta, Poona, Bombay and Delhi were contacted. Shri K. L. Chowdhury, the then-Chairman of the Council gave a talk from Calcutta station on "India's Export

Trade—Its Composition—Pattern and Direction" on the 21st September, 1957. The Bombay station of the AIR relayed the talks of Shri K. L. Chowdhury.

(i) *Directory of Indian Engineering Exporters.*—During November, 1957, the Council has published a Directory of Indian Engineering Exporters and circulated to the Chambers of Commerce, importers and dealers in foreign countries. The Directory was found to be a useful media for bringing the exporters and importers to one another.

## INTERNAL PROGRAMME

**1. Survey of Industries.**— In order to survey the potentiality of our engineering industries, a detailed survey of the following 19 industries had been undertaken during the year under review. In addition, the 21 surveys conducted last year were kept up-to-date.

1. Machine Tools.
2. Small Tools.
3. Industrial Plant Machinery for Textiles.
4. Vegetable Oils and component parts for others.
5. Diesel Engines.
6. Weighing Machines & Jacks.
7. Water Fittings.
8. Radio Receivers.
9. House Service Meters.
10. Household Domestic Appliances including other electrical Office Equipments.
11. Fabricated Steel Structure.
12. Belting.
13. Grinding Wheels.
14. Ball Bearings & Steel Balls.
15. Umbrella Ribs.
16. Water Meters.
17. Cutlery.
18. Steel Furniture.
19. Locks & Typewriters.

Survey reports of these industries had also been submitted to the Directorate of Export Promotion, Ministry of Commerce and Industry, New Delhi. These surveys have brought to light useful information. A number of difficulties facing these industries in the way of export promotion have been carefully studied and we have suitably tried to deal with them.

**2. Statistics.**— The Council continued to compile destination and commodity-wise statistics of exports of engineering goods as indicated in the daily list of the export published by Customs and these statistics are being regularly published in the Fortnightly Home Bulletin. These statistics have revealed that we are already exporting 112 engineering items of different sizes, values and dimensions to as many as 42 countries. A special supplement consisting exclusively of the country's export for the first half of 1957 was issued with the Home Bulletin of 1st August, 1958. Another Supplement consisting exclusively of the country's export for the full year of 1956 and 1957 was also issued in the month of March, 1958. These supplements were widely circulated and considerable interest in these special features had been aroused inasmuch as it enabled the readers to form an idea of the direction in which development is taking place.

## INTERNAL PROPAGANDA

**1. Exhibitions.**— The Council organised a small exhibition in the office during the stay of the Burmese Trade Delegation in August, 1957. This proved to be a great success and being encouraged, the office had decided to have a small permanent exhibition in its premises. The idea had to be abandoned as the space at our disposal was very small.

**2. Bulletin.**— The Council continued publishing its fortnightly Home Bulletin for the general information of the exporters of engineering goods. The Bulletin consists of useful information about the trade opportunities with foreign countries as well as statistics of exports etc.

**3. Press Advertising.**— Suitable advertisements were released in various Indian newspapers. Arrangements were made to advertise at the time of the departure and arrival of the Trade

Delegations to West and South East Asia and also at the time of Annual General Meeting of the Council held in January, 1958.

**4. Press Communique.**— During the year under review the Council had released Press Communiques regarding its activities from time to time.

**5. Standard Contract Form.**— The Council had decided to adopt a model contract form in place of standard contract form as the conditions of each contract differs. The Council could not finalise the model contract form during the year under review.

**6. Arbitration.**— Having regard to the number and nature of complaints received by the Council, it was decided to continue the existing practice of referring the disputes to the Complaints Sub-Committee of the Council at Bombay and Calcutta. It was also decided to follow the arbitration rules framed by the Federation of the Indian Chambers of Commerce and Industry.

**7. Standard Invoice Form.**— As the Invoice Form differs from country to country and has to be prepared in accordance with the special requirements of a particular country, the Council had decided that the Standard Invoice form would not be a practical proposition.

**8. Quality Control.**— The Council is already co-operating with the Indian Standards Institution in respect of preparation of standards for engineering goods and the use of certification marks scheme. Already a number of specifications for engineering goods have been prepared by the I.S.I. and the Council has suggested preparation of standards for a few more items which are regularly being exported. As regards the setting up of inspectorate, the Council has decided that in view of the present development, setting of an elaborate inspectorate scheme is an impossibility. In engineering goods the inspection has to be carried out at the source of manufacture and not at the ports. This is a task well beyond the resources and capacity of the Council. Inspection of engineering goods at the Ports is also not practicable.

**9. Code of Conduct.**— In view of the decision of the Council in regard to Standard Contract Form, Arbitration, Standard Invoice Form and Quality Control, it was not desirable to prepare a code of conduct on the lines suggested. The Council had, however, prepared a list of exportable brands along with the number of manufacturers. In case of enquiries their names will be forwarded. In selecting the brands care had been taken to recommend those firms who undertake to export quality goods and will attend to grievances wherever they arise.

**10. Selection of Exportable Brands.**— A list of exportable brands of engineering goods was prepared and sent to the Ministry of Commerce and Industry.

**11. Membership.**— During the period under review, 73 new firms have joined the Council. The total membership strength of the Council now stands at 124. A list of the members as on 31st March, 1958 is appended to this report as Appendix II.

## REPLENISHMENT SCHEME

An important event of the year under review was the liberalisation of the scheme for making special allotments of steel to the manufacturers of iron & steel articles for export. The Replenishment Scheme which was introduced in 1952 with the object of promoting exports of such articles and which was operated by the Development Wing, Ministry of Commerce & Industry, New Delhi, was transferred to the Council. The Government further liberalised the concession and increased it from 100% to 133-⅓% of the iron and steel content of steel and pig iron manufactures exported. A copy of the notice issued on this subject is given in Appendix III.

The following statement shows the quantity recommended by the Council during the year under review:—

| Quarter | | No. of Applications | | Qty. Recommended | |
|---|---|---|---|---|---|
| | | Pig Iron | Steel | Pig Iron | Steel |
| IV-1956 | ... | ... | 7 | ... | 237.95 |
| I-1957 | ... | 1 | 11 | 28.35 | 356.85 |
| II-1957 | ... | 8 | 22 | 380.90 | 903.00 |
| III-1957 | ... | 10 | 23 | 464.85 | 600.20 |
| IV-1957 | ... | 11 | 23 | 406.05 | 606.80 |
| I-1958 | ... | 14 | 27 | 446.55 | 726.70 |

The position of supplies against replenishment quotas was, however, not satisfactory and therefore the matter was constantly under review of the Council and a subject of discussion with the Iron and Steel Controller.

In December, 1957 the Council was empowered by the Government to issue recommendation to the Iron and Steel Controller on the same basis as in the case of other items under the Replenishment Scheme subject to these cases being sponsored by appropriate sponsoring authorities. This scheme was in respect of tinplates used in tin-containers exported with the contents. During the year ending 31st March, 1958, the Council had disposed of 13 applications involving a total tonnage of 796.85 tons of tinplate.

