

# Engineering Export Promotion Council

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## REPORT OF THE COMMITTEE

FOR THE YEAR ENDING 31ST MARCH 1959

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## ENGINEERING EXPORT PROMOTION COUNCIL

*Report of the Committee for the year ending 31st March, 1959*

THE COMMITTEE have great pleasure in submitting its report on the work done during the year ending 31st March, 1959.

The year under review has been significant in as much as many important steps were taken by the Government and the Council towards export promotion. The year started with a representation to the Government in which their attention was drawn to the export promotional incentives given to exporters on Japan. This was based on the study which the Council and Delegation had made in February, 1958.

Another Study Team was sent in October to Western Europe and U.K. to study the various Export Promotional methods adopted by the Government and the industry to boost up export. The recommendations made by the Team were forwarded to the Government. These two Teams have rendered useful service to the industry in as much as they have vividly brought out the situation obtaining in countries which are our competitors.

Two Delegations were sent by the Council—one to Central and West Africa and the other to Australia, New Zealand, Indonesia, Fiji islands etc. All these territories were explored for the first time and the visits of the Delegation have opened opportunities for further visits and business.

A very important policy decision taken by the Government was to make available indigenous and imported raw materials for those firms who got themselves registered with the Council. This was over and above the replenishment scheme which had been started earlier. Later, on the 18th December, 1958, announcement was made by the Government for reduction in the price of Steel and Pig Iron for export purpose. Although the reduction was not sufficient—especially to the case of sheets, the industry welcomed the decision.

Another step taken earlier in July, 1958 was to announce 50 per cent reduction in railway freight on certain commodities moved from inland centres to ports and from one port to another. Here also, the relief was confined to specific commodities and for specified destinations. It was welcomed by the industries concerned.

Earnest efforts were made by the Central Board of Revenue to fix rates for drawback of duties and expedite payment of claims. Although the position was not satisfactory—especially in regard to compliance with the complicated formalities at the Ports and delay in getting payment under drawback claims, Senior Officers in the C.B.R. in charge of draw-back were always willing to solve the difficulties.

The Export Risk Insurance Corporation under the dynamic personality of Shri T. C. Kapur, rendered very useful service to the exporters. The difficulties were discussed from time to time and the Corporation was always prepared to accommodate within the limitations.

The Supply of Iron and Steel against E.P.C. Quotas continued to cause anxiety and it was only towards the close of the year that E.P.C. Quotas were officially given the topmost core priority—even over some of the Government projects.

The internal and external administration of the Council was carried on in accordance with the programme and the budget. There was not much increase in the establishment because of lack of funds. Efforts were made to give full satisfaction to the members and non-members and if there was any limitation, it was not because of any lack of will on the part of the office but because of lack of resources in men and money to cope with the work.

All these efforts had their cumulative effect on export. Things started settling down towards the close. The scheme drawn up towards the close have now started bearing fruits and the exports are now gradually increasing. It is hoped that the foundation laid during the year will bear results now.

## IMPLEMENTATION OF THE PROGRAMME

## (a) EXTERNAL PROGRAMME :

(i) **Foreign Offices.**—Although it was envisaged in the programme to open two offices, one in West Asia say at Teheran, and another at South-East Asia, say at Bangkok, the Council could not open the offices due to obvious reasons. The Committee at its meeting held on 29th June, 1959 decided not to open any more offices.

(ii) **Survey of Market.**—During the year under review, we conducted market surveys in Australia, New Zealand, Indonesia, Fiji Islands, Singapore, Federation of Malaya, Southern Rhodesia, Belgian Congo, French Equatorial Africa, Ghana, Nigeria, Sierra Leone, Morocco, and Latin America. The following Reports of the Trade Delegations and Market Surveys were published during the year :—

(a) Market Survey for Engineering Goods in Australia, New Zealand and Indonesia—Report of the Delegation to Australia, New Zealand, Indonesia, Fiji Islands, Singapore and Federation of Malaya.

(b) Markets for Engineering Goods in Central and West Africa—Report of the Trade Delegation to Southern Rhodesia, Belgian-Congo, French Equatorial Africa, Ghana, Nigeria, Sierra Leone, and Morocco.

(c) Market Survey for Engineering Goods in Mexico.

(d) Export Promotion—A study in technique and organization in West Europe and United Kingdom.

(iii) **Propaganda—External.**—

(a) **Advertisements.**— The external publicity programme as approved by the Publicity Sub-Committee was carried out. The advertisements were released in such a way that they coincided with the holding of Exhibitions/Fairs abroad in which member-firms of the Council participated or

with the visit of the Council's Trade Delegation to foreign countries. The advertisements were released through Messrs. Clarion Advertising Services Pr. Ltd., who are the Council's Advertising Agents.

Due to late approval of the budget by the Government, however, not much progress could be made with regard to external publicity for the first half of the year.

- (b) *Overseas Journal*.— The publication of the Overseas Journal of the Council—the “Indian Engineering Exporter”—continued as usual. The circulation had to be increased from 1200 to 1700 copies, in view of its increasing demand in foreign countries. The Journal continued to be circulated amongst important importers and dealers in engineering products in foreign countries, Chambers of Commerce and Industry in India and abroad, Trade Representatives of the Government of India at home and abroad, members of the Council and subscribers. Extra copies were printed for distribution at Exhibitions/Fairs abroad.
- (c) *Directory of Indian Engineering Exporters* :— (Second Edition)— 1250 copies of the above Directory were brought out during the month of January, 1959. The new edition was better in many respects than previous one. Number of pages was increased from 164 to 260. A new chapter on Trade Marks and Brands was added. Number of illustrations was increased. The Directory was very well received by all concerned at home and abroad.
- (d) *Brochure*.— Brochure entitled “THINGS AN EXPORTER SHOULD KNOW” was published by the Office during November 1958 which was found to be very useful by exporters. 500 copies of the Brochure were sent to Cairo for free distribution to the delegates of the Afro-Asian Conference which was held in Cairo during December 1958.

(e) *Show-rooms.*—On request from the Council, member-firms continued to forward their exhibits for display at the Show-rooms at Rangoon and Mombasa. The number of firms who had sent their exhibits by 31st March, 1959, was 38 and 29 respectively.

(f) *Exhibitions and Fairs.*—

(i) *Singapore Constitution and Exposition.*— The Council put up a Stall at the above Exhibition in Singapore which was held from 7th February to 10th March, 1959. About a dozen of members of the Council exhibited their samples in this Stall. Items displayed included lathes, sewing machines, electric fans, diesel engines and pumps, electric motors, steel furniture, electrical appliances and builders hardware.

The Council's Stall was awarded a prize (Shield) by Exposition Committee for putting up one of the best organized shows. Our Foreign Officer at Rangoon was deputed to take charge of the Council's Stall for the duration of the Exhibition.

The Council participated in this Exhibition on its own initiative.

(ii) *Wholly Indian Exhibition at Saigon.*— 8 to 10 members of the Council displayed their exhibits in the above Exhibition which was held from 18th March, 1959 onwards for 18 days.

(iii) *Wholly Indian Exhibition in Rio-de-Janiro.*— At the instance of the Council some members of the Council forwarded their exhibits for display at the above Exhibition, which included electric fans, diesel engines, sewing machines etc.

(iv) *Exhibition at Kabul on the occasion of the Jeshan.*— 9 Members of the Council participated

in the above Exhibition which was opened in Kabul during last week of August, 1958.

(v) *Wholly Indian Exhibition at Khartoum (Sudan).*

—The Council participated in the above exhibition which was held from 27th March to 8th April, 1958. Our Foreign Officer at Mombasa was deputed to be present in Khartoum for the duration of the Exhibition to supervise the display of exhibits as well as to contact the parties and attend to enquiries. It was a successful exhibition in publicising engineering products and created sufficient interest in importers. As a result of our participation number of enquiries were also received.

(g) *Joint Foreign Publicity Programme—1958-1959.*—

In order to publicise important brands of engineering products in foreign countries a scheme of Joint Publicity with the collaboration of the member-firms was chalked out. The amount allocated for this for the year under review was Rs. 1,80,000/- half of which was to be contributed by the participants. 19 brands were selected for publicity abroad on merits taking into consideration the export performance of the manufacturers during the previous years and the amount spent by them directly on external publicity. Due to late sanction of budget by the Government, the publicity under this programme could not commence till September-October 1958, with the result that a sum of Rs. 25,000/- (approx) had remained unspent at the close of the financial year.

(g) *Correspondents.*—In pursuance of the programme, we appointed a correspondent in Baghdad. As regards the appointment of more correspondents in other countries, it was decided by the Committee to postpone it for the time being.

(h) *Delegation and Study Tour.*—

(a) *Study Tour of Europe.*— A Study Tour was sent to U.K., and Continent on the 27th September, 1958. The

Study Tour visited U.K., West Germany, Belgium, France and Norway, and returned to India in the first week of November, 1958. The following were the recommendations of the Study Tour which were forwarded to the Government.

## RECOMMENDATIONS OF THE STUDY TOUR

### (A) Export Promotional Measures :—

- (a) A bonus scheme in the form of retention of 40 per cent of foreign exchange earned should be introduced with suitable safeguards so that it is not abused.
- (b) Proportionate reduction from taxable income of the export proceeds should be allowed for a period of five years. If this is not feasible, a reduction in the tax liability proportionate to the export turnover should be allowed.
- (c) Grant of import licences whether for prospective exports or as replenishment should be automatic on the production of satisfactory proof of export.
- (d) No central or state sales tax should be levied on raw materials and components which enter into manufacture for export.
- (e) All insured export transactions should have easy availability of finance and the banks should automatically rediscount export bills for insured transactions. The rate of discount should be lower by suitable arrangement with the Reserve Bank of India which should offer lower discounting rate to the scheduled banks. The Reserve Bank should provide sufficient funds to the commercial banks in order that rediscounting is facilitated.
- (f) In order to finance long-term credits and heavy contracts, efforts should be made from now to establish an organization like the "AKA" in West Germany for providing finance for fabrication to manufacturers for export. The period of such finance should be sufficiently long to cover

both fabrication as well as credit periods, for as the export of heavy engineering goods increases, the need for such an institution would be all the greater.

- (g) The cost of insurance, credit and finance should not exceed five per cent per annum in the total.
- (h) So long as the scarcity of raw material continues, manufacturers/exporters should be provided with sufficient raw materials according to the "Brands" which the Export Promotion Council has on its programme.
- (i) Considering the meagre quantity of iron and steel involved, their delivery should be facilitated and in no case the manufacturers/exporters should have to wait beyond 60 days for delivery.
- (j) The Export Credit Guarantee Scheme should be suitably strengthened. In particular the Corporation should issue insurance for prospecting of markets and should cover pre-shipment, post shipment and fabrication risks. The premium rates for engineering goods should be lowered considerably, of course, keeping in view the risks involved. More propaganda should be done to popularize the insurance scheme.
- (k) The period of the cover in respect of engineering goods, specially machinery, should be increased upto three years as against the present practice of 180 days and in certain cases like machine tools or other heavy equipments the period should be minimum three years.
- (l) A separate provision in the national budget on the lines of the FUND for foreign trade in Belgium should be set up to assist market prospecting, publicity, travel etc.

**(B) Organizational Measures :—**

- (a) The Export Promotion Directorate should be suitably strengthened on the lines of the Board of Trade in London and regional offices should be established at Calcutta, Nagpur, Madras, Bombay, Delhi, Jullunder,

and Kanpur. These offices should be suitably manned and the Customs and Excise Inspectors who are responsible for claims of drawback should be associated with this Directorate in order that the claims for drawback are expeditiously dealt with.

