

Engineering Export Promotion Council

Report of the Working Committee for the year ending 31st March, 1962.

GENERAL

The Committee have the pleasure in presenting this Report for the year ending 31st March, 1962. The new Committee was constituted at the Annual General Meeting held on 3rd November, 1961 and the report that follows covers the period 1st April, 1961 to March 31, 1962.

Membership :

Membership of the Council rose from 291 to 344 as on 31st March, 1962.

Working Committee :

The Working Committee consisted of the following members and met six times during the year under review :

Shri Inder Prasad,
Shri L. N. Tikmany,
Shri N. P. Khaitan,
Shri K. L. Chowdhary,
Shri A. C. Dev,
Shri G. Binani,
Shri Bharat G. Doshi,
Shri S. L. Kirloskar,
Shri C. R. Bondre,
Shri R. R. Handa,
Shri B. P. Poddar,
Shri P. R. Bagri,
Sir L. P. Misra,
Shri P. L. Kumar,
Shri P. K. Sen,
Shri B. S. Agarwal,
Shri S. N. Rungta,

Shri R. V. Deshpande,
Shri M. L. Shroff,
Shri G. L. Lewis,
Shri P. Arora,
Shri Bahubali Gulabchand,
Shri S. N. Mukherji,
Shri R. D. Trivedi,
Shri H. C. Karnani,
Shri V. N. Karnani,
Lala Karam Chand Thapar,
Shri G. L. Bansal,
Shri R. L. Rajgarhia,
Shri A. K. Bhattacharya,
Shri B. R. Batra,
Shri S. K. Sen,
Shri A. N. Banerjee,
Dr. B. D. Kalelkar.

Committee of Administration :

The Committee of Administration consisted of the following members :

Shri A. K. Bhattacharya	...	Chairman
Shri K. L. Chowdhary	...	Vice Chairman
Shri. S. L. Kirloskar	...	Vice Chairman
Shri B. S. Agarwal		
Shri S. N. Rungta		
Shri M. L. Shroff		
Shri V. N. Karnani		
Shri S. K. Sen		
Shri A. N. Banerjee		

It met 20 times during the year under review.

Annual General Meeting :

The 6th Annual General Meeting was held on 3rd November, 1961 when the Annual Report on the Council's activities and the balance sheet together with the statement of income and expenditure for 1960-61 were adopted.

Special Meetings :

Special Meetings of the Council were held with the following officials and dignitaries :

Shri J. N. Khosla, Indian Ambassador to Indonesia,
 Shri T. C. Kapur, Mg. Director, ERIC,
 Shri D. S. Joshi, Special Secretary, Government of India,
 Shri P. Hoon, Controller of Stores, E. Rly.,
 Dr. Jagadish Chand, Second Secretary, Dy. High Commissioner in East Pakistan,
 Shri M. S. Sait, Consul General, Saigon,
 Shri K. R. F. Khilnani, Commissioner for India, Nairobi,
 Minister for Commerce & Industry, Government of Federation of Malaya, Indonesia Fact Finding Mission, Afro Asian Railway Delegation, Shri Saadat Ali Khan, Ambassador designate to Iran, Shri M. P. Mathur, Drawback Team from Delhi, East African Trade Delegation, Shri Wahib Abou Seif of M/s. Misr Foreign Trade, Cairo,

Sub-Committees :

The Working Committee at their meeting on 21st November 1961 reconstituted the following Sub-committees :

Enrolment Sub-Committee :

- | | |
|--|--|
| 1. Shri R. D. Trivedi—
Convener, | 9. Shri V. N. Karnani, |
| 2. Shri M. L. Shroff,
Dy. Convener, | 10. Shri R. L. Rajgarhia, |
| 3. Shri M. L. Atta, | 11. Shri P. Arora, |
| 4. Shri S. P. Godrej, | 12. Shri K. K. Nathani, |
| 5. Shri S. L. Anantram, | 13. Joint Chief Controller of
Imports and Exports,
Calcutta, |
| 6. Shri Girdharilal Saraf, | 14. Shri S. K. Guha,
Deputy Chief (Export
Promotion). |
| 7. Shri B. S. Bugga, | |
| 8. Shri P. K. Sen, | |