## FOREIGN ENQUIRIES

During the period under review, enquiries and tenders were received from the following authorities, among others, which were circulated amongst the members of the Council. The tenders were also published in the fortnightly Home Bulletin of the Council for the general information of the exporters of engineering goods:—

1. Union of Burma Purchase Board, Burma, Rangoon.
2. The Joint Venture Corporation Ltd., No. 6, Rangoon (Burma).
3. The Central Purchasing Authority, Saigon (Viet-nam).
4. The Egyptian Republic Railways, Cairo (Egypt).
5. The Central Purchasing Authority, Government of Indonesia.
6. The Community Development Department, Government of Indonesia.
7. The Tender Board, Ministry of Land and Land Development, Colombo (Ceylon).

In addition to above, a good many number of enquiries were received from the importers of the neighbouring countries, Foreign Offices and Correspondent of the Council and the

Indian Embassies. These enquiries were properly handled by the Council and forwarded to the exporters concerned and were also published, from time to time, in the Home Bulletin of the Council.

## MISCELLANEOUS

**1. Export of Engineering Goods to Egypt.**— After the visit of the Trade Delegation to West Asia including Egypt in August/September, 1957, a number of contacts were established with the importers in Cairo and a considerable interest was created regarding the export of engineering goods from India. Many of the leading manufacturers of India sent their representatives to Cairo to discuss on-the-spot and finalised the arrangement. Exports to Egypt showed some improvements from Rs. 3.78 lakhs in 1956 to Rs. 8.17 lakhs in 1957. Opportunities for expansion were, however, several times more than what was apparent from the above figures. It was, however, found that because of the decision of the National Bank of Egypt to levy a premium of 27% on L.Cs opened for import of engineering goods from India, the prices of Indian engineering goods had risen by 27%. The attention of the Government was drawn to the imminent re-entry of British and French goods into Egypt which made it doubly important that we utilised the present period to establish engineering goods solidly into the Egyptian market in order to be able to face competition from British and French or other goods in future. The Council was informed that the Government of India was thinking of purchasing rockphosphates from Egypt and the proceeds could be utilised for export of engineering goods. The Council suggested that instead of waiting for the rockphosphate deal to materialise we should be allowed to accept Egyptian pounds for engineering exports and the earnings could be utilised for payment of rockphosphate purchases. The matter had not been decided by the end of the period under report.

**2. Bilateral arrangements with Philippines and South Vietnam.**— The attention of the Government was drawn to the fact that some of the South East Asian countries were not in a position to purchase engineering goods from India because of financial difficulties. We could carry on export trade with them only after we entered into bilateral arrangement with them. For instance, Philippines and South Viet-nam wanted to purchase engineering goods from India but they had no foreign exchange to pay. They were, however, prepared to enter into bilateral agreements and were in a position to offer the following products in exchange for engineering goods from India:—

| *South Viet-nam* : | *Philippines* : |
|---|---|
| 1. Paddy and rice. | 1. Lumber, timber and logs. |
| 2. Rubber (raw). | 2. Copra, desiccated coconut oil. |
| 3. Wood. | 3. Abaca. |
| 4. Canes and rattans. | 4. Sugar. |
| 5. Bamboos. | 5. Tobacco. |
| 6. Silica for glass making. | |
| 7. Mineral water. | |

The matter was receiving the attention of the Government till the end of the period under review.

**3. Refund of Excise duty of Tinplate and Steel.**— The excise duty of steel ingots was raised from Rs. 4/- to Rs. 40/- per ton in May, 1957. This had resulted in the increase of price of steel by Rs. 70/- per ton. The Council approached the Government for the refund of excise duty in respect of steel and tin-plate. The refund was announced in respect of tinplate only at the following rates:—

| | (Extent of rebate) |
|---|---|
| (1) Steel ingots and articles of iron or steel manufactured from such ingots. | |
| (a) Ingots, blooms & Billets | Rs. 40/- per ton. |
| (2) Other manufacturers of iron and steel | |
| (a) Not fabricated | Rs. 53.35 per ton. |
| (b) Fabricated | Rs. 60.00 per ton. |

The question of rebate of excise duty in respect of steel had not been decided by the end of the period under review.

**4. Supply of Cold Rolled Strips.**— In pursuance of the discussion with Shri R. N. Phillips, Director of Export Promotion, the question of supply of cold rolled strips at concessional prices was discussed with the Iron and Steel Controller on the 28th and 29th October, 1957 and the details of the requirements were forwarded to him. An indication was also given that Rs. 750/- per ton would be the appropriate price at which the materials should be made available to the Indian manufacturers, but the Iron and Steel Controller, Calcutta at that time informed the Council that he would refer the matter to the Indian Tube Co., Ltd., and would let us know their re-action. Towards the end of December, 1957 the Council was informed that Messrs. Indian Tube Co., Ltd., were not in a position to supply the cold rolled strips at reduced price as requested by the Council. On the 25th March, 1958, Shri Phillips was accordingly informed. His attention was also drawn to the tendency of fall in the world price of strips and it was pointed out that it would be extremely difficult for Indian cycle and hinges manufacturers to compete in the international market at the present level of prices. The refusal on the part of Messrs. Indian Tube Co., Ltd., to supply cold rolled strips at a reduced price as suggested by Shri Phillips had its repercussion on the exports of cycles and hinges. During the first five months of 1958, there was no export of bicycles and negligible export of hinges. The targets fixed by the Export Promotion Directorate for these items have remained unfulfilled.

5. **Shipping.**— The question of shipping continued to engage serious attention of the Council and an opportunity was taken during the period under review to discuss the matter with Shri K. B. Lall, I.C.S., and the representatives of shipping interests. The matter was also taken up with the Director-General of Shipping and various Conferences. Unfortunately, there has been no improvement in the situation. The Directorate of Export Promotion informed the Council on the 10th February 1958 that the Government had no direct control on shipping and the shipping freights were mostly regulated by the Shipping Conferences. It was, therefore, unlikely that the Government would be able to influence their decision to any large extent. Never-the-less whatever assistance was required might be communicated to the Ministry for taking up the matter with the Director-General of Shipping.

Following a discussion with Shri K. B. Lall on the 9th November, 1957, at the premises of the Council when he advised that the problem should be discussed with Shri I. N. Wankawala of Messrs. Scindia Steamship Co., Ltd., Calcutta, the matter was thoroughly discussed with Shri Wankawala at a meeting held on the 7th May 1958, when his attention was drawn to the following difficulties:—

(1) *Lack of Space.*—Adequate space for certain commodity was not available. For instance, there was no direct shipping from Calcutta to Persian Gulf and whatever orders were accepted, consignments had to be sent either by rail from Calcutta to Bombay or from Calcutta to Singapore for transhipment to Persian Gulf.

(2) *Shutting out of cargoes.*—Even after the space was allotted, cargoes like G.I. Buckets and Cast Iron Pipes were shut-out which resulted in considerable loss.

(3) *High Freight Rates.*—The shipping freights from Indian ports to different places in South East Asia, East Africa and Persian Gulf were comparatively higher than those obtaining from Japanese ports or from U.K.

(4) *Freight on Measurement Basis.*—Some of the Shipping Companies charged freight on articles like G. I. buckets, cast iron pipes, aluminiumware on measurement basis while others charged on weight basis. Even the same Shipping Company charged on weight basis for the same article from Bombay but on measurement basis from Calcutta.