- (b) The Officers of the Directorate should be given training in export credit risk insurance, banking institutions, customs, port, industries and trade procedure and practices for a period of three months.
- (c) The Directorate of Export Promotion at Delhi should have separate countrywise Divisions in order that an Export Services Branch is suitably organised in course of time.
- (d) A special Register Service should be started for commodities other than those for which Export Promotion Councils are already in existence.
- (e) Considering the potential of a big export trade in engineering goods commensurate with our future developmental plans, the funds to the Engineering Export Promotion Council should be limited as at present, but depending upon the budget of the council and the resources that each Council can command, the Government should make their contributions on the present basis without any restriction.
- (f) Customs practices and procedure should be modified in every respect to facilitate export trade. It would be worthwhile to send a small team consisting of two young customs officers, a man from ports organisation, and a representative of the engineering exporting industry to study customs and port facilities at important ports like Hamburg, London and Antwerp. In the light of such a study, our shipping and customs documents should be thoroughly revised to suit modern conditions.
- (g) Shipping documents should be remodelled on the lines of those in use at the port of London, whereby the claim for drawback of custom and excise duties is facilitated.

Before packing for Export, customs examination should be completed at the works or warehouse site, if desired, and all the expenses should be borne by the Government.

- (h) Shipping facilities should be augmented in respect of those countries where India's products have a market.
- (i) Efforts should be made to augment these facilities by installation of Floating Cranes and other mechanical appliances so that loading and unloading of cargo is facilitated.
- (j) The Trade Commissioners Organizations should be strengthened. Below each Trade Commissioner or First Secretary (Commercial), there should be one or two Junior Officers of the rank of Under Secretaries so that the work does not suffer when First Secretaries are otherwise busy or on leave etc.
- (k) In consultation with the Federation of Indian Chambers of Commerce & Industry, each such officer before he is sent out, should be given about six months training in trade, industry, banks, insurance companies, shipping port and customs organisations in order to have a background which is very necessary for his work.
- (i) The Government of India should publish through the Reserve Bank of India Bulletin the balance of payments position in respect of all the countries every month.

(b) **Trade Delegations.**—During the year under review, the council sent two Trade Delegations—one to Central and West Africa, and the other to Australia, New Zealand and Indonesia.

The Trade Delegation to Central and West Africa left India on 31st August, 1958 and visited the following places :—

|            |     |     |                           |
|------------|-----|-----|---------------------------|
| Nairobi    | ... | ... | British East Africa.      |
| Salisbury  | ... | ... | "                         |
| Bulawayo   | ... | ... | South Rhodesia.           |
| Livingston | ... | ... | "                         |
| Brazaville | ... | ... | French Equatorial Africa. |

|              |     |                |
|--------------|-----|----------------|
| Leopoldville | ... | Belgian Congo. |
| Accra        | ... | Ghana.         |
| Lagos        | ... | Nigeria.       |
| Freetown     | ... | Sierra Leone   |
| Casablanca   | ... | Morocco.       |
| Rabat        | ... | "              |
| Tangier      | ... | "              |

The Delegation was fully convinced that there was no discrimination against Indian Goods in Africa and wide scope existed for such goods if suitable methods of publicity and sales promotion were adopted. 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 :—

#### RECOMMENDATIONS

The various steps which, in our opinion would assist Indian exporters of engineering goods to compete in the foreign markets are given here-under :—

- (1) Excepting isolated cases, no serious attempt has been made by Indian manufacturers/exporters of engineering goods to introduce their products in the Central, West and North African markets. There is no knowledge of Indian products—their quality, price and performance, and therefore suitable steps have to be taken to educate the people. Interest can be created by sending illustrated catalogues, prices and literature to leading importers, Government Departments and Chambers of Commerce.
- (2) Local exhibitions and trade fairs are being held from time to time which afford opportunities for display of various products. Indian manufacturers should participate in such exhibitions. The Exhibition Directorate should hold wholly Indian Exhibitions in places like Nigeria, Ghana, where there is keen desire to develop business relations with India.

- (3) Indian manufacturers/exporters must make it a point to send from time to time, either separately or jointly representatives, who should arrange demonstration of their products, discuss and finalize contracts on the spot.
- (4) India has no Trade Agreement with any of the countries visited by the Delegation. Some of the countries give preferential treatment to agreement countries. It is extremely necessary to have proper trade agreements with the countries concerned.
- (5) Most of the countries have adverse balance with India and therefore, they are hesitant to extend import facilities to non-traditional items like engineering goods. Government of India have therefore, to consider seriously as to what items should be imported from those countries. The Trade Agreement will facilitate the Exchange of commodities between the two countries.
- (6) Most of the countries have agricultural economics and are undeveloped. They need agricultural and irrigation implements of the types we are using and in the manufacture which we have introduced many improvements. Steps are being taken by many of the countries to set up industries to make these agricultural and irrigation implements. They are anxious to collaborate with Indian manufacturers and are willing to extend all facilities needed to set up new industries. We would recommend that wherever possible, efforts should be made for setting up assembly plants in collaboration with the local businessmen. This will help in expanding Indian export of engineering products in knocked down condition for local assembly.
- (7) Excepting Ghana and Morocco and to a small extent of Southern Rhodesia, India is not properly represented in any of the countries. Whatever the reasons in the past, we would strongly recommend that the Government of India should have full fledged Trade Commissioners in all the countries covered by the Delegation. In countries

where we have already some sort of representation, the staff needs to be considerably strengthened. The existing staff is doing all that is humanly possible within the limited resources and personnel and it would be very unjust to expect anything more from the already overworked and insufficiently trained staff.

- (8) Connected with the question of commercial representation in these countries is the question of selection of suitable staff. It is of interest to note that almost the entire staff of the U.K. Trade Commissions including the Commission as themselves, are required to take practical training in the U.K. Board of Trade. Even if some members of the staff are recruited locally, they are sent to London for proper training. The U.K. Board of Trade runs a full-fledged training course in which the staff is required to go through all the Departments of the Board and get himself acquainted with the type of work to be done later on. Some of the Senior Trade Commissioners must have worked in responsible posts in the Board of Trade for ten years. After the staff is selected he is sent round to meet Government Departments, Chambers of Commerce and Trade Associations and is thus thoroughly acquainted with the U.K. Trade and Industries. Never is a man sent out without sufficient training. No doubt, the services rendered by U.K. Trade representatives abroad are most efficient. Compared to the conditions obtaining in U.K. with those in India, our Trade Commissioners staff is doing a very specialised and difficult job with little or no background under serious strain and not always to the benefit of the country. We would, therefore, strongly recommend that the Indian Government Trade Representatives abroad must be given similar training and facilities as their counterparts get in U.K.
- (9) Attached to the Trade Commissioners should be show-rooms, where various products are on display and through which practical demonstrations are arranged in farms and factories. It has been noted that in the absence of suit-

able arrangement, practical demonstration by the manufacturers concerned becomes very difficult.

- (10) There are a few leading firms, who control most of the import and wholesale business in Belgian Congo, French Equatorial Africa, Nigeria, Ghana and Sierra Leone. Their Head Offices are in Paris, Brussels, London, Liverpool, Manchester or other European countries. They are completely ignorant of our capacity to export. They have, therefore, to be approached and persuaded to interest themselves in Indian products. Similarly Crown Agents, London are the purchasing authority for Ghana, Nigeria and Sierra Leone. Indian manufacturers will have to register themselves with the Crown Agents.
- (11) For the past several years India has been exporting Cotton Textile, Jute and Tea. Most of these countries are still importing these products, but gradually we are losing ground to other competing countries. Our incapacity to compete in our traditional goods is indirectly affecting the prospect for many non-traditional goods including the engineering goods. It is necessary that we should at least maintain our position in these countries so far as traditional goods are concerned.
- (12) As new-comers we are faced with an uphill task of creating confidence in the minds of the buyers about the quality, performance and prices of our products. The unscrupulous dealings by some of the exporters in traditional goods and bad business behaviour by a few small and unreliable exporters of engineering goods has been a great stumbling block in the way of expansion of our business. We cannot emphasise too seriously the implications of such activities and would strongly recommend that Indian exporters of engineering goods must show business integrity and honesty of the highest order and should not allow expediency to sacrifice the long term business prospect.

- (13) We can compete outside the country only on the basis of quality, price, delivery and service. Some really good products have failed to find markets because of the design and improper presentation. Manufacturers have to keep themselves abreast of the latest improvements in design, finish and salesmanship.
- (14) Unlike other goods, engineering exports cannot be built up, unless there is a proper organisation for after sale service. Indian manufacturers must, therefore, appoint agents, who can attend to and organise service after the goods have been sold. As far as possible nationals should be appointed as agents, particularly in countries which have attained their political freedom or are going to achieve in the near future.
- (15) It would be necessary both from the point of goodwill and business that invitations should be extended to leading businessmen through Chambers of Commerce and Governments concerned to visit India and see the industrial progress we have made. No amount of paper publicity would bring in as much result as the satisfaction of a few important businessmen and Government officials about our quality and prices.
- (16) Some of the countries would like to correct the present adverse balance of payment by training their young men in Indian factories. For instance, Nigeria wants that since there is immediately no other way in which the wide disparity lying between India and Nigeria can be bridged India should train the Nigerian young men in her factories and Technical Institutes. We would strongly recommend that the Government of India should consider the practical aspect of the suggestion and finalise the scheme in consultation with the Government of Nigeria. An engineer trained in Indian factories would be the best buyer and propagandist of Indian engineering goods.

(17) In 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 stabilise 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.

(18) In other exporting countries like Japan facilities are available to the exporters to obtain long and short term credits at rates which are lower than the normal banking rates. Similar facilities should be available to Indian exporters.

Another Trade Delegation left India on March 1, 1959 to Australia, New Zealand and Indonesia and returned on the 12th April, 1959. The following places were visited by the Delegation :—

Australia,  
New Zealand.  
Indonesia.  
Fiji Island.  
Singapore.  
Federation of Malaya.

The delegation was received with great cordiality throughout the tour and opportunities were taken to explore the possibilities for export of Engineering Goods to the above countries. The recommendations of the delegation are reproduced below :

**Indonesia :**

From the discussions, the Delegation had with the Director and Deputy Director of Foreign Trade, the Secretary, Ministry of Indus-

try and other high officials, it was clear that the Indonesian authorities were very anxious to develop business relations with India. They feel that the present Indo-Indonesian Agreement is not adequate for expansion of mutual trade. They are, therefore, willing to negotiate a fresh trade agreement. Our Ambassador in Indonesia also shares this view and we strongly urge upon the Government to take initiative for fresh trade talks and if necessary invite the Indonesian Government representatives.

The Delegation observed, there is tremendous scope for sugar mill machineries and parts and Indian Sugar mill machinery manufacturers are in a position to meet the demands. In some cases the entire plant is obsolete but for financial and other practical reasons, Indonesian authorities would take the replacement of plants and machineries only in gradual stages. The Delegation strongly feels that since majority of the Sugar mills are now Government managed and their requirements of plants and machineries are canalised through a Government Department one or two officers and technicians in charge of recommendations or purchases of the sugar mill machineries should be invited to visit India so that they could have an idea of what we are capable of doing. Similarly, the Government of India should consider sending one or two Indian Sugar technologists to study and advise Indonesian mills how best the existing plants and machineries can be replaced in gradual stages.

The remarks stated above are applicable to requirements of tea machineries also where we have the advantage of hundred per cent self-sufficiency.

Credits and other forms of external assistance, both long term and short term, have proved very profitable to Indonesia. The U.K. Export Credit Guarantee Department has just announced resumption of coverage for British Exports to Indonesia. The cover is now available for transactions on terms of payment upto three years for capital goods and upto six months for consumer goods. Foreign credits and Japanese reparation facilitated the purchase of 43 ships in 1958. Credits and loans were made available by eleven countries which include Canada, China, Czechoslova-

kia, France, Western Germany, Italy, Japan, Poland, Sweden, U.S. and the Soviet Union. If India expects to do some business the Government of India will have to seriously consider in what way can they render any financial or technical assistance to Indonesia.