Registration Sub-Committee :

- | | |
|--|--|
| 1. Shri S. N. Rungta,
Convener, | 10. Shri R. L. Rajgarhia, |
| 2. Shri P. R. Bagri,
Deputy Convener, | 11. Shri A. J. Thompson, |
| 3. Shri M. L. Kocher, | 12. Joint Chief Controller of
Imports and Exports,
Calcutta, |
| 4. Shri S. K. Mazumdar, | 13. Shri S. K. Guha,
Deputy Chief (Export
Promotion), Calcutta, |
| 5. Shri P. N. Chatterjee, | 14. Shri S. C. Mookerjee,
Dy. Iron and Steel
Controller, Calcutta. |
| 6. Shri Arabinda Ray, | |
| 7. Shri S. N. Bhattacharjee, | |
| 8. Shri V. N. Karnani, | |
| 9. Shri M. L. Shroff, | |

Replenishment Sub-Committee :

- | | |
|---|--------------------------|
| 1. Shri K. L. Chowdhary,
Convener, | 6. Shri B. P. Poddar, |
| 2. Shri K. K. Nathani,
Dy. Convener, | 7. Shri D. D. Saraf, |
| 3. Shri R. D. Trivedi, | 8. Shri S. K. Sen, |
| 4. Shri A. C. Dev, | 9. Shri R. L. Rajgarhia, |
| 5. Shri Bharat G. Doshi, | 10. Shri M. L. Shroff, |
| | 11. Shri N. D. Sahukar, |
| | 12. Shri M. L. Atta, |

- | | |
|-------------------------|-------------------------------|
| 13. Shri H. C. Karnani, | 15. Shri S. C. Mookerjee, |
| 14. Shri S. K. Guha, | Dy. Iron and Steel |
| Deputy Chief (Export | Controller, Calcutta, |
| Promotion), | 16. Joint Chief Controller of |
| Calcutta. | Imports and Exports, |
| | Calcutta. |

Publicity Sub-Committee :

- | | |
|-------------------------------|-------------------------------|
| 1. Shri K. L. Chowdhary, | 8. Shri Dikendra Nath Singha, |
| Convener, | 9. Shri C. R. Bondre, |
| 2. Shri B. S. Bugga, | 10. Shri M. L. Shroff, |
| Dy. Convener, | 11. Shri J. P. Sangal, |
| 3. Shri A. K. Bhattacharya, | 12. Shri S. Basu, |
| 4. Shri H. C. Karnani, | 13. Joint Chief Controller of |
| 5. Shri S. P. Godrej, | Imports & Exports, |
| 6. Shri R. R. Handa, | Calcutta. |
| 7. The Public Relations Offi- | 14. Shri S. K. Guha, |
| cer, M/s. Tata Iron & Steel | Deputy Chief (Export Pro- |
| Co., Ltd., Calcutta. | motion), Calcutta. |

Technical Sub-Committee :

- | | |
|---------------------------|----------------------------------|
| 1. Shri K. K. Nathani, | 8. Shri B. H. Rai, |
| Convener, | 9. Shri D. K. Das, |
| 2. Shri S. K. Sen, | 10. Shri R. L. Rajgarhia, |
| Dy. Convener, | 11. Shri S. K. Guha, |
| 3. Shri K. N. Sapru, | Deputy Chief (Export Pro- |
| 4. Shri P. N. Chatterjee, | motion), Calcutta. |
| 5. Shri S. Das, | 12. Dy. Iron & Steel Controller, |
| 6. Shri S. N. Rungta, | Calcutta. |
| 7. Shri P. L. Kumar, | 13. Shri Inder Prasad. |

Delegation Sub-Committee :

- | | |