Shri Wankawala appreciated the difficulties experienced by the exporters of engineering goods and made certain suggestions. He advised that there were different Conferences for different ports and it would be advisable if the matters relating to a particular section were taken up with the Conference concerned. Following his advice, details about the difficulties experienced by the members on account of lack of space, shutting out of cargoes, high freight rates and freight on measurement basis are collected and taken up with Shri Wankawala or with the Shipping interests concerned. The improvement made since the matters were discussed with the Shipping Interests is that Messrs. Hansa Line have started a monthly sailing between Calcutta and Persian Gulf Ports. Freights charged by them were, however, found to be more than freight for sending goods from Calcutta to Persian Gulf *via* Singapore. Their attention being drawn to this fact, they reduced the freight to the level of the freights between Calcutta and Persian Gulf *via* Singapore.

The Council has been collecting information about the freight rates of different shipping companies and their sailings and bringing the information to the notice of the exporters through the 'Home Bulletin'. This information has been found to be very useful. We must place on record our thanks to Shri I. N. Wankawala and Shri G. D. Ved of Messrs. Scindia Steamship Co., Ltd., Calcutta for their co-operation in solving the difficulties.

**6. Co-ordination of Exports and Shipping Facilities.**—The difficulties experienced by the exporters in respect of shipping had been engaging serious attention of the Government of India. Recently, Shri C. A. Buch was appointed as Co-ordinating Officer (Shipping at Bombay) who, after a careful study of the whole problem, has submitted a note to the Ministry of Commerce & Industry. He has proposed that the Government of India should immediately appoint a Statutory Freight and Shipping Facilities Investigation Bureau and an All-India Exporter's Negotiating Board.

The Shipping Facilities Investigation Bureau shall, according to the proposal, consist of atleast two permanent members who should act as tribunal. The function of the Bureau should be to receive and investigate complaints from exporters and importers regarding the inadequacy of shipping facilities or uneconomic nature of rates, lack of opportunities etc., and if satisfied that the complaint was based on, *prima facie*, reasonable grounds to take up the matter with the Shipping Conferences concerned and collected data and evidence as necessary and reported to the Government of all actions taken and results obtained. The permanent staff of the Bureau should include an experienced Secretary and the Bureau should be authorised to co-opt for any particular investigation, representative of any Ministry or exporting interest or a shipping company or an expert as and when required.

The general nature of work done by the Bureau should be on the lines of the work done by the Railway Rates Tribunal.

It has been suggested that the Bureau may be located at any port—Bombay, Calcutta or Madras. We have since received a letter from the Office of the Joint Chief Controller of Imports and Exports suggesting that the Investigation Bureau should be located in Calcutta where the problem of finding adequate shipping facilities to certain destination is comparatively more acute and that the J.C.C.I. & E. at the port may be associated with the Bureau as one of its permanent members. As regards exporters negotiating with the Board it is pointed out that this should come after the Shipping Facilities Investigation Bureau has done sufficient spade work.

The Council informed the Export Promotion Directorate that it welcomed the appointment of an Investigation Bureau on the lines proposed by Shri Buch. It was felt that a high powered Investigation Bureau would no doubt have some weight on the Shipping Conferences. But something more was needed. If the Investigation Bureau came to the conclusion that the shipping freight rates charged by the Shipping Conference were unreasonably high as compared with other Conference's rates in other countries for similar or longer distance then the Government should have sufficient powers to compel the Conferences to quote rates proportionate to the distance involved.

As regards the location of the Office of the Investigation Bureau the Council suggested that it should be at Calcutta where the problem of finding adequate shipping facilities to certain destinations was comparatively more acute. Individual cases of hardship were taken with the Director-General of Shipping and also brought to the notice of the Export Promotion Directorate.

**Concession in Railway Freight.**— The question of reduction in railway freight has been under the consideration of the

Council for sometime past. In his presidential address at the Second Annual General Meeting, Shri Chowdhury made certain suggestions. The Directorate of Export Promotion informed the Council to approach the Railway Board for fixation of special "Station to Station" rates in deserving cases. Before the matter was taken up with the authorities concerned, certain information was urgently required. The information related to:—

(*a*) The Commodity concerned.
(*b*) The reason why the concession was required.
(*c*) The extent of the concession.
(*d*) The station of orign and the station of destination.

The information was collected and passed on to the Government, Ministry of Commerce and Industry. It has been pointed out as to how the existing railway freight of finished products from inland centres to ports are affecting the export of these products.

**Quick Movement of Goods from Inland Centres to Ports.**—The question of quick movement of goods from inland centres to ports was taken up with the Export Promotion Directorate and it was suggested that the railway staff through the country should be told that special preference should be given to the consignments meant for export. This would not only effect quicker movement of goods for export but would also create a consciousness and sense of urgency in the matter of export. As a result of this representation, Chief Operating Superintendents of Railways have issued special instructions to ensure that there was no delay whatsoever for the movement of goods for export. Cases of delay in movement of such traffic should be brought to the notice of the Chief Operating Superintendent of the Railway concerned so that the difficulties were resolved quickly. If the exporters failed to get transport inspite of contacting the Chief Operating Superintendents concerned, they were advised to refer the matter to the Directorate of Export Promotion in the Ministry of Commerce and Industry.

## DRAWBACK

During the period under review, the Council forwarded details regarding the Drawback in respect of the following items:—

(1) Crown Corks.
(2) Fans.
(3) Hospital and Office Furniture.
(4) Diesel Engines.
(5) Electric Motors.
(6) Lanterns.
(7) Aluminiumware.
(8) Galvanised Iron Wire Products.

The Drawback Rules have been finalised in respect of the following items:—

(1) Tin Containers.
(2) Trailers.
(3) Bus Body.
(4) Sewing machines.
(5) Dry Batteries & Cells.
(6) R. S. Pilfer Proof Closures.
(7) Tele-communications.
(8) Zip Fasteners.
(9) Radio Receivers.
(10) Crown Corks.
(11) Chokes & Fluorescent Tubes.
(12) Electric Fans.
(13) Diesel Engines.
(14) Pumps.
(15) Cycles.
(16) Galvanised Iron Wire Products.
(17) Motor Cars.
(18) Umbrella Ribs.
(19) Hurricane Lanterns.

The practical difficulties experienced on the working of the Drawback were brought to the notice of the authorities concerned from time to time and we must place on record that the Officers of the Central Board of Revenue and Development Wing have been very helpful. There has been delay in settlement of claims at the ports.

**Meetings & Conferences.**— (*a*) Annual Session on the 13th April, 1957 which was inaugurated by Shri Morarji R. Desai, the then Minister for Commerce & Industry, now the Minister for Finance.

(*b*) Second Annual General Meeting on the 13th January, 1958 which was inaugurated by Shri Morarji R. Desai.

(*c*) Working Committee on—

(*i*) 8th July, 1957.
(*ii*) 7th November, 1957.
(*iii*) 9th November, 1957.
(*iv*) 4th December, 1957.
(*v*) 14th January, 1958.

(*d*) Committee of Administration on—

(*i*) 5th April, 1957.
(*ii*) 16th April, 1957.
(*iii*) 23rd April, 1957.
(*iv*) 14th May, 1957.
(*v*) 31st May, 1957.
(*vi*) 25th June, 1957.
(*vii*) 10th July, 1957.
(*viii*) 13th August, 1957.
(*ix*) 10th October, 1957.
(*x*) 29th October, 1957.
(*xi*) 22nd November, 1957.
(*xii*) 19th December, 1957.
(*xiii*) 14th January, 1958.
(*xiv*) 20th January, 1958.
(*xv*) 12th March, 1958.

(*e*) Publicity Sub-Committee on—

(*i*) 3rd September, 1957.
(*ii*) 25th October, 1957.
(*iii*) 5th December, 1957.