Some of the engineering goods like diesel engines, pumping sets, agricultural machines and tools, sugar cane crushers, oil mill machinery, rice hullers etc., are required in big quantity by the Ford Foundation Authorities for their rural and agricultural development schemes. The purchases are made by the Foundation Authorities direct without the necessity of going through the import formalities. The Delegation noted that very good opportunity existed for many engineering goods if the Ford Foundation authorities could be persuaded through their Delhi Office to give preference to Indian Goods. The object of the Ford Foundation being to help the underdeveloped countries, while helping Indonesia they would be helping India as well by purchasing Indian engineering goods.

The Government of India Show Room at Djakarta is situated at a wrong place and when the Delegation visited it, most of the exhibits were lying in heaps, scattered all over the place, uncleaned and in a manner which betrays not only our lack of display and showmanship but also the preliminary knowledge of engineering goods. A diesel engine was placed upside down, another was displayed separated from its flywheel and a part still lying in the godown. Small tools which occupied most of the space on the shelf were not properly listed or catalogued. The cast iron pipes were lying on the floor. The Delegation felt that such a display did more harm than good. It will be unfair to blame the officer in charge of the showroom because he does not have even the elementaries of engineering goods. We would strongly request the Government to see that the man in charge of show-room should be one who has the preliminary knowledge of engineering goods, has visited some of the leading factories in India before being sent out, is assisted by a technically qualified local assistant, is permitted to consult and take help from people who are expert in arranging display and spend necessary amount for such decoration and display etc.

**Australia :**

Although most of the engineering goods which India is interested in exporting are manufactured locally, imports are also taking place. Articles like diesel engines, and sewing machines can be imported in knocked down conditions and assembled locally. Small consumer goods like builders hardware, cast iron pipes and fittings, cutlery, locks, electric fans etc., are also in demand but possibilities for export of these goods to Australia must be completely ruled out unless the Australian Government is persuaded to have the same import duty as on U.K. goods. An idea of the discrimination in tariff can be had from the following statement :—

| Commodities                                                                                                                                   | British<br>Preferen-<br>tial | Most favour-<br>ed Nations<br>such as India | General |
|-----------------------------------------------------------------------------------------------------------------------------------------------|------------------------------|---------------------------------------------|---------|
| 1. C. I. Pipes (per ton except<br>soil & rain water Pipes) ...                                                                                | 20 Sh.                       | 67.6d                                       | 67.6d.  |
| 2. G. I. Pipes and fittings ...                                                                                                               | 15%                          | 30%                                         | 45%     |
| 3. Barbed wire (per ton) ...                                                                                                                  | Free                         | 100 Sh.                                     | 160 Sh. |
| 4. Agricultural Implements<br>(certain items) ...                                                                                             | 5%                           | 27½%                                        | 27½%    |
| 5. Machines, machine tools<br>and appliances for use in<br>connection there with such<br>as biscuit making, shoe-<br>making, canning etc. ... | Free                         | 12½%                                        | 12½%    |
| 6. Internal combustion engines<br>upto and including 60 HP ...                                                                                | 25%                          | 42½%                                        | 52½%    |
| 7. Electric Fans ...                                                                                                                          | 10%                          | 57½%                                        | 57½%    |
| 8. Electric Household Irons etc. ...                                                                                                          | Free                         | 22½%                                        | 22½%    |
| 9. Telephones ...                                                                                                                             | 12½%                         | 37½%                                        | 42½%    |

The Delegation feels that the matter should be discussed at the highest level so that all the commonwealth countries are treated on uniform basis.

**New Zealand :**

The Delegation found tremendous amount of goodwill towards India and people both in the Government and business are interested in developing business relations with India. Their present difficulty is exchange. They are very much disappointed that India has imposed restrictions on import of products from New Zealand which are her traditional exports. They point out that unless the Government of India allows import of dairy and milk products from New Zealand it was not possible to import Indian engineering products. Attention of the Delegation was also drawn to the fact that while New Zealand was treating all members of the Commonwealth on par, excepting a few, there special agreements have been entered into, India was making a discrimination between U.K. and other members of the Commonwealth including New Zealand. The Delegation strongly feels that the Government of India should have a more liberal policy with regard to import of New Zealand dairy and milk products and also discuss the problems relating to tariff. A bilateral agreement with New Zealand should be made to the advantage of both the countries. There is a non-resident tax payable in case Indian firms appoint agents in New Zealand and do business through those Agents the tax is levied, on the amount of business done in New Zealand. It is requested that the Government of India should take up the matter with New Zealand and get the non-resident tax waived on the amount of business done in New Zealand. Other countries have this non-resident tax waived by mutual discussion.

**Fiji Islands & Other South Pacific Islands :**

There is a very good demand for most of the consumer type engineering goods in the export of which we are interested. Fiji, particularly, has a large Indian population interested in doing business with India. Some of the engineering goods like fans, sewing machines and steel furniture are already selling in the island. There is a tremendous scope for other goods like cast iron pipes and fittings, builders hardware, diesel engines, hurricane lanterns, bolts and nuts, barbed wire, aluminium and enamelware. The greatest handicap, however, is lack of direct shipping from Indian ports to Fiji or South Pacific Islands. The transshipment at Sydney is very

costly and delaying. It is possible to do some business with these countries only if there is a direct sailing from India to the South Pacific Islands particularly Fiji. It is suggested that the Indian shipping companies touching Australia and New Zealand should make it a point to touch Fiji and few other islands atleast thrice a year.

#### **Federation of Malaya and Singapore :**

The Delegation feels that mutual exchange of visits of representative businessmen and Government officials will be useful. The Government of India should, therefore, consider extending an invitation to two or three representatives of the Chambers of Commerce and Government Departments, like Ministry of Railways and Public Works Department etc. to visit India.

Besides, we would draw your attention to the following recommendations of the Delegation :—

- (1) The Exhibition Directorate should hold wholly Indian Exhibition in place like Wellington, Auckland or Kuala Lumpur in the Federation of Malaya. In all such international exhibitions or fairs the Exhibition Directorate should take part on behalf of the country as a whole. There should be a complete co-ordination between the Exhibition Directorate, Export Promotion Councils and individual firms participating in the Exhibitions.
- (2) The proposed Showroom in Singapore mainly for Engineering goods must be opened as early as possible.
- (3) The Government of India representatives abroad are doing a difficult job with limited resources and personnel. Their organisational set up and staff has not expanded in proportion to the emphasis on export promotion in the country. It is necessary that the trade sections of the Embassies and High Commissions should be suitably strengthened and proper training given before they are sent out of the country.
- (4) The facilities to encourage export, granted by the Government of India recently fall far short of what is being

done by other competing countries like Japan. It is suggested that the incentives normally given by other exporting countries for promotion of exports should be given to Indian exporters also atleast in the initial stages of export.

## IMPLEMENTATION OF THE PROGRAMME

### (b) International Programme :—

- (a) **Registration.**—The Government of India, Ministry of Commerce and Industry, Directorate of Export Promotion, approved the Drill for registration of manufacturers/exporters under the Export Promotion Scheme sometime in July, 1958 and the Council, having been authorised in this behalf, has convened several meetings of the Registration Sub-Committee and Technical Sub-Committee, details of which are given elsewhere.

During the year ending 31st March, 1959 the Council has registered 33 firms, recommended 839.97 tons of steel, 12 tons of Pig Iron, and licences to the extent of Rs. 4,88,774/- for the import of raw materials for fulfillment of targets.

- (b) **Industrial Survey.**—The following industries were surveyed during the period under review, the main points covered being installed capacity and production, specifications, domestic demand, raw material position, prices, exportable surplus and difficulties in promoting exports :

1. Arc Welding Electrodes
2. Automobiles
3. Crown Corks
4. Expanded Metal
5. Insulators
6. Pistons & Piston Rings
7. Pressure Lamps
8. Tea Machinery
9. Tin Plate Containers
10. Steel Trunks
11. Wire Products

(c) **Statistics :—**

- (i) **Import Statistics.**—Import Statistics of engineering goods were collected in respect of the following countries and published in the Home Bulletin :—

|                          | Year                                |
|--------------------------|-------------------------------------|
| 1. Hongkong              | 1957                                |
| 2. Ceylon                | 1957                                |
| 3. Thailand              | 1957                                |
| 4. Malaya & Singapore    | 1957                                |
| 5. Philippines           | 1956                                |
| 6. Aden                  | 1955 & 1956                         |
| 7. Sudan                 | 1954, 1955 & 1956                   |
| 8. Fiji                  | 1956                                |
| 9. Ghana                 | 1957                                |
| 10. Rhodesia & Nyasaland | 1955, 1956 & 1957                   |
| 11. Australia            | 1956 & 1957                         |
| 12. New Zealand          | 1956, 1957 and<br>Jan./Sept., 1958. |

- (ii) **Export Statistics.**—Export Statistics of Engineering Goods each month were compiled from the Daily Lists of Export and published in the Home Bulletin of each month. Export during the year amounted to Rs. 4.15 Crores approximately.

(d) **Shipping :—**

Representations were made to Shipping Conferences regarding high sea freight as a result of which the following reductions were obtained :—(as per annexure—I).

(e) **Railway Freight :—**

Representations were made to the Railway Board regarding high freight on engineering goods intended for export and a concession, of 50 per cent was secured in respect of the following items moving between specified stations.

1. Motor Vehicle Batteries.
2. Dry Cell Batteries.
3. Oil Pressure Lamps.
4. Hurricane Lanterns.
5. Steel Files.
6. Bicycles.
7. Textile Machinery.
8. Wood Screws.

(g) **Complaints.**—The following complaints were received by the Council during the year :—

| Parties :                                                                                 | Nature of complaints :                                                                | Action taken :                                                                                         |
|-------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------|
| Assumption College, Thailand<br>Vs.<br>Hargolal Sons, Ambala                              | Non-compliance of order for laboratory equipment for which payment has been received. | Non-compliance of order due to breakdown of machinery. Information regarding present position awaited. |
| Kenya Aluminium Industrial Works, Mombasa.<br>Vs.<br>Frigmaires Engineering, Bombay.      | Supply of faulty grinding machinery.                                                  | Being investigated by Complaints Sub-Committee, Bombay.                                                |
| Hardware Tools Ltd., Nairobi<br>Vs.<br>Eden & Co., Aligarh.                               | Supply of Defective locks.                                                            | Referred to the Delhi Complaints Sub-Committee.                                                        |
| Dasonda Singh & Sons, Mombasa.<br>Vs.<br>Associated Electrical Industries Corpn., Bombay. | Supply of defective Fluorescent fittings.                                             | Compensation paid.                                                                                     |

(g) **Foreign Enquiries and Tenders.**—205 Foreign enquiries were received during the year and suitable trade introductions were offered.

Tenders were received from the Union of Burma Purchase Board, Union of Burma Joint Venture Corporations, Egyptian Republic Railways, Sudan Railways, Department of Agriculture, Sudan, Ministry of Communications, P. & T. Department, Sudan, Directorate of Ports Administration, Basal, Ministry of Defence, Government of Iraq, Ministry of Social Affairs, Iraq, Baghdad Water Supply Administration, Ministry of Defence, Government of Iraq, New Zealand Electricity Board, Thai Technical and Economic Committee, Thailand, Central Purchasing Authority, Saigon, Ceylon Transport Board, Colombo, Ministry of Works, Finance, Agricultural and Lands, Ceylon, Central Purchasing Officers, Government of Indonesia.

These tenders were circulated among suitable parties and some orders were obtained from Burma.

(h) **Certificates of Origin.**—During the year under review 160 certificates were issued.

#### (iv) **PROPAGANDA ( Internal )**

##### (a) **Exhibitions :**

##### **India 1958 Exhibition—New Delhi :**

The Council had a Stall of its own at the above Exhibition in the Export Promotion Pavilion along with other Export Promotion Councils and the Export Promotion Directorate. 21 members of the Council got their exhibits displayed in our Stall. Some of the important exhibits were—Diesel Engines, Shaping Machines, Oil Mill Machinery, Centrifugal & Turbine Pumps, Sewing Machines, Electric Fans, Room Air-Conditioners, Bicycles etc. Arrangements were made to distribute Council's literature to the visitors.