(*f*) Replenishment Sub-Committee on --

(*i*) 5th November, 1957.
(*ii*) 23rd December, 1957.
(*iii*) 28th March, 1958.

(*g*) Informal Meetings with—

(*i*) Regional Conference of Exporters of engineering goods in Calcutta on the 27th May, 1957.

(*ii*) Shri B. R. Abhyankar, Second Secretary Commercial Designate, Embassy of India, Djakarta on 29th May, 1957.

(*iii*) Shri K. B. Lall, Joint Secretary to the Government of India, Ministry of Commerce and Industry on 8th June, 1957.

(*iv*) Shri B. M. Ghosh, First Secretary Commercial, Dy. High Commission for India in East Pakistan on 1st July, 1957.

(*v*) Shri F. M. De Mello Kamath, Indian Trade Commissioner to British East Africa on 31st July, 1958.

(*vi*) Shri S. N. Bilgrami, Chief Controller of Imports & Exports, Ministry of Commerce and Industry on 22nd July, 1957.

(*vii*) Trade Delegation from Burma on 18th August, 1957.

(*viii*) Trade Delegation from Ghana on 24th December, 1957.

(*ix*) Meeting with the Textile Machinery Mfrs. on 25th January, 1958.

(*x*) Shri N. Subrahmanyam, Joint Secretary, Government of India, Ministry of Commerce and Industry, on 13th February, 1958.

(*xi*) Trade Delegation from Saudi Arabia on 10th March, 1958.

(*xii*) Burmese Press Delegation on 27th March, 1958.

**Accounts.**— The audited statement of accounts for the year ending 31st March 1958, is appended to this Report.

K. L. CHOWDHURY,
*Chairman.*

R. D. VIDYARTHI,
*Secretary.*

# STATEMENT OF ACCOUNTS

# ENGINEERING EXPORT

(Limited by

*BALANCE SHEET*

| As at 31st March, 1957. | LIABILITIES | | |
|---|---|---|---|
| Rs. | RESERVES AND SURPLUS : | Rs. | Rs. |
| | Income & Expenditure Account— | | |
| | As per last Balance Sheet ... ... | 85,346 | |
| 85,346 | *Add* : Excess of Income over expenditure as per annexed account ... ... | 20,273 | 1,05,619 |
| | CURRENT LIABILITIES & PROVISIONS : | | |
| | Sundry Creditors— | | |
| 14,925 | For expenses ... ... ... | 69,871 | |
| ...... | For other Finance ... ... ... | 6,962 | |
| 536 | Subscriptions received in Advance ... | 11,965 | |
| | Provident Fund (not specifically invested as required by Sec. 418 of Companies Act 1956.) ... ... ... | 1,016 | 89,814 |
| 1,00,807 | Carried over ... | ...... | 1,95,433 |

# PROMOTION COUNCIL

**Guarantee)**

*as at 31st March, 1958.*

| As at 31st March, 1957. | ASSETS : | | |
|---|---|---|---|
| Rs. | FIXED ASSETS ; | Rs. | Rs. |
| | Furniture, Fixtures & Other Office Equipments—(at cost) | | |
| | As per last Balance Sheet ... ... | 32,502 | |
| | Additions during the year ... ... | 11,433 | |
| | | 43,935 | |
| | *Less* : Depreciation upto 31.3.57 ... 3,039 | | |
| 29,464 | Since added ... ... 2,945 | 5,984 | 37,951 |
| | Library (at cost)<br>As per last Balance Sheet ... ... | 344 | |
| | Additions during the year ... ... | 1,525 | |
| | | 1,869 | |
| | *Less* : Depreciation upto 31-3-57 ... 21 | | |
| 323 | Since added ... ... 157 | 178 | 1,691 |
| | | | 39,642 |
| | CURRENT ASSETS : | | |
| 36,382 | Sundry Debtors (Unsecured) Considered Good ... ... ... | 9,020 | |
| | Stock of stationery (As taken, valued & certified by the management) ... ... | 1,135 | 10,155 |
| | LOANS & ADVANCES : | | |
| 2,600 | Advances (recoverable in cash or in kind or for value to be received) (unsecured & considered good) ... ... ... | 2,636 | |
| 825 | Prepaid Expenses ... ... ... | 393 | |
| ...... | Sundry Debtors outstanding for more than three months - (Unsecured & Considered good) ... ... ... ... | 5,754 | |
| ...... | Deposit ... ... ... ... | 50 | |
| ...... | Suspense (unreceipted Remittance to Mombasa) ... ... ... | 2,000 | 10,833 |
| 69,594 | Carried over ... | ...... | 60,630 |

# ENGINEERING EXPORT

( Limited by

*BALANCE SHEET*

| As at 31st March, 1957. | LIABILITIES—*Contd.* | | |
|---|---|---|---|
| Rs. | | Rs. | Rs. |
| 1,00,807 | Brought forward ... | ...... | 1,95,433 |
| 1,00,807 | TOTAL ... | ...... | 1,95,433 |

## AUDITORS' REPORT.

We have audited the Balance Sheet of ENGINEERING EXPORT PROMOTION COUNCIL (Limited by Guarantee) as at 31st March, 1958 and the Income & Expenditure Account of the said Council for the year ended on that date, both annexed hereto, and beg to report that :—

(1) Bank Account for Mombassa Office could not be checked in the absence of detailed accounts.

(2) Expenses incurred at Mombassa Office are not properly supported in most of the cases.

(3) Expenses incurred in excess of limit as per Budget are subject to the sanction of Working Committee in consultation with the Union Government under Clause 67 of the Articles of Association of the Council.

(4) In our opinion and to the best of our information and according to the explanations given to us, the annexed Accounts give the information required by the Companies Act, 1956 in the manner so required and give a true and fair view—

(a) In case of the Balance Sheet, subject as aforesaid, of the state of affairs of the Council as at 31st March, 1958 and

(b) In case of the Income and Expenditure Account, subject as aforesaid, of the excess of income over expenditure of the Council for the year ended on that date;

(5) We have obtained all the information and explanations which to the best of our knowledge and belief were necessary for the purposes of our audit;

(6) In our opinion, proper books of account as required by the Companies Act, 1956 have been kept by the Company so far as appears from our examination of those books; and

(7) The Balance Sheet and Income & Expenditure Account are in agreement with the Books of Account.