##### (b) **Publications :**

- (i) **Home Bulletin.**—The fortnightly publication continued. From the issue dated the 1st April, 1958 some improvement in statistical section of the Bulletin was effected by

introducing smaller type which was a more presentable and compact look.

- (ii) **Folder.**—A special Folder “EEPC AT WORK” was brought out by the Council for distribution at India 1958 Exhibition in order to familiarize the manufacturers and exporters with the activities of the Council.

(c) **Press Conference :**

Press Conferences were addressed from time to time by the Chairman in Calcutta as well as in New Delhi. The Press was acquainted about the problems facing the export of engineering goods particularly with regard to the facilities and incentives needed for stepping up the export of engineering goods.

(d) **Press Advertising :**

Advertisements according to programme were released in important Daily Newspapers and Commercial Journals. The idea is to inform the public about the activities of the Council with a view to inducing them to enter the export field through our help.

(e) **Press Communiques :**

Press Communiques were released from time to time regarding the activities of the Council with particular reference to the increase in the export performance of engineering goods.

2. **MEMBERSHIP :**

Membership as on 1st April, 1958 stood at 124. During the year 76 firms joined the Council and 3 firms resigned. The membership stood at 197 on 31st March, 1959.

The list of members as on the date of publication of the report is enclosed.

3. **REPLENISHMENT SCHEME :**

Under the Replenishment Scheme, the Council disposed of 214 numbers of applications during the year under review and the following statement shows the quantity recommended :—

|          |     |     |     |          |      |
|----------|-----|-----|-----|----------|------|
| Pig Iron | ... | ... | ... | 1282.30  | tons |
| Steel    | ... | ... | ... | 2936.764 | „    |
| Tinplate | ... | ... | ... | 64.32    | „    |

The position of supplies against Replenishment quotas was, however, not satisfactory, and therefore, the matter was constantly under the review of the Council and subject of discussion with the Iron & Steel Controller and the Directorate of Export Promotion. The most important development under this scheme was the reduction in the prices of various categories of Steel. The revised concessional price was applicable to all the export promotion quotas with effect from the 18th December, 1958. It was felt that the present reduction was not adequate, and as such, the Council made representation to the Government for more reduction in the prices of sheets.

#### **Drawback :**

During the year under review, there has been significant improvement in respect of drawback scheme. The difficulties experienced by exporters in claiming refund of drawback duties were discussed at the joint meeting with the officers of the Ministry of Finance (Department of Revenue), Development Wing and the Directorate of Export Promotion, and a solution was found out to ease the difficulties. The Ministry of Finance (Department of Revenue) framed special Excise Duties Drawback (Steel Products) Rules 1958. Ad-hoc rates of Rs. 60/- to Rs. 50/- in respect of the following 45 items were fixed by the Government : rates which are called customs and Central :

| List of Goods                                                           | Rate of Refund per<br>ton of Steel<br>content<br>RUPEE |
|-------------------------------------------------------------------------|--------------------------------------------------------|
| 1. Tin containers exported empty or filled ...                          | Sixty                                                  |
| 2. Components of mathematical instrument<br>boxes, made of tinplate ... | Sixty                                                  |
| 3. Hurricane Lanterns ...                                               | Fifty-nine                                             |
| 4. Agricultural implements ...                                          | Fifty                                                  |
| 5. Baling hoops ...                                                     | Fifty                                                  |
| 6. Ball and roller bearings ...                                         | Fifty                                                  |
| 7. Belt fasteners ...                                                   | Fifty                                                  |
| 8. Bolts, Nuts and Rivets ...                                           | Fifty                                                  |
| 9. Box Strappings ...                                                   | Fifty                                                  |
| 10. Builders hardware ...                                               | Fifty                                                  |

| 1                                                                                                                                                                                              | 2     |
|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------|
| 11. Collapsible gates ... ..                                                                                                                                                                   | Fifty |
| 12. Cutlery ... ..                                                                                                                                                                             | Fifty |
| 13. Dogspikes ... ..                                                                                                                                                                           | Fifty |
| 14. Electric Conduit pipes ... ..                                                                                                                                                              | Fifty |
| 15. Electrodes ... ..                                                                                                                                                                          | Fifty |
| 16. E.P.N.S. Ware ... ..                                                                                                                                                                       | Fifty |
| 17. Expanded metal ... ..                                                                                                                                                                      | Fifty |
| 18. Flour mill machinery and parts thereof ...                                                                                                                                                 | Fifty |
| 19. Galvanised Iron baskets ... ..                                                                                                                                                             | Fifty |
| 20. Galvanised Iron bath tubs ... ..                                                                                                                                                           | Fifty |
| 21. Galvanised Iron drums ... ..                                                                                                                                                               | Fifty |
| 22. Galvanised Iron tanks ... ..                                                                                                                                                               | Fifty |
| 23. Galvanised Iron water bottles ...                                                                                                                                                          | Fifty |
| 24. Gauze, mesh, netting and chain link<br>fencing manufactured from galvanised<br>iron wire of gauge or gauges 16 S. W. G.<br>or Coarser than 16 S. W. G. ...                                 | Fifty |
| 25. Hand tools ... ..                                                                                                                                                                          | Fifty |
| 26. Hardware ... ..                                                                                                                                                                            | Fifty |
| 27. Hospital equipment ... ..                                                                                                                                                                  | Fifty |
| 28. Iron nails ... ..                                                                                                                                                                          | Fifty |
| 29. Machine tools ... ..                                                                                                                                                                       | Fifty |
| 30. Mild Steel pipes ... ..                                                                                                                                                                    | Fifty |
| 31. Mild steel screws including wood screws,<br>machine screws, and rivets ... ..                                                                                                              | Fifty |
| 32. Mild Steel washers, black and galvanised                                                                                                                                                   | Fifty |
| 33. Oil Mill machinery & Parts thereof ...                                                                                                                                                     | Fifty |
| 34. Rice mill machinery and parts thereof ...                                                                                                                                                  | Fifty |
| 35. Rolling Shutters ... ..                                                                                                                                                                    | Fifty |
| 36. Steel Drums, exported empty or filled ...                                                                                                                                                  | Fifty |
| 37. Steel furniture, including locker cabinets<br>and other safe deposit equipment, strong<br>doors, steel windows and doors, but<br>excluding parts thereof made of stainless<br>steel ... .. | Fifty |
| 38. Steel safes, coffers and cash boxes ...                                                                                                                                                    | Fifty |
| 39. Steel trunks ... ..                                                                                                                                                                        | Fifty |
| 40. Tipping wagons ... ..                                                                                                                                                                      | Fifty |
| 41. Tricycles ... ..                                                                                                                                                                           | Fifty |
| 42. Trollys ... ..                                                                                                                                                                             | Fifty |
| 43. Weighing scales ... ..                                                                                                                                                                     | Fifty |
| 44. Wire brushes ... ..                                                                                                                                                                        | Fifty |
| 45. Wire rope ... ..                                                                                                                                                                           | Fifty |

The decision of the Government to merge the Excise Duties along with the Custom duties was hailed by the Council and the Industry. The Council from time to time made representation to the Government for inclusion of more items under the above rules.

**Meetings & Conferences :**

3rd Annual General meeting on the 11th February, 1958 which was inaugurated by Shri Manubhai Shah, Union Minister for Industry in New Delhi.

**(a) Working Committee :**

23rd April 1958.  
5th May, 1958.  
31st July, 1958.  
9th December, 1958.

**(b) Committee of Administration :**

1st & 3rd April, 1958.  
2nd May, 1958.  
27th May, 1958.  
26th June, 1958.  
31st July, 1958.  
22nd August, 1958.  
10th September, 1958.  
17th October, 1958.  
7th & 8th November, 1958.  
9th December, 1958.  
9th January, 1959.  
31st January, 1959.  
18th February, 1959.  
23rd February, 1959.  
26th March, 1959.

**(c) Replenishment Sub-Committee :**

13th May, 1958.  
9th June, 1958.  
16th June, 1958.  
12th August, 1958.  
12th November, 1958.  
18th February, 1959.

**(d) Registration Sub-Committee :**

14th August, 1958.  
5th January, 1959.  
5th February, 1959.

**(e) Technical Sub-Committee :**

28th August, 1958.  
25th September, 1958.  
7th October, 1958.  
25th November, 1958.  
3rd December, 1958.  
29th January, 1959.  
11th March, 1959.  
21st March, 1959.

**(f) Publicity Sub-Committee :**

15th April, 1958.  
5th May, 1958.  
24th May, 1958.  
16th June, 1958.  
18th July, 1958.  
4th August, 1958.  
19th September, 1958.  
19th December, 1958.  
16th January, 1959.  
27th February, 1959.  
20th March, 1959.

**(g) Trade Delegation Sub-Committee :**

23rd May, 1958.  
26th June, 1958.  
22nd December, 1958.  
29th January, 1959.

**(h) Shipping Sub-Committee :**

27th August, 1958.

**Informal Meetings :**

- (a) Shri R. K. Nehru, I.C.S., Ambassador Designate to the United Arab Republic, in the month of April, 1958.
- (b) Shri R. N. Sahay, Indian Ambassador in Ireland, on 1st April, 1958.

- (c) Mr. Vergese, Second Secretary, Commercial Designate to Iraq, on 25th April, 1958.
- (d) Internal departmental meeting with the officers of the Development Wing, Ministry of Finance and the Directorate of Export Promotion, on 1st and 3rd April, 1958.
- (e) Shri K. B. Lall, Joint Secretary to the Government of India, Ministry of Commerce & Industry on 5th May, 1958.
- (f) Shri N. Kesavan, First Secretary, Commercial, Embassy of India, Rangoon, in the month of May, 1958.
- (g) Shri Wankawala, Manager, India Steamship, on the 2nd May, 1958.
- (h) Shri Edward E. Bundy, Representing Tailor Advertising Narrow B (Associates of the Clarion Advertising Services Pvt. Ltd., in East Africa), on 14th May, 1958.
- (i) Regional Conference of Exporters of Engg. Goods on 6th May, 1958.
- (j) Shri S. K. Banerjee, High Commissioner Designate to Malaya on 12th June, 1958.
- (k) The Trade Delegation from China on 8th July, 1958.
- (l) Joint meeting at New Delhi with the Ministry of Finance, Railways, Transport, Post & Telegraphs, Steel, Mines and Fuel and Commerce & Industry on the 18th July, 1958. This meeting was presided over by Shri Nityanand Kanungo, the Minister of Commerce.
- (m) Bucket Manufacturers, on the 26th August, 1958.
- (n) Builders Hardware on the last week of August, 1958.
- (o) Meeting of the Chairman and Secretaries of the Export Promotion Councils in New Delhi on 1st September, 1958.
- (p) Meeting with the Bucket manufacturers on 13th November, 1958.
- (q) Meeting with Mr. Werner Steltzer, Director of Export and Import Promotion of the Federal Republic of Germany on the 1st November, 1958.
- (r) Meeting with the manufacturers of Hardware Products on the 18th December, 1958.

- (s) Meeting with the manufacturers of Agricultural Implements and Small Tools on the 19th December, 1958.
- (t) Meeting with the manufacturers and exporters of C.I. Products on the 12th December, 1958.
- (u) Cycle manufacturers on the 18th and General Panel members on the 29th December, 1958.
- (v) Bolts, Nuts, Wires and Wire Products Manufacturers on the 12th January, 1959.
- (w) Electric Motors, Transformers and other electric products Manufacturers on 14th January, 1959.
- (x) Industrial Plant and Machinery and Accessories on the 16th January, 1959.
- (z) Non-ferrous manufacturers on 16th January, 1959.
- (27) Meeting with Shri K. B. Lall, Additional Secretary to the Government of India, Ministry of Commerce and Industry on the 11th February, 1959 in New Delhi.
- (28) Meeting with Shree K. R. F. Khilnani, Joint Secretary to the Government of India, Ministry of Commerce and Industry on the 19th February, 1959.
- (29) Meeting with the members of the Electric Motor Manufacturers on the 18th February, 1959.
- (30) Second meeting of the Chairman and Secretaries of the Export Promotion Councils on the 3rd March, 1959 in New Delhi.
- (31) Meeting with the Export Promotion Directorate Officials on the 4th March, 1959 in New Delhi.
- (32) Inter departmental meeting with the officials of the Ministry of Finance (Department of Revenue), Directorate of Export Promotion, and the Development Wing on 13th March, 1959.

**Accounts.**—The audited statement of accounts for the year ending 31st March, 1959, is appended to this Report.

B. S. AGARWAL,  
*Chairman.*

R. D. VIDYARTHI,  
*Secretary.*

ENGINEERING EXPORT

(Limited by)

Private Share of

As per  
March 1933

PROPERTY

Private and Public

Private & Public

As per the

Private & Public

Private & Public

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## STATEMENT OF ACCOUNTS

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1933

1933

**ENGINEERING EXPORT**

(Limited by

*Balance Sheet as at*As at 31st  
March, 1958  
Rs.**LIABILITIES**

Rs.

Rs.

**RESERVE AND SURPLUS :—****Income & Expenditure Account —**

|        |                                                           |     |     |          |          |
|--------|-----------------------------------------------------------|-----|-----|----------|----------|
| 85,346 | As per last Balance Sheet                                 | ... | ... | 1,05,619 |          |
| 20,273 | Add : Balance as per annexed Income & Expenditure Account | ... | ... | 31,830   | 1,37,449 |

**CURRENT LIABILITIES & PROVISIONS :—**

|        |                                                                                                              |     |     |          |          |
|--------|--------------------------------------------------------------------------------------------------------------|-----|-----|----------|----------|
| 76,833 | Sundry Creditors                                                                                             | ... | ... | 1,75,074 |          |
| ...    | Unspent contribution for Joint Foreign Pub<br>licity Scheme                                                  | ... | ... | 17,331   |          |
| 11,965 | Subscription received in Advance                                                                             | ... | ... | 3,500    |          |
| 1,016  | Staff Provident Fund (not yet specifically<br>invested as required by Section 418 of<br>Companies Act, 1956) | ... | ... | 6,176    | 2,02,081 |

**CONTINGENT LIABILITY NOT PROVIDED FOR :—**

For Advertisement Bills under Joint Foreign  
Publicity Scheme not yet ascer-  
tained—Rs. 17,331/-

NOTE :—Burma Currency has been taken at par  
and East African Currency @ 1 Sh.  
6d. = Re. 1/- and Baghdad Currency  
@ 1 Sh. 5.31/32 = Re. 1/-

1,95,433

Carried over

3,39,530

# PROMOTION COUNCIL

Guarantee)

31st March, 1959.

| As at 31st<br>March, 1958<br>Rs. | ASSETS                                                                                          | Rs.      | Rs.      |
|----------------------------------|-------------------------------------------------------------------------------------------------|----------|----------|
|                                  | <b>FIXED ASSETS :—</b>                                                                          |          |          |
|                                  | Motor Car (at cost)                                                                             |          |          |
|                                  | Purchased during the year ... ..                                                                | 12,297   |          |
|                                  | Less Depreciation for the year ... ..                                                           | 1,844    | 10,453   |
|                                  | Furniture, Fixtures & Office Equipments (at cost)                                               |          |          |
|                                  | As per last Balance Sheet ... ..                                                                | 43,935   |          |
|                                  | Additions during the year ... ..                                                                | 16,196   |          |
|                                  |                                                                                                 | 60,131   |          |
|                                  | Less Depreciation up to 31st<br>March, 1958 ... ..                                              | 5,984    |          |
| 37,951                           | Since added ... ..                                                                              | 4,498    | 49,649   |
|                                  | Library (at cost)                                                                               |          |          |
|                                  | As per last Balance Sheet ... ..                                                                | 1,869    |          |
|                                  | Additions during the year ... ..                                                                | 1,000    |          |
|                                  |                                                                                                 | 2,869    |          |
|                                  | Less Written off upto 31st March,<br>1958 ... ..                                                | 178      |          |
| 1,691                            | Since added ... ..                                                                              | 318      | 2,373    |
|                                  |                                                                                                 |          | 62,475   |
|                                  | <b>CURRENT ASSETS :—</b>                                                                        |          |          |
|                                  | Stock of Stationery —                                                                           |          |          |
| 1,135                            | (As taken, Valued & Certified by the Manage-<br>ment) ... ..                                    | 10,487   |          |
|                                  | Stock of Publications —                                                                         |          |          |
|                                  | (As taken, Valued & Certified by the Manage-<br>ment) ... ..                                    | 11,400   |          |
| 9,020                            | Sundry Debtors (Unsecured, Considered Good)                                                     | 31,804   | 53,691   |
|                                  | <b>LOANS &amp; ADVANCES :—(Unsecured)</b>                                                       |          |          |
| 3,520                            | Advances recoverable in cash or in kind or for<br>value to be received (Considered Good) ... .. | 4,812    |          |
| 5,754                            | Sundry Debtors outstanding for more than 3<br>months (Considered Good) ... ..                   | 9,774    |          |
| 2,000                            | Suspense (unreceipted remittance to Mombasa)                                                    | ...      | 14,586   |
|                                  | <b>CASH &amp; BANK BALANCES :—</b>                                                              |          |          |
| 1,352                            | Amount in hand (including Travellers cheque)                                                    | 25,216   |          |
| ...                              | Cash in Transit ... ..                                                                          | 13,008   |          |
| 1,32,478                         | Bankers in Current Account ... ..                                                               | 1,70,554 | 2,08,778 |
|                                  | <b>MISCELLANEOUS EXPENDITURE &amp; LOSSES :—</b>                                                |          |          |
| 532                              | Preliminary Expenses (written off during<br>the year) ... ..                                    | ...      | ...      |
| 1,95,433                         | Carried over ... ..                                                                             | ...      | 3,39,530 |

**ENGINEERING EXPORT**(Limited by  
*Balance Sheet as at*As at 31st  
March, 1958  
Rs.**LIABILITIES—(Contd.)**

Rs.

Rs.

1,95,433

Brought forward

...

...

3,39,530

1,95,433

TOTAL Rs.

...

3,39,530

**AUDITORS' REPORT**

We have audited the Balance Sheet of ENGINEERING EXPORT PROMOTION COUNCIL (Limited by Guarantee) as at 31st March, 1959 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) 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;

(2) We have accepted the Working Committee's resolution for expenses at Mombasa office amounting to Rs. 19,503/- (approx.) for which supporting papers were not available;

(3) 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, 1959 and

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

(4) 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;

(5) 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

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

1B, Old Post Office Street,  
Calcutta, the 12th day of December, 1959.

SINGHI & CO.,  
Chartered Accountants.

**PROMOTION COUNCIL**

Guarantee)

31st March, 1959.

As at 31st  
March, 1958  
Rs.**ASSETS—(Contd.)**

Rs.

Rs.

1,95,433

Brought forward

...

...

3,39,530

1,95,433**TOTAL Rs.**

...

...

3,39,530

## ENGINEERING EXPORT

(Limited by

Income &amp; Expenditure Account for

For the year  
ended  
31-3-58  
Rs.

|          | EXPENDITURE                                  | Rs.      | Rs.      |
|----------|----------------------------------------------|----------|----------|
| 48,504   | To SALARIES & WAGES ...                      | 73,270   |          |
| 508      | „ CONTRIBUTION TO PROVIDENT FUND ...         | 2,580    | 75,850   |
| 14,064   | „ RENT ...                                   | 14,064   |          |
| 630      | „ ELECTRIC CHARGES ...                       | 934      | 14,998   |
| 81,442   | „ PUBLICITY ACCOUNT—                         |          |          |
| ...      | Advertisement ...                            | 61,056   |          |
| 1,541    | Exhibition Expenses ...                      | 61,715   |          |
|          | „ JOINT FOREIGN PUBLICITY ...                | 1,45,337 | 2,68,108 |
|          | „ COUNCIL'S PUBLICATION ACCOUNT—             |          |          |
|          | Cost of Publications ...                     | 71,174   |          |
| 46,645   | Less Sale of Publications 4,899              |          |          |
| 2,553    | Closing Stock of Publications 11,400         | 16,299   |          |
|          |                                              | 54,875   |          |
| 21,491   | 44,092                                       | 48,899   | 5,976    |
|          | 22,601 Less Advertisement Income ...         |          |          |
| 1,06,046 | „ TRADE DELEGATIONS & STUDY TOUR ...         | 1,47,201 |          |
| ...      | „ MARKET SURVEY EXPENSES ...                 | 1,354    |          |
| 1,285    | „ COLLECTION OF STATISTICS ...               | 1,232    | 1,49,787 |
| 6,213    | „ ENTERTAINMENT FOR TRADE DELEGA-            |          | 2,657    |
| 3,537    | TIONS VISITING INDIA ...                     | ...      | 8,326    |
| 20,136   | „ TRAVELLING & CONVEYANCE ...                | ...      |          |
|          | „ PRINTING, STATIONERY, POSTAGE, TELE-       | ...      | 31,358   |
|          | GRAMS & TELEPHONE CHARGES ...                | ...      |          |
| 10,783   | „ OTHER ESTABLISHMENT EXPENSES—              |          |          |
|          | (Subscription, Newspaper, Bank Charges,      |          |          |
|          | Refreshments, Motor Car up-keep,             |          | 12,273   |
|          | Repairs and Renewals etc.) ...               |          |          |
| 18,041   | „ FOREIGN OFFICES & CORRESPONDENT            |          |          |
| 3,006    | EXPENSES—                                    | 50,338   |          |
|          | Salary ...                                   | 29,559   |          |
|          | Rent 1,283                                   | 28,276   |          |
|          | Less Received                                |          |          |
|          | MISCELLANEOUS EXPENSES—                      |          |          |
|          | (Travelling, Printing, Stationery, Postage,  |          |          |
| 14,772   | Advertisements, Exchange Difference, Litera- | 35,367   |          |
| 88       | ture, Clearing Charges, Tenders etc.) ...    | 1,343    | 1,15,324 |
|          | Depreciation on Fixed Assets ...             |          |          |
| 1,000    | To AUDITORS' HONORARIUM ...                  | ...      | 1,000    |
| ...      | „ SUNDRY ADJUSTMENTS ...                     | ...      | 109      |
| 3,014    | „ DEPRECIATION ON FIXED ASSETS ...           | ...      | 5,317    |
| ...      | „ PRELIMINARY EXPENSES WRITTEN OFF ...       | ...      | 532      |
|          | „ BALANCE—being excess of income over        |          |          |
| 20,273   | expenditure carried to Balance               |          | 31,830   |
|          | Sheet ...                                    | ...      |          |
| 3,76,374 | Total Rs. ...                                | ...      | 7,23,445 |

As per our report annexed.

1/B, Old Post Office Street,  
Calcutta, the 12th day of December, 1959.SINGHI & Co.,  
Chartered Accountants.

**PROMOTION COUNCIL****Guarantee)***the year ended 31st March, 1959.*

For the year  
ended  
31-3-58  
Rs.

| INCOME   |                                                                                 | Rs.    | Rs.      |
|----------|---------------------------------------------------------------------------------|--------|----------|
| 57,000   | By MEMBERSHIP SUBSCRIPTIONS—                                                    |        | 98,500   |
|          | „ SPECIAL CONTRIBUTIONS—                                                        |        |          |
|          | Towards Joint Foreign<br>Publicity Scheme ... 90,000                            |        |          |
|          | Less Transferred to Sundry Creditors for<br>bills not yet ascertained .. 17,331 | 72,669 |          |
|          | Towards Exhibitions Expenses ...                                                | 36,096 |          |
| 76,276   | Towards Delegations & Study Tour<br>Expenses ... ..                             | 84,650 | 1,93,415 |
| 2,43,000 | „ GRANTS-IN-AID FROM THE GOVERNMENT<br>OF INDIA ... ..                          | ...    | 4,25,000 |
| 98       | „ MISCELLANEOUS RECEIPTS ... ..                                                 | ...    | 6,530    |

3,76,374

Total Rs.