1/B, Old Post Office Street,
*Calcutta, the 8th day or January 1959.*

SINGHI & CO.,
*Chartered Accountants.*

# PROMOTION COUNCIL

**Guarantee )**

*as at 31st March, 1958—Contd.*

| As at 31st March, 1957. Rs. | ASSETS—*Contd.* | Rs. | Rs. |
|---|---|---|---|
| 69,594 | Brought forward ... | ...... | 60,630 |
| | CASH & BANK BALANCES : | | |
| | Amount in hand (including Postage stamps in hand & Balance of franking machine Rs. 440·69 nP.) | | |
| ...... | At Calcutta ... ... ... | 1,406 | |
| | At Rangoon ... ... ... | 387 | |
| 4,379 | Traveller's Cheques ... ... ... | ...... | |
| 26,302 | In current Account with State Bank of India, Calcutta ... ... ... ... | 1,26,469 | |
| ...... | Bank of Baroda Ltd., Mombasa ... | 6,009 | 1,34,271 |
| | MISCELLANEOUS EXPENDITURE & LOSSES : | | |
| 532 | Preliminary Expenses ... ... | ...... | 532 |
| 1,00,807 | TOTAL ... | ...... | 1,95,433 |

R. D. VIDYARTHI,
*Secretary.*

K. L. CHOWDHURY,
*Chairman.*

# ENGINEERING EXPORT

**(Limited by**

*INCOME & EXPENDITURE ACCOUNT*

| For the year ended 31-3-57. Rs. | EXPENDITURE | Rs. | Rs. |
|---|---|---|---|
| 28,694 | To Salaries & Wages ... | ... | 48,504 |
| — | " Contribution to Provident Fund ... | ... | 508 |
| 14,064 | " Rent ... | ... | 14,064 |
| 7,603 | " Printing, Stationery, Postage Telegram & Telephone Charges ... | ... | 20,136 |
| 327 | " Electric Charges ... | ... | 630 |
| 1,968 | " Travelling & Conveyance ... | ... | 3,537 |
| 12,943 | " Advertisement ... | ... | 81,442 |
| 4,826 | " Expenditure on Exhibitions ... | ... | 1,541 |
| 1,000 | " Colletion charges of Statistics ... | ... | 1,285 |
| 21,846 | " Cost of Publications ... | ... | 46,645 |
| 33,409 | " Trade Delegation Expenses ... | ... | 1,06,046 |
| 2,350 | " Entertainment for Trade Delegations Visiting India ... | ... | 6,213 |
| 2,354 | " Other Establishment Expenses (including Subscriptions, Newpaper, Bank Charges, Refreshments etc.) | ... | 10,783 |
| 100 | " Auditors' Honorarium ... | ... | 1,000 |
| 9,839 | " Depreciation & write offs ... | ... | 3,014 |
| | " Expenses in respect of administration of Foreign Offices : – | ... | |
| | " Salaries, Wages & Allowances ... | 18,041 | |
| | " Rent ... | 3,006 | |
| | " Miscellaneous expenses (including Travelling, Printing, Postage, Advertisement & other expenses). ... | 14,772 | |
| | " Depreciation ... | 88 | 35,907 |
| — | " Balance—being Excess of income over expenditure carried to Balance Sheet ... | ... | 20,273 |
| 1,41,323 | TOTAL ... | ... | 4,01,528 |

As per our report annexed.

SINGHI & CO.,
*Chartered Accountants,*

1B, Old Post Office Street,
*Calcutta, the 8th day of January, 1959.*

# PROMOTION COUNCIL

**Guarantee)**

*for the year ended 31st March, 1958.*

| For the year ended 31-3-57. Rs. | INCOME | | Rs. | Rs. |
|---|---|---|---|---|
| 25,500 | By Subscriptions | ... | ... | 57,000 |
| 13,000 | ,, Contribution from Industries Special Contribution | ... | ... | 76,276 |
| 76,250 | ,, Governments Grants-in-Aid | ... | ... | 2,43,000 |
| 1,333 | ,, Advertisement charges | ... | ... | 22,601 |
| 9,710 | ,, Sale of Publication (on cash basis) | ... | ... | 2,553 |
| — | ,, Miscellaneous Receipts | ... | ... | 98 |
| 15,530 | ,, Balance—being excess of expenditure over income carried to balance sheet | ... | ... | — |
| 1,41,323 | TOTAL | | ... | 4,01,528 |

NOTE : Burma Currency has been taken at par and East Africa Currency @ 1 s. 6d. = Re. 1/-

# ANNEXTURE

## PRESS INFORMATION BUREAU
## GOVERNMENT OF INDIA

## PRESS NOTE

## ARTICLES MADE OF IRON & STEEL

**Measures to Promote Exports.**— The Government of India have decided to further liberalise the scheme for making special allotments of steel to the manufacturers of iron and steel articles. The scheme was introduced in November, 1952 with the object of promoting exports of such articles. The decision to liberalise the concession has been taken at the suggestion of the representatives of the Engineering Industry.

Manufacturers of exportable iron and steel articles will now be allotted additional quantities of iron and steel in accordance with the following procedure:—

(*i*) The manufacturer desiring additional allocation of iron and steel on the basis of exported articles shall produce satisfactory documentary evidence to prove that the articles in respect of which additional allotments of iron and steel are claimed, were actually manufactured by him and exported to a foreign country. For the purpose of this scheme exports to Nepal and the foreign possessions in India will not be treated as exports to a foreign country.

(*ii*) The additional allocation will be made only with reference to articles of steel, the export price of which is not less than Rs. 1,000/- per ton and that of pig iron articles, not less than Rs. 600/- per ton.

(*iii*) The additional allotment of steel and pig iron will be made to the extent of 133-$\frac{1}{3}$% of the iron and steel content of steel and pig iron manufactures exported in the previous quarter.

(*iv*) The exporter who gets a quota certificate for replenishment of stock, will get supplies in the usual course.

Manufacturers desirous of taking advantage of the scheme should apply to the Engineering Export Promotion Council, India Exchange, 7th Floor, Calcutta-1, in the prescribed form (in duplicate) obtained from the Secretary of the Council. Applications should be accompanied by a statement of exports and should be submitted by the end of the month following the quarter during which the export is effected.

The applications will be examined by a Sub-Committee of the Council, which thereafter will issue a certificate indicating the category of steel, its quantity and/or the quantity of pig iron, for which replenishment quotas may be issued. The certificates so issued by the Council will be submitted by the applicant to the Iron and Steel Controller, Calcutta, who will then issue the necessary quota certificate for the quantity certified, direct to the manufacturer concerned.

The above arrangement would come into force with immediate effect.

Ministry of Steel, Mines and Fuel :

New Delhi, Sravana, 16, 1879, (7th August, 1957).

# ENGINEERING EXPORT PROMOTION COUNCIL

*List of Members*

"A"

1. Messrs. Aminchand Payarelal,
   135, Canning Street, Calcutta.

2. Messrs. Anglo-Swiss Watch Company,
   6 & 7, Dalhousie Square East, Calcutta-1.

3. Messrs. Atta's Iron Foundry,
   171, Grand Trunk Road, ( North ), Salkia, Howrah.

4. Messrs. Air Conditioning Corporation Private Ltd.,
   Gillander House, Netaji Subhas Road, Calcutta.

5. Messrs. American Spring & Pressing Works Ltd.,
   Marve House, Malad, Bombay.

6. Messrs. Atlas Cycle Industries,
   Sonepat, Near Delhi.

7. Messrs. Ajit Industries,
   G.P.O. Box No. 1558, Bombay-1.

8. Messrs. Addison & Co. Private Ltd.,
   158, Mount Road, Madras-2.

9. Messrs. Anand & Co.,
   Alwar, Rajasthan.

10. Messrs. Asia Engineering Co.,
    39, Nagdevi Street, Bombay-3.

11. Messrs. Alfa Engg. Works,
    Hassan Chambers, Parsi Bazar St., P.B. 1284, Fort, Bombay-1.

"B"

12. Messrs. B. R. Herman & Mohatta (India) Ltd.,
    19, British Indian Street, Calcutta.

13. Messrs. B. S. Bugga & Co.,
22, Canning Street, Calcutta-1.

14. Messrs. Bagri Iron & Steel Co.,
138, Canning Street, First Floor, Room No. 20, Calcutta-1.

15. Messrs. Bojoria Agency Private Ltd.,
174, Mahatma Gandhi Road, P.B. No. 2723, Calcutta.

16. Messrs. Bharat Electronics ( Pvt. ) Ltd.,
Jalahalli P.O., Bangalore.

17. Messrs. Batliboi & Co.,
Forbes Street, Fort, Bombay.

18. Messrs. Behar Firebricks & Potteries Ltd.,
22, Strand Road, Calcutta.

19. Messrs. Bengal Rolling Mills Ltd.,
67/B, Netaji Subhas Road, Calcutta.

20. Messrs. Bharat Barrel & Drum Mfg. Co., Ltd.,
95, Ferguson Road, Lower Parel, Bombay-13.

21. Messrs. Bharat Industries and Commercial Corporation,
Tower House, Chowringhee Square, Calcutta-1.

22. Messrs. Bhartia Electric Steel Co., Ltd.,
8, Swinhoe Street, Calcutta-19.

23. Messrs. Binani Metal Works Ltd.,
38, Strand Road, Calcutta.

24. Messrs. Berry Brothers,
135, Canning Street, Calcutta-1.

25. Messrs. British India Electric Construction Co., Ltd.,
6, Mayurbhanj Road, Calcutta-23.

26. Messrs. Bengal Industries,
132, Cotton Street, Calcutta.

27. Messrs. Bharat Tool Mfg. Co. Private Ltd.,
Swastik Mills Compound, Lower Parel, Bombay-13.

28. Messrs. Burn and Co.,
Post Box No. 2, Howrah.

29. Messrs. Bata Shoe Co. Private Ltd.,
Batanagar, 24-Parganas, West Bengal.

30. Messrs. Britania Engineering Co.,
MACLEOD HOUSE ; 3, Netaji Subhas Road, Calcutta-1.

31. Messrs. Bengal Enamel Works,
60/2, Dharamtala Road, Calcutta-13.

"C"

32. Messrs. Calcutta Expanded Metal Mfg. Co., Ltd.,
P-16, Kalakar Street, Calcutta-7.

33. Messrs. Cooper Engineering Ltd.,
Satara Road, ( S. Rly. ), South Satara Dist., Bombay State.

34. Messrs. Chunnilal Prabhudas & Co., Ltd.,
55/58, Canning Street, Calcutta.

35. Messrs. Cromelite ( India ) Private Ltd.,
149, Harrison Road, Calcutta-17.

36. Messrs. Carborandum Universal Ltd.,
Swastik House, 106, Armenian Street, Madras.

37. Messrs. Crompton Parkinson Works Private Ltd.,
Haines Road, Worli, Bombay-18.

38. Messrs. C. R. Sonalkar,
Harihar, Mysore State.

39. Messrs. Canara Workshops Ltd.,
Post Box No. 12, Mangalore-3.

"D"

40. Messrs. Dandayuthapani Foundry Private Ltd.,
Post Box No. 278, Pappanaickenpalyam, Coimbatore.

41. Messrs District Co-operative Federation Ltd.,
Sardana Road, Meerut.

42. Messrs. D. N. Sarkar & S. K. Dass,
6, Maharshi Debendra Road, Burra Bazar, Calcutta.

43. Messrs. Devidayal Stainless Steel Industries Private Ltd.,
Post Box No. 6224, Darukhana, Bombay-10.

44. Messrs. Deelip Kumar & Co.,
313, Commerce House, Meadows Street, Fort, Bombay-1.

45. Messrs. Dalmia Iron & Steel Ltd.,
4, Dalhousie Square East, Calcutta-1.

46. Messrs. Dorr Oliver India Ltd.,
The International, 16, Queens Road, Estate, Bombay-1.

"E"

47. Messrs. Engineering Works of India Private Ltd.,
20, Ultadanga Road, Calcutta-4.

48. Messrs. Eyre Smelting Private Ltd.,
5, Hide Road, Kidderpore, Calcutta-23.

49. Messrs. East End ( India ) Co., Ltd.,
35, Chittaranjan Avenue, Calcutta-12.

50. Messrs. Electric Construction & Equipment Co., Ltd.,
9, Kali Prasanna Singhee Road, Cossipore, Calcutta.

51. Messrs. Electronics Ltd.,
Connaught Place, New Delhi.

52. Messrs. Excelsior Needles Industries,
Goohm Mansions, Homji Street, Fort, Bombay-1.

53. Messrs. Eastern Marketing Co.,
12, Raja Woodmunt Street, Calcutta-1.

54. Messrs. Eastland Mechanical and Electrical Industries
Private Ltd.,
19/2, Bechu Chatterjee Street, Calcutta-9.

55. Messrs. Enfield India Ltd.,
" Royal Enfield Building ", Tiruvottiyur High Road, Madras-19.

56. Messrs. Export Agency Services,
16, Avinkatbai Gokhale Street, Bombay-4.

"F"

57. Messrs. Forge & Blower Co.,
Naroda Road, Ahmedabad-2.

"G"

58. Messrs. G. G. Dandekar Machine Works Ltd.,
Dhandekarwadi, Bhiwndi, Thana District.

59. Messrs. Guest, Keen, Williams Ltd.,
41, Chowringhee Road, Calcutta.

60. Messrs. Godrej & Boyce Manufacturing Co. Private Ltd.,
Lalbaug, Parel, Bombay.

61. Messrs. Gramophone Co., Ltd.,
Post Box No. 48, Calcutta.

62. Messrs. Gobindo Sheet Metal Works and Foundry,
210, Harrison Road, Calcutta.

63. Messrs. Grindwell Abrasives Ltd.,
Post Box 78, Bombay-1.

64. Messrs. Ganesh Industries,
2, Haren Mukherjee Road, G. T. Road, Belur.

65. Messrs. Gladwyn and Co.,
251, Hornby Road, Fort, Bombay.

66. Messrs. General Radio & Appliances Private Ltd.,
Opera House, Bombay-4.

67. Messrs. Good Earth & Co.,
16, Ajmere Gate Extension, New Delhi.

"H"

68. Messrs. Harbanslal Malhotra & Sons Private Ltd.,
18, Netaji Subhas Road, Calcutta.

69. Messrs. Heatly and Gresham Ltd.,
Post Box No. 225, 9, Forbes Street, Bombay-1.

70. Messrs. Hindustan General Electrical Corporation,
12, India Exchange Place, Calcutta.

71. Messrs. Hindustan Motors Ltd.,
8, India Exchange Place, Calcutta-1.

72. Messrs. Howrah Trading Co., Ltd.,
8, Dalhousie Square East, Calcutta-1.

73. Messrs. Hyderabad Allwyn Metal Works Ltd.,
Sanathnagar, P. O. Hyderabad.

74. Messrs. Hindustan Wire Netting Co. Private Ltd.,
55-57, Nagdevi Cross Lane, Bombay-3.

75. Messrs. Hirji & Co.,
20, Pollock Street, Calcutta-1.

76. Messrs. Hindustan Electric Co., Ltd.,
Graham Road, Ballard Estate, Bombay-1.

77. Messrs. Hope Prudhhome and Co. Private Ltd.,
7, Wellesley Place, Calcutta.

78. Messrs. Hindustan Steel Products,
20/1, Asaf Ali Road, New Delhi.

"I"