...

7,23,445

## ANNEXURE I

| Shipping Conference/Lines :                     | Port of Origin : | Destinations :                      | Commodity :             | Previous Freight Rate. | Present R. R. | Basis of assessment :       |
|-------------------------------------------------|------------------|-------------------------------------|-------------------------|------------------------|---------------|-----------------------------|
| Calcutta/U.S.A. Conference                      | Calcutta         | U.S.A. (North Atlantic)             | Sewing Machines.        | \$67.00                | \$36.50       | Per ton of 16 Cwts./40 Cft. |
| Bay of Bengal/Japan/Bay of Bengal Conference    | Calcutta         | Penang, Port Swettenham, Singapore. | All Engineering goods.  | Sh. 143/-              | Sh. 122/-     | Per ton of 20 Cwts./50 Cft. |
| Bay of Bengal/Japan/Bay of Bengal Conference    | Calcutta         | Bangkok                             | —do —                   | Shs. 202/-             | Sh. 182/-     | —do—                        |
| Japan/P. Gulf/Japan Conference                  | Bombay           | P. Gulf                             | Diesel Engines & Pumps. | Rs. 64.50              | Rs. 57.00     | Per ton of 20 Cwt./40 Cft.  |
| Mackinnon Mackenzie & Co., Pvt. Ltd., Bombay    | Bombay           | Mombasa/Zanzibar, Daressalaam       | All Engineering goods.  | Rs. 90/-               | Rs. 72/-      | Per 20 Cwt/40 Cft.          |
| India/Ceylon Rate Agreement                     | Bombay           | Colombo                             | Diesel Engines & Pumps. | Rs. 57/-               | Rs. 54/50     | —do—                        |
| India Burma Rate Agreement                      | Bombay           | Rangoon                             | —do—                    | Rs. 85/-               | Rs. 81/-      | —do—                        |
| The Bank Line Ltd.                              | Calcutta         | Mombasa                             | G. I. Buckets.          | Rs. 105/50             | Rs. 83/50     | Per ton of 50 Cft.          |
| Calcutta/USA/N. Atlantic & Calcutta Canada Line | Calcutta         | Canada                              | Sewing Machines.        | Sh. 447/6              | Sh. 242/6     | Per ton of 20 Cwt./40 Cft.  |
| Calbas Line & Calcutta Hansa Line               | Calcutta         | Persian Gulf                        | All Engineering goods.  | Rs. 156/-              | Rs. 146/-     | Per ton of 20 Cwts./50 Cft. |

# ENGINEERING EXPORT PROMOTION COUNCIL

## *List of Members*

### " A "

1. Messrs. Aminchand Payarelal,  
Tanda Road, Jullunder City.
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,  
Sonapat, 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. Aluminium Industries Ltd.,  
Kundara, Kerala State.
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.
12. Messrs. Ashok Traders,  
2, India Exchange Place, Calcutta-1.

13. Messrs. B. R. Herman & Mohatta (India) Ltd.,  
19, British Indian Street, Calcutta.
14. Messrs. B. S. Bugga & Co.,  
22, Canning Street, Calcutta-1.
15. Messrs. Bagri Iron & Steel Co.,  
138, Canning Street, First Floor, Room No. 20, Calcutta-1.
16. Messrs. Bojoria Agency Private Ltd.,  
174, Mahatma Gandhi Road, P.B. No. 2723, Calcutta.
17. Messrs. Bharat Electronics (Pvt.) Ltd.,  
Jalahalli P.O., Bangalore.
18. Messrs. Batliboi & Co.,  
Forbes Steet, Fort, Bombay.
19. Messrs. Behar Firebricks & Potteries Ltd.,  
22, Strand Road, Calcutta.
20. Messrs. Bengal Rolling Mills Ltd.,  
67/B, Netaji Subhas Road, Calcutta.
21. Messrs. Bharat Barrel & Drum Mfg. Co., Ltd.,  
95, Ferguson Road, Lower Parel, Bombay-13.
22. Messrs. Bharat Industries and Commercial Corporation,  
Tower House, Chowringhee Square, Calcutta-1.
23. Messrs. Bhartia Electric Steel Co., Ltd.,  
8, Swinhoe Street, Calcutta-19.
24. Messrs. Binani Metal Works Ltd.,  
38, Strand Road, Calcutta.
25. Messrs. Berry Brothers,  
135, Canning Street, Calcutta-1.
26. Messrs. British India Electric Construction Co., Ltd.,  
6, Mayurbhanj Road, Calcutta-23.

27. Messrs. Bengal Industries,  
132, Cotton Street, Calcutta.
28. Messrs. Bharat Tool Mfg. Co. Private Ltd.,  
Swastik Mills Compound, Lower Parel, Bombay-13.
29. Messrs. Burn and Co.,  
Post Box No. 2, Howrah.
30. Messrs. Bata Shoe Co. Private Ltd.,  
Batanagar, 24-Parganas, West Bengal.
31. Messrs. Britannia Engineering Co.,  
MACLEOD HOUSE ; 3, Netaji Subhas Road, Calcutta-1.
32. Messrs. Bengal Enamel Works,  
60/2, Dharamtala Street, Calcutta-13.

“C”

33. Messrs. Calcutta Expanded Metal Mfg. Co., Ltd.,  
P-16, Kalakar Street, Calcutta-7.
34. Messrs. Cooper Engineering Ltd.,  
Satara Road, (S. Rly.), South Satara Dist., Bombay State.
35. Messrs. Chunnilal Prabhudas & Co., Ltd.,  
55/58, Canning Street, Calcutta.
36. Messrs. Cromelite (India) Private Ltd.,  
P-35, India Exchange Place, Calcutta-1.
37. Messrs. Carborandum Universal Ltd.,  
52/53, Jehangir Street, Madras-1.
38. Messrs. Crompton Parkinson Works Private Ltd.,  
Haines Road, Worli, Bombay-18.
39. Messrs. C. R. Sonalkar,  
Harihar, Mysore State.
40. Messrs. Canara Workshops Ltd.,  
P.O. Box No. 12, Mangalore-3.

**"D"**

41. Messrs. Dandayuthapani Foundry Private Ltd.,  
Post Box No. 278, Pappanaickenpalayam, Coimbatore.
42. Messrs. District Co-operative Federation Ltd.,  
Sardana Road, Meerut.
43. Messrs. D. N. Sarkar & S. K. Dass,  
6, Maharshi Debendra Road, Burra Bazar, Calcutta.
44. Messrs. Devidayal Stainless Steel Industries Private Ltd.,  
Post Box No. 6224, Darukhana, Bombay-10.
45. Messrs. D. N. Singha & Co.,  
39/1, College Street, Calcutta-12.
46. Messrs. Dalmia Iron & Steel Ltd.,  
4, Dalhousie Square East, Calcutta-1.
47. Messrs. Door Oliver India Ltd.,  
The International, 16, Queens Road, Estate, Bombay-1.
48. The Delhi Iron & Steel Co., Pvt. Ltd.,  
Warden House, ( 1st Floor ),  
Sir Phiroj Shah Mehta Road, Fort, Bombay.

**"E"**

49. Messrs. Engineering Works of India Private Ltd.  
20, Ultadanga Road, Calcutta-4.
50. Messrs. Eyre Smelting Private Ltd.,  
5, Hide Road, Kidderpore, Calcutta-23.
51. Messrs. East End (India) Co., Ltd.,  
35, Chittaranjan Avenue, Calcutta-12.
52. Messrs. Electric Construction & Equipment Co., Ltd.,  
9, Kali Prasanna Singhee Road, Cossipore, Calcutta.
53. Messrs. Electronics Ltd.,  
Connaught Place, New Delhi.

54. Messrs. Excelsior Needles Industries,  
Goohm Mansions, Homji Street, Fort, Bombay-1.
55. Messrs. Eastern Marketing Co.,  
12, Raja Woodmunt Street, Calcutta-1.
56. Messrs. Eastland Mechanical and Electrical Industries  
Private Ltd.,  
19/2, Bechu Chatterjee Street, Calcutta-9.
57. Messrs. Enfield India Ltd.,  
"Royal Enfield Building", Tiruvottiyur High Road,  
Madras-19.
58. Messrs. Export Agency Services,  
16, Avinkatbai Gokhale Street, Bombay-4.

**" F "**

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

**" G "**

60. Messrs. G. G. Dandekar Machine Works Ltd.,  
Dhandekarwadi, Bhiwandi, Thana District.
61. Messrs. Guest, Keen, Williams Ltd.,  
41, Chowringhee Road, Calcutta.
62. Messrs. Godrej & Boyce Manufacturing Co. Private Ltd.,  
Lalbaug, Parel, Bombay.
63. Messrs. Gramophone Co., Ltd.,  
Post Box No. 48, Calcutta.
64. Messrs. Gobindo Sheet Metal Works and Foundry,  
210, Harrison Road, Calcutta.
65. Messrs. Grindwell Abrasives Ltd.,  
Post Box 78, Bombay-1.
66. Messrs. G. S. Kashyap and Sons,  
'Pataudi House',  
Darya Ganj, Delhi-7.

67. Messrs. Glolite Electricals,  
Husainabad Compound,  
Champsi Bhimji Road,  
Mazagaon, Bombay-10.
68. Messrs. General Radio & Appliances Private Ltd.,  
3, Madan Street, Calcutta-13.
69. Messrs. Good Earth Pvt. Ltd.  
16A, Asaf Ali Road, New Delhi.

" H "

70. Messrs. Harbanslal Malhotra & Sons Private Ltd.,  
18, Netaji Subhas Road, Calcutta.
71. Messrs. Heatly and Gresham Ltd.,  
Post Box No. 225, 9, Forbes Street, Bombay-1.
72. Messrs. Hindustan General Electrical Corporation,  
12, India Exchange Place, Calcutta.
73. Messrs. Hindustan Motors Ltd.  
8, India Exchange Place, Calcutta-1.
74. Messrs. Howrah Trading Co., Ltd.,  
8, Dalhousie Square East, Calcutta-1.
75. Messrs. Hyderabad Allwyn Metal Works Ltd.,  
Sanathnagar, P. O. Hyderabad.
76. Messrs. Hindustan Wire Netting Co. Private Ltd.,  
55-57, Nagdevi Cross Lane, Bombay-3.
77. Messrs. Hirji & Co.,  
20, Pollock Street, Calcutta-1.
78. Messrs. Hindustan Electric Co., Ltd.,  
Graham Road, Ballard Estate, Bombay-1.
79. Messrs. Hope Prudhhome and Co. Private Ltd.,  
7, Wellesley Place, Calcutta.

80. Messrs. Hindustan Steel Products,  
20/1, Asaf Ali Road, New Delhi.
81. Messrs. Hindustan Export & Import Corporation Pvt. Ltd.,  
Anand Bhavan, Hornby Road, Bombay-1.

“ I ”

82. Messrs. India Electric Works Ltd.,  
Diamond Harbour Road, Behala, Calcutta-34.
83. Messrs. Indian Iron & Steel Co., Ltd.,  
12, Mission Row, Calcutta.
84. Messrs. Indian Steel & Wire Products Ltd.,  
Indranagar, P. O. S.E. Rly., Jamshedpur.
85. Messrs. Indian Conduit Industries,  
G. T. Road, Panipat.
86. Messrs. India Crown Corks Co., Private Ltd.,  
Post Box No. 278, Ballard Estate, Bombay-1.
87. Messrs. Ice Machinery Mart,  
Barafkhana, Gwalior ( M.P. ).
88. Messrs. International Machines Corp.,  
16, Canning Street, Calcutta.
89. Messrs. India Thermit Corporation Ltd.,  
Behari Niwas, Kanpur.