79. Messrs. India Electric Works Ltd.,
Diamond Harbour Road, Behala, Calcutta-34.

80. Messrs. Indian Iron & Steel Co., Ltd.,
12, Mission Row, Calcutta.

81. Messrs. Indian Steel & Wire Products Ltd.,
Indranagar, P. O. S. E. Rly., Jamshedpur.

82. Messrs. Indian Conduit Industries,
G. T. Road, Panipat.

83. Messrs. India Crown Corks Co., Private Ltd.,
Post Box No. 278, Ballard Estate, Bombay-1.

84. Messrs. Ice Machinery Mart,
Bharafkhana, Gwalior ( M.P. ).

85. Messrs. India Belting & Cotton Mills Ltd.,
7-G, Clive Row, Calcutta-1.

86. Messrs. India Thermit Corporation Ltd.,
Behari Niwas, Kanpur.

"J"

87. Messrs. J. J. H. Industries ( Private ) Ltd.,
174, Mahatma Gandhi Road, Calcutta-7.

88. Messrs. J. K. Steel Industries Ltd.,
7, Council House Street, Calcutta-1.

89. Messrs. Jay Engineering Works Ltd.,
183A, Prince Anwar Shah Road, Calcutta-31.

90. Messrs. Jeewanlal ( 1929 ) Ltd.,
31, Netaji Subhas Road, Calcutta-1.

91. Messrs. Jyoti Ltd.,
Post Chemical Industries, Baroda-3.

92. Messrs. Jupiter Commercial Co., Ltd.,
7, Swallow Lane, Calcutta-1.

93. Messrs. Jeetmull Jaichand Lall,
113, Netaji Subhas Road, Calcutta-1.

94. Messrs. Jayanand Khira and Co. Private Ltd.,
Kothare Bldgs, Sandhurst Bridge, Bombay.

95. Messrs. Jhalani Brothers Private Ltd.,
Gali Lohe Wali, Chauri Bazar, Delhi-6.

96. Messrs. Jindal ( India ) Private Ltd.,
161/1, Mahatma Gandhi Road, Calcutta-7.

97. Messrs J. N. Sharma & Sons,
14, Rohtak Road, Post Box No. 2503, New Delhi-5.

98. Messrs. Jaswanth Iron & Textile Works,
Madhavlal Colony, Ahmedabad-2.

"K"

99. Messrs. Kalinga Tubes Ltd.,
33, Chittaranjan Avenue, Calcutta.

100. Messrs. Kirloskar Oil Engines Ltd.,
Elphinstone Road, Kirkee, Poona-3.

101. Messrs. Kamani Engineering Corporation Ltd.,
Agra Road, Kurla North, Bombay-37.

102. Messrs. Karnani Metal Fabricators & Electro Depositors,
3/1, Mohan Bagan Lane, Calcutta-4.

103 Messrs. Krishnalal Thirani & Co., Ltd.,
ILACO HOUSE, 5th Floor, Brabourne Road, Calcutta.

104. Messrs. Kumardhubi Fireclay and Silica Works Ltd.,
Chartered Bank Buildings, India Exchange Place, Calcutta.

105. Messrs. Kirloskar Bros. Ltd.,
Kirloskarwadi, South Satara District.

106. Messrs. Khemchand Rajkumar,
33, Netaji Subhas Road, Calcutta.

107. Messrs. Kumardhubi Engineering Works Ltd.,
Chartered Bank Buildings, India Exchange Place, Calcutta.

108. Messrs. Krudd Industries Ltd.,
20/21, Stephen House, 4, Dalhousie Square East, Calcutta 1.

109. Messrs. Khira Steel Works Private Ltd.,
Godbunder Road, Santa Cruz, Bombay-23.

110. Messrs. Kewalraj & Co., Private Ltd.,
"SITARAM BUVAN", Second Floor, 369, Girgaum Road,
Bombay-2.

111. Messrs. Kulko Engineering Works Ltd.,
Mirajkar Wada, Mangalwar, Post Box No. 35, Kolhapur.

112. Messrs. Kumar Industries Private Ltd.,
20/22, Industrial Colony, Naini, Allahabad.

113. Messrs. Kamani Metals & Alloys Ltd.,
Factory Sales Division, (Export Sectional), Agra Road,
Kurla North, Bombay-37.

114. Messrs. Kandivil Metal Works,
C/o. Natwarlal & Co., Dhobiwadi, Thakurwar, Bombay-2.

"L"

115. Messrs. Larsen & Tubro Ltd.,
I.C. House, Dougall Road, Ballard Estate, Bombay.

116. Messrs. Lallubhai Amichand Private Ltd.,
Post Box No. 4075, Bombay.

"M"

117. Messrs. Matchwell Electricals ( India ) Private Ltd.
4/11, Asaf Ali Road, Post Box No. 156, New Delhi.

118. Messrs. Mahindra & Mahindra Ltd.,
Hall & Anderson Buildings, 31, Chowringhee Road, Calcutta.

119. Messrs. Malleable Iron & Steel Castings Co.,
Mathuradas Mills Compound, Lower Parel, Bombay-13.

120. Messrs. Mansfield Oil Gas Co., Ltd.,
16, Radhanath Chowdhury Road, Calcutta-15.

121. Messrs. Maya Engineering Works Private Ltd.,
200-A, Shaymaprasad Mookerjee Road, Calcutta.

122. Messrs. Metal Box Co. of India Ltd.,
" BARLOW HOUSE ", 59 C, Chowringhee Road, Calcutta-20.

123. Messrs. Motor and Machinery Manufactures Ltd.,
31, Chittaranjan Avenue, Calcutta.

124. Messrs. M. L. Shroff,
12, Chowringhee Road, Calcutta-13.

125. Messrs. Mazagon Dock Ltd.,
Dockyard Road, Mazagon, Bombay.

126. Messrs. M. C. Mowjee & Co.,
46, Ezra Street, Calcutta-1.

127. Messrs. Macneill & Barry Ltd.,
2, Fairlie Place, Calcutta-1.

128. Messrs. Metal Goods Manufacturing Co. Private Ltd.,
Vidyapith Road, Varanashi-2.

129. Messrs. Mysore Kirloskar Ltd.,
Yanthrapur, P. O. Harihar, ( Mysore State ).

130. Messrs. Minimax Ltd.,
" MERCANTILE BUILDINGS ", Lall Bazar Street, Calcutta.
Calcutta.

131. Messrs. Mysore Electroplating Private Ltd.,
Pilikothi Gulshaheed, Post Box No. 86, Moradabad.

132. Messrs. Mechanical Engineering Co. Private Ltd.,
25, Swallow Lane, Calcutta-1.

"N"

133. Messrs. National Machinery Manufacturers Ltd.,
Post Box No. 3, Thana, Bombay.

134. Messrs. Nathmull Girdharilal,
22, Burtolla Street, Calcutta-7.

135. Messrs. National Carbon Co. ( India ) Ltd.,
" ILACO HOUSE ",
Brabourn Road, Calcutta-1.

136. Messrs. National Iron & Steel Co., Ltd.,
51, Stephen House, 4, Dalhousie Square East, Calcutta-1.

137. Messrs. National Industrial Works,
380, Girgaum Road, Bombay-2.

138. Messrs. National Castings Co.,
8, Dalhousie Square, East, Calcutta-1.

139. Messrs. New Bemco Engineering Products Private Ltd.,
Belgaum, Southern Railway.

140. Messrs. National Wire & Metal Industries,
Mahindharpura, Surat.

141. Messrs. National Engineering Industries,
India Exchange, 5th Floor, Calcutta-1.

142. Messrs. National Conduits Private Ltd.,
Kashmirigate, Delhi.

"O"

143. Messrs. Oriental Metal Industries Ltd.,
77, Bow Bazar Street, Calcutta-12.

144. Messrs. Orient General Industries,
6, Ghore Bibi Lane, Narkeldanga, Calcutta-11.

145. Messrs. Orissa Industries Private Ltd.,
P. O. Barang, Cuttack.

"P"

146. Messrs. Praga Tools Corporation Ltd.,
17, Saifabad, Hyderabad.

147. Messrs. Premier Automobiles Ltd.,
Agra Road, Kurla, Bombay-37.

148. Messrs. Punjab Engineering Works,
77, Netaji Subhas Road, Calcutta-1.

149. Messrs. Purushottam Ramji & Sons Private Ltd.,
12, Raja Woodmunt Street, Calcutta-1.

150. Messrs. Polar Electric Fan Marketing Co.,
7, Pollock Street, Calcutta-1.

151. Messrs. Port Engineering Works Ltd.,
8, Clive Row, Calcutta-1.

152. Messrs. Pearl Metal Works,
20, Wadi Bunder Road, and Belvedere Hill Road,
Mazagon, Bombay-10.

153. Messrs. Premier Stores Supplying Co., Ltd.,
8, India Exchange Place, Calcutta-1.

"Q"

154. Messrs. Quilon Zenith Tin Works,
Quilon, ( S. India ).

"R"

155. Messrs. R. S. Julli Ram Sham Lal ( Cal. ),
19, Maharshi Debendra Road, Calcutta-7.

156. Messrs. Ramchander Heeralal,
138, Canning Street, Calcutta.

157. Messrs. Radio Lamp Works Ltd.,
45-47, Veer Nariman Road, Bombay-1.

158. Messrs. Roger Engineering Works,
137, Canning Street, Calcutta-1.

159. Messrs. R. Babulal & Co.,
Post Box No. 3088, Bombay-3.

"S"

160. Messrs. Shree Viswakarma Industries,
192, Cross Street, Calcutta-1.

161. Messrs. Shree Ram Mills Ltd.,
Ferguson Road, Parel, Bombay-13.

162. Messrs. Shree Krishna Private Ltd.,
20, Mangoe Lane, Calcutta-1.

163. Messrs. Shree Bajrang Electric Steel Co., Ltd.,
83, Old China Bazar Street, Calcutta-1.

164. Messrs. Shree Laxmi Iron & Steel Co., Ltd.,
P-16, Kalakar Street, Calcutta-7.

165. Messrs. Sen Pandit Ltd.,
Mercantile Buildings, Lallbazar Street, Calcutta.

166. Messrs. Shalimar Tar Products (1935) Ltd.,
6, Lyons Range, Calcutta.

167. Messrs. Shankar Industries,
192, Cross Street, Calcutta.

168. Messrs. Shree Luchminarain Jute Mfg. Co., Ltd.,
59, Netaji Subhas Road, Calcutta.

169. Messrs. Shree Hanuman Industries,
Post Box No. 6771, Calcutta-7.

170. Messrs. Swastik Manufacturers Ltd.,
89, Sarojini Devi Road, Secunderabad.

171. Messrs. Standard Batteries Ltd.,
Vakola, Santa Cruz, Bombay-25.

172. Messrs. Steel & Allied Products Ltd.,
6, Old Post Office Street, Calcutta-1.

173. Messrs. Structural Engg. Works Ltd.,
Maneckji Wadia Bldgs., 127, Mahatma Gandhi Road,
Fort, Bombay-1.

174. Messrs. Simpson & Co., Ltd.,
202/203, Mount Road, Madras-2.

175. Messrs. Shalimar Wood Products Ltd.,
138, Canning Street, Calcutta-1.

176. Messrs. Spinning Accessories Private Ltd.,
6, Nawab Dilarjaung Road, Cossipore, Calcutta-2.

177. Messrs. Sivadas & Co.,
(I. C. Tin Factory), Kilikolloor, Quilon, Kerala State.

178. Messrs. Standard & Co.,
123/394, Fazulganj, Factory Area, Kanpur.

179. Messrs. Shankar Iron and Engineering Works Private Ltd.,
52/1, Dr. Abani Dutta Road, Howrah.

"T"

180. Messrs. Tata Iron & Steel Co., Ltd.,
23-B, Netaji Subhas Road, Calcutta-1.

181. Messrs. Tatanagar Foundry Co., Ltd.,
51, Stephen House, 4, Dalhousie Square East, Calcutta-1.

182. Messrs. Tayabi Bucket Factory,
174-178, Janjikar Street, Bombay-3.

183. Messrs. Thakurdas Surekha Iron Foundry Ltd.,
10, Goho Road, Ghusury, Howrah.

184. Messrs. Textile Machinery Corporation Ltd.,
Belgharia, 24-Parganas.

185. Messrs. Textool Co., Ltd.,
Post Box No. 221, Coimbatore.

186. Messrs. T. T. Krishnamachari and Co.,
Post Box No. 200, Thambu Chetty Street, Madras-1.

"U"

187. Messrs. United Engg. (Eastern) Corporation,
22, Canning Street, Calcutta-1.

188. Messrs. United Metal Industries,
14, Noormull Lohia Lane, Calcutta-7.

189. Messrs. Universal Screw Factory,
Cheharta, Amritsar.

190. Messrs. Universal Trunk Depot.,
77, Abdul Rehman Street, Bombay-3.

"V"

191. Messrs. Voltas Ltd.,
16, Graham Road, Ballard Estate, Bombay-1.

192. Messrs. Vishwakarma Construction Private Ltd.,
31, Chittaranjan Avenue, Calcutta-12.

193. Messrs. Vulcan Mechanical Industries,
Sonawala Estate Compound, Tardeo, Bombay-7.

"W"

194. Messrs. William Jacks & Co., Ltd.,
16, Netaji Subhas Road, Calcutta-1.

## EX-OFFICIO MEMBERS

| | |
|---|---|
| 1. Shri A. K. Bhattacharya, Messrs. National Iron & Steel Co., Ltd., 51, Stephen House, 4, Dalhousie Square, Calcutta-1.<br>2. Shri R. D. Trivedi, Messrs. Jeewanlal (1929) Ltd., 31, Netaji Subhas Road, Calcutta-1.<br>3. Shri Madan Shetty, 27, Purushottam Building, No. 4-C, 15, Tribhuvan Rd., Bombay-4. | Engineering Association of India. |
| 4. Sir B. P. Singh Roy, President, Federation of Indian Chamber of Commerce and Industry, C/o. Messrs. India Steamship Co., Ltd., India Stermship House, 21, Old Court House Street, Calcutta-1.<br>5. Shri G. L. Bansal, Secretary-General, Federation of Indian Chambers of Commerce and Industry, 28, Ferrozshah Road, New Delhi. | Federation of Indian Chamber of Commerce & Industry. |
| 6. Dr. A. Nag Raj Rao, Chief Industrial Adviser, Government of India, Ministry of Commerce & Industry, Development Wing, New Delhi.<br>7. Shri S. K. Sen, Joint Chief Controller of Imports & Exports, 4, Esplanade East, Calcutta-1.<br>8. Shri A. S. Bam, I.C.S., Iron & Steel Controller, 33, Netaji Subhas Road, Calcutta-1. | Government of India. |