“ J ”

90. Messrs. J. J. H. Industries ( Private ) Ltd.,  
174, Mahatma Gandhi Road, Calcutta-7.
91. Messrs. J. K. Steel Ltd.,  
7, Council House Street, Calcutta-1.
92. Messrs. Jay Engineering Works Ltd.,  
183A, Prince Anwar Shah Road, Calcutta-31.
93. Messrs. Jeewanlal ( 1929 ) Ltd.,  
31, Netaji Subhas Road, Calcutta-1.

94. Messrs. Jyoti Ltd.,  
Post Chemical Industries, Baroda-3.
95. Messrs. Jupiter Commercial Co., Ltd.,  
7, Swallow Lane, Calcutta-1.
96. Messrs. Jeetmull Jaichand Lall,  
113, Netaji Subhas Road, Calcutta-1.
97. Messrs. Jayanand Khira and Co. Private Ltd.,  
Kothare Bldgs, Sandhurst Bridge, Bombay.
98. Messrs. Jhalani Brothers Private Ltd.,  
Gali Lohe Wali, Chauri Bazar, Delhi-6.
99. Messrs Jindal ( India ) Private Ltd.,  
161/1, Mahatma Gandhi Road, Calcutta-7.
100. Messrs. Jaipur Metals & Electricals Ltd.,  
Station Road, Jaipur, Rajasthan.
101. Messrs. Jaswanth Iron & Textile Works,  
Madhavlal Colony, Ahmedabad-2.

“K”

102. Messrs. Kalinga Tubes Ltd.,  
33, Chittaranjan Avenue, Calcutta.
103. Messrs. Kirloskar Oil Engines Ltd.,  
Elphinstone Road, Kirkee, Poona-3.
104. Messrs. Kamani Engineering Corporation Ltd.,  
Agra Road, Kurla North, Bombay-37.
105. Messrs. Karnani Metal Fabricators & Electro Depositors,  
3/1, Mohan Bagan Lane, Calcutta-4.
106. Messrs. Krishnalal Thirani & Co., Ltd.,  
ILACO HOUSE, 5th Floor, Brabourne Road, Calcutta.
107. Messrs. Kumardhubi Fireclay and Silica Works Ltd.,  
Chartered Bank Buildings, India Exchange Place, Calcutta.

108. Messrs. Kirloskar Bros. Ltd.,  
Kirloskarwadi, South Satara District.
109. Messrs. Khemchand Rajkumar,  
33, Netaji Subhas Road, Calcutta.
110. Messrs. Kumardhubi Engineering Works Ltd.,  
Chartered Bank Buildings, India Exchange Place, Calcutta.
111. Messrs. Khira Steel Works Private Ltd.,  
Godbunder Road, Santa Cruz, Bombay-23.
112. Messrs. Kewalraj & Co., Private Ltd.,  
"SITARAM BUVAN", Second Floor, 369, Girgaum Road,  
Bombay-2.
113. Messrs. Kulko Engineering Works Ltd.,  
Ichalkaranji, Kolhapur.
114. Messrs. Kumar Industries Private Ltd.,  
20/22, Industrial Colony, Naini, Allahabad.
115. Messrs. Kamani Metals & Alloys Ltd.,  
Factory Sales Division, (Export Sectional), Agra Road,  
Kurla North, Bombay-37.
116. Messrs. Koh-i-noor (India) Pvt. Ltd.,  
Kohinoor Bldgs.,  
University Road, Varanasi-5.

"L"

117. Messrs. Larsen & Tubro Ltd.,  
I.C. House, Dougall Road, Ballard Estate, Bombay.
118. Messrs. Lallubhai Amichand Private Ltd.,  
48-50, Kansara Chawl,  
P.O. Box 2100, Bombay-2.

"M"

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

120. Messrs. Mahindra & Mahindra Ltd.,  
Hall & Anderson Buildings, 31, Chowringhee Road,  
Calcutta.
121. Messrs. Malleable Iron & Steel Castings Co.,  
Mathuradas Mills Compound, Lower Parel, Bombay-13.
122. Messrs. Mansfield Oil Gas Co., Ltd.,  
16, Radhanath Chowdhury Road, Calcutta-15.
123. Messrs. Maya Engineering Works Private Ltd.,  
200-A, Shayamaprasad Mookerjee Road, Calcutta.
124. Messrs. Metal Box Co. of India Ltd.,  
"BARLOW HOUSE", 59 C, Chowringhee Road,  
Calcutta-20.
125. Messrs. Motor and Machinery Manufacturers Ltd.,  
31, Chittaranjan Avenue, Calcutta.
126. Messrs. M. L. Shroff,  
12, Chowringhee Road, Calcutta-13.
127. Messrs. Mazagon Dock Ltd.,  
Dockyard Road, Mazagon, Bombay.
128. Messrs. M. C. Mowjee & Co.,  
46, Ezra Street, Calcutta-1.
129. Messrs. Macneill & Barry Ltd.,  
2, Fairlie Place, Calcutta-1.
130. Messrs. Metal Goods Manufacturing Co. Private Ltd.,  
Vidyapith Road, Varanashi-2.
131. Messrs. Mysore Kirloskar Ltd.,  
Yanthrapur, P.O. Harihar, (Mysore State).
132. Messrs. Minimax Ltd.,  
"MERCANTILE BUILDINGS", Lall Bazar Street,  
Calcutta.
133. Messrs. Madanlal & Co., Ltd.,  
89, Netaji Subhas Road, Calcutta-1.

134. Messrs. Mechanical Engineering Co. Private Ltd.,  
25, Swallow Lane, Calcutta-1.
135. Messrs. Metro Wood and Engg. Works Pvt. Ltd.,  
Victoria Iron Works Compound,  
Dhudeswar Road, Ahmedabad-1.

"N"

136. Messrs. New Engineering Works,  
64, Kalyan Street, Bombay-9.
137. Messrs. Nathmull Girdharilal,  
22, Burtolla Street, Calcutta-7.
138. Messrs. National Carbon Co. (India) Ltd.,  
"ILACO HOUSE",  
Brabourne Road, Calcutta-1.
139. Messrs. National Iron & Steel Co., Ltd.,  
51, Stephen House, 4, Dalhousie Square East, Calcutta-1.
140. Messrs. National Industrial Works,  
380, Girgaum Road, Bombay-2.
141. Messrs. National Castings Co.,  
8, Dalhousie Square, East, Calcutta-1.
142. Messrs. National Iron & Galvanizing Works,  
222, Chittaranjan Avenue, Calcutta.
143. Messrs. National Wire & Metal Industries,  
Mahindharpura, Surat.
144. Messrs. National Engineering Industries,  
India Exchange, 5th Floor, Calcutta-1.
145. Messrs. National Conduits Private Ltd.,  
Kashmirigate, Delhi.

"O"

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

- 147. Messrs. Orient General Industries,  
6, Ghore Bibi Lane, Narkeldanga, Calcutta-11.
- 148. Messrs. Orissa Industries Private Ltd.  
P. O. Barang, Cuttack.

**" P "**

- 149. Messrs. Praga Tools Corporation Ltd.,  
17, Saifabad, Hyderabad.
- 150. Messrs. Premier Automobiles Ltd.,  
Agra Road, Kurla, Bombay-37.
- 151. Messrs. Punjab Engineering Works,  
77, Netaji Subhas Road, Calcutta-1.
- 152. Messrs. Purushottam Ramji & Sons Private Ltd.,  
12, Raja Woodmunt Street, Calcutta-1.
- 153. Messrs. Polar Electric Fan Marketing Co.,  
7, Pollock Street, Calcutta-1.
- 154. Messrs. Port Engineering Works Ltd.,  
8, Clive Row, Calcutta-1.
- 155. Messrs. Pearl Metal Works,  
20, Wadi Bunder Road, and Belvedere Hill Road,  
Mazagon, Bombay-10.
- 156. Messrs. Premier Stores Supplying Co., Ltd.,  
8, India Exchange Place, Calcutta-1.

**" R "**

- 158. Messrs R. S. Julli Ram Sham Lal ( Cal. ),  
19, Maharshi Debendra Road, Calcutta-7.
- 159. Messrs. Ramchander Heeralal,  
138, Canning Street, Calcutta.
- 160. Messrs. Radio Lamp Works Ltd.,  
45-47, Veer Nariman Road, Bombay-1.

161. Messrs. Roger Engineering Works,  
137, Canning Street, Calcutta-1.
162. Messrs. Rex Engineering Co.,  
71-A, Netaji Subhas Road, Calcutta-1.

“S”

163. Messrs. Shree Viswakarma Industries,  
192, Cross Street, Calcutta-1.
163. Messrs. Shree Ram Mills Ltd.,  
Ferguson Road, Parel, Bombay-13.
165. Messrs. Shree Krishna Private Ltd.,  
20, Mangoe Lane, Calcutta-1.
166. Messrs. Shree Bajrang Electric Steel Co., Ltd.,  
83, Old China Bazar Street, Calcutta-1.
167. Messrs. Shree Laxmi Iron & Steel Co., Ltd.,  
P-16, Kalakar Street, Calcutta-7.
168. Messrs. Sen Pandit Ltd.,  
Mercantile Buildings, Lalbazar Street, Calcutta.
169. Messrs. Shalimar Tar Products (1935) Ltd.,  
6, Lyons Range, Calcutta.
170. Messrs. Shankar Industries,  
192, Cross Street, Calcutta.
171. Messrs. Shree Hanuman Industries,  
Post Box No. 6771, Calcutta-7.
172. Messrs. Swastik Manufacturers Ltd.,  
89, Sarojini Devi Road, Secunderabad.
173. Messrs. Standard Batteries Ltd.,  
Vakola, Santa Cruz, Bombay-25.
174. Messrs. Steel & Allied Products Ltd.,  
17, Brabourne Road, 1st Floor, Calcutta-1.

175. Messrs. Structural Engg. Works Ltd.,  
Maneckji Wadia Bldgs., 127, Mahatma Gandhi Road,  
Fort, Bombay-1.
176. Meesrs. Simpson & Co., Ltd.,  
202/203, Mount Road, Madras-2.
177. Messrs. Shalimar Wood Products Ltd.,  
138, Canning Street, Calcutta-1.
178. Messrs. Spinning Accessories Private Ltd.,  
6, Nawab Dilarjung Road, Cossipore, Calcutta-2.
179. Messrs. Sivadas & Co.,  
(I. C. Tin Factory), Kilikolloor, Quilon, Kerala State.
180. Messrs. Standard & Co.,  
123/394, Fazulganj, Factory Area, Kanpur.
181. Messrs. Shankar Iron and Engineering Works Private Ltd.,  
52/1, Dr. Abani Dutta Road, Howrah.
182. Messrs. Shukla Engg. Works,  
113, Factory Area,  
P.B. No. 378, Kanpur.

“T”

183. Messrs. Tata Iron & Steel Co., Ltd.,  
23-B, Netaji Subhas Road, Calcutta-1.
184. Messrs. Tatanagar Foundry Co., Ltd.,  
51, Stephen House, 4, Dalhousie Square East, Calcutta-1.
185. Messrs. Tayabi Bucket Factory,  
174-178, Janjekar Street, Bombay-3.
186. Messrs. Thakurdas Surekha Iron Foundry Ltd.,  
172, J N. Mukherji Road, Salkia, Howrah.
187. Messrs. Textile Machinery Corporation Ltd.,  
Belgharia, 24-Parganas.

188. Messrs. Textool Co., Ltd.,  
Post Box No. 221, Coimbatore.
189. Messrs. T. T. Krishnamachari and Co.,  
Post Box No. 200, Thambu Chetty Street, Madras-1.

“ U ”

190. Messrs. United Engg. ( Eastern ) Corporation,  
22, Canning Street, Calcutta-1.
191. Messrs. United Metal Industries,  
14, Noormull Lohia Lane, Calcutta-7.
192. Messrs. Universal Screw Factory,  
Cheharta, Amritsar.
193. Messrs. Universal Trunk Depot.,  
77, Abdul Rehman Street, Bombay-3.

“ V ”

194. Messrs. Valtos Ltd.,  
16, Graham Road, Ballard Estate, Bombay-1.
195. Messrs. Vishwakarma Construction Private Ltd.,  
31, Chittaranjan Avenue, Calcutta-12.
196. Messrs. Vulcan Mechanical Industries,  
Sonawala Estate Compound, Tordeo, Bombay-7.

“ W ”

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

**List of Additional Members**

**" A "**

198. Messrs. Associated Steel Products Corporation,  
23/24, Radha Bazar Street, Calcutta.

**" B "**

199. Messrs. Banwarilal Parsotamdas,  
29, Banstolla Street, Calcutta.
200. Messrs. Blue Star Engineering Co. ( Bombay ) Ltd.,  
Kasturi Buildings, Jamshedji Tata Road, Bombay.
201. Messrs. Braithwaite & Co., ( India ) Ltd.,  
Hide Road, Kidderpore, Calcutta-23.
202. Messrs. Bhagwandas Jagannath,  
333, Chandni Chowk, Delhi-6.
203. Messrs. British Machinery Supplies Co.,  
Nai-Sarak, Delhi-6.

**" C "**

204. Messrs. Crown Cork Mfg. Co., ( Calcutta ),  
1, A, Umakanta Sen Lane, Calcutta-30.

**" D "**

205. Messrs. Devidayal Cable Industries Pvt. Ltd.,  
Gupta Mills Estate, Darukhana, Raye Road,  
Bombay-10.

**" E "**

206. Messrs. Exporters & Distributors ( India ) Pvt. Ltd.,  
20, Mangoe Lane, Calcutta-1.

**" F "**

207. Messrs. F. W. Pollack & Co.,  
Oak Chambers,  
11, Oak Lane, Mahatma Gandhi Road, Fort, Bombay.

208. Messrs. Fedders Lloyd Corpn. Pvt. Ltd.,  
Punj House,  
M-13, Connaught Circus, New Delhi.

**"H"**

209. Messrs. Hindco Lighting Industries Pvt. Ltd.,  
29, New Queen's Road, Bombay-4.
210. Messrs. Hindustan Machine Tools Ltd.,  
P.O. Jullahalli, Bangalore.

**"J"**

211. Messrs. Jessop & Co., Ltd.,  
63, Netaji Subhas Road, Calcutta.
212. Messrs. Jashawantlal Kantilal,  
Jawahar Mansion, Fanaswadi,  
Thakurdwar Road, Bombay-2.
213. Messrs. Janta Steel & Metal Co-op. Society Ltd.,  
138, Canning Street, 3rd Floor, Calcutta-1.
214. Messrs. J. B. Advani-Oerlikon Electrodes Pvt. Ltd.,  
Agra Road, Bhandup, Bombay.

**"K"**

215. Messrs. Kedarnath Parsotamdas & Co., Pvt. Ltd.,  
37, Netaji Subhas Road, Calcutta-1.
216. Messrs. Kaithal Co-op. Industries Wire Netting Society Ltd.,  
Kaithal, Punjab.

**"M"**

217. Messrs. Madhoram Moolchand,  
80/82, Nagdevi Street, Bombay-3.
218. Messrs. Man Industrial Corpn. Ltd.,  
Near "Loco", P.O. Box 131, Jaipur, Rajasthan.

219. Messrs. Madan Machine Tools,  
17-DLF's. Industrial Area,  
Najafgarh Road, New Delhi-15.
220. Messrs. Mital Rolling Mills,  
Budh Bagan, Moradabad.
221. Messrs. Macosteels,  
1076, Haines Road, Worli Nake, Bombay-18.
222. Messrs. Mysore Electro Chemical Works Ltd.,  
P.O. Box No. 1022, Bangalore-3.

**"N"**

223. Messrs. New Haven Steel Ball Corpn. Pvt. Ltd.,  
Nanjee Buildings, 2nd Floor,  
17-B, Horniman Circle, Bombay-1.

**"O"**

224. The Oriental Metal Pressing Works Pvt. Ltd.,  
131, Worli, Bombay-18.

**"P"**

225. Messrs. Pearl Cycle Industries Pvt. Ltd.,  
11/3, Asaf Ali Road, New Delhi.

**"R"**

226. Messrs. Rita Mechanical Works,  
2, Council Flats, Mirdard Lane, New Delhi.
227. Messrs. Rashtriya Metal Industries Ltd.,  
P.O. J. B. Nagar ( Andheri ), Bombay-43.
228. Messrs. Ramkrishna Kulwant Rai,  
33, Netaji Subhas Road, Calcutta-1.
229. Messrs. Ramkrishna Metal Works ( Bombay ),  
Ramkrishnawadi, Railway Road,  
Bhandup, Bombay-40.

"S"

230. Messrs. Shree Hanuman Iron Works,  
193/2, Mahatma Gandhi Road, Calcutta.
231. Messrs. S. P. Engineering Corporation,  
79/7, Latouche Road, P.O. Box No. 218, Kanpur.
232. Messrs. Somani & Co., Pvt. Ltd.,  
Das Chambers, 25, Dalal Street, Fort, Bombay-1.
233. Messrs. Siesta Industrial & Trading Corpn.  
P.O. Box No. 2499, Bombay-2.
234. Messrs. Subbiah Foundry,  
Avanashi Road, Coimbatore.
235. Messrs. Saurashtra Industries Pvt. Ltd.,  
Ranchhod Bhavan, Opera House, Bombay-4.
236. Messrs. Steel Age Industries Pvt. Ltd.,  
Opposite Post Office, Mazagaon, Bombay-10.
237. Messrs. Saiman Mfg. Co.,  
Tardeo Bridge, Low Level, Bombay-7.
238. Messrs. Sigil India Services Pvt. Ltd.,  
381, Dadabhoy Naoraji Road, Bombay-1.
239. Messrs. Saru Smelting & Refining Corpn. Ltd.,  
Sardhana Road, Near Cantt. Rly. Station, Meerut.
240. Messrs. Saurashtra Iron Foundry & Steel Works Pvt. Ltd.  
Mahatma Gandhi Road, Khargate, Bhavnagar,  
Saurashtra.
241. Messrs. Steel Products Ltd.,  
96, Garden Reach Road, Calcutta-23.
242. Messrs Swastik Rubber Products Ltd.,  
Swastik House,  
Behind Kirkee Rly. Station, Poona-3.

“ U ”

243. Messrs. United Commercial & Industrial Co., Pvt. Ltd.,  
192, Cross Street, Calcutta-7.
244. Messrs. Universal Industries,  
22, BC, Udyognagar, Rajkot.

“ V ”

245. Messrs. Vinod Engineering Works,  
P-43, Lower Chitpur Road, Calcutta.
246. Messrs. V. Chhibber & Co.,  
222-E, Bellasis Road, Byculla, Bombay-8.

“ W ”

247. Messrs. Walchandnagar Industries Ltd.,  
Construction House, Ballard Estate, Bombay.

**Working Committee 1958-59**

1. Shri R. N. Kapur,  
Messrs. Indian Iron and Steel Co., Ltd.,  
12, Mission Row, Calcutta-1.
2. Shri A. K. Bhattacharya,  
Messrs. National Iron and Steel Co., Ltd.,  
51, Stephen House,  
4, Dalhousie Square East, Calcutta-1.
3. Shri K. L. Marwah,  
Messrs. Hindustan Wire Netting Co., Private Ltd.,  
55-57, Nagdevi Cross Lane, Bombay-3.
4. Shri K. L. Chowdhury,  
Messrs. Shree Krishna Private Ltd.,  
20, Mangoe Lane, Calcutta-1.
5. Shri Swaraj Paul,  
Messrs. Aminchand Payarelal,  
135, Canning Street, Calcutta-1.
6. Shri R. D. Trivedi,  
Messrs. Jeewanlal (1929) Ltd.,  
31, Netaji Subhas Road, Calcutta-1.
7. Shri S. L. Kirloskar,  
Messrs. Kirloskar Oil Engines Ltd.,  
Elphinstone Road, Kirkee, Poona-3.
8. Shri Bharat G. Doshi,  
Construction House,  
Ballard Estate, Bombay.
9. Shri R. R. Handa,  
Messrs. Orient General Industries,  
6, Ghore Bibi Lane, Narkeldanga, Calcutta.
10. Shri L. P. Shah,  
Messrs. Electric Construction and Equipment Co., Ltd.,  
9, Kali Prasanna Singhee Road, Cossipore, Calcutta.

11. Shri P. R. Bagri,  
Messrs. Bhartia Electric & Steel Co., Ltd.,  
8, Swinhoe Street, Calcutta-19.
12. Sir L. P. Misra,  
Messrs. Hindustan Motors Ltd.,  
8, India Exchange Place, Calcutta-1.
13. Shri Jay Dev Kapur,  
Messrs. Atlas Cycle Industries,  
Sonepat, Near New Delhi.
14. Shri B. S. Bugga,  
Messrs. B. S. Bugga & Co.,  
22, Canning Street, Calcutta-1.
15. Shri B. S. Agarwal,  
Messrs. Jay Engineering Works Ltd.,  
183A, Prince Anwar Shah Road, Calcutta-31.
16. Shri S. N. Rungta,  
Messrs. Calcutta Expanded Metal Mfg. Co., Ltd.,  
P-16, Kalakar Street, Calcutta-7.
17. Shri M. L. Shroff,  
Messrs. M. L. Shroff,  
12, Chowringhee Road, Calcutta-13.
18. Shri M. V. Arunachalam,  
Messrs. Carborundum Universal Ltd.,  
Swastik House, 106, Armenian Street, Madras.
19. Shri B. K. Rohatgi,  
Messrs. India Electric Works Ltd.,  
Diamond Harbour Road, Behala, Calcutta-34.
20. Shri S. N. Mookerjee,  
Messrs. Behar Firebricks and Potteries Ltd.,  
22, Strand Road, Calcutta-1.
21. Shri V. N. Karnani,  
Messrs. Cromelite (India) P. Ltd.,  
149, Harrison Road, Calcutta-6.

*Nominess of the Government of India.*

22. Dr. B. D. Kalelkar,  
Senior Industrial Adviser to the Government of India,  
Ministry of Commerce & Industry,  
Development Wing,  
New Delhi.
23. A. S. Bam, I.C.S.,  
Iron and Steel Controller,  
33, Netaji Subhas Road, Calcutta.
24. Shri S. K. Sen,  
Joint Chief Controller of Imports and Exports,  
4, Esplanade East, Calcutta-1.

*Nominees of the Engineering Association of India.*

25. Shri R. L. Rajgarhia,  
Messrs. Textile Machinery Corporation Ltd.,  
Belgharia, 24 Parganas.
26. Shri D. C. Driver,  
Messrs. Shree Lakshmi Iron and Steel Works Ltd.,  
India Exchange, ( 7th Floor ), Calcutta-1.
27. Shri N. D. Sahukar,  
Messrs. Godrej & Boyce Mfg. Co., Ltd.,  
Lalbaug, Parel, Bombay.

*Nominees of the Federation of Indian Chambers of Commerce and Industry.*

28. Shri M. M. Ruia, President,  
Federation of Indian Chambers of Commerce & Industry,  
State Bank Bldg., Bank Street, Fort Bombay.
29. Shri G. L. Bansal,  
Secretary-General,  
Federation of Indian Chambers of Commerce and Industry,  
Federation House, New Delhi-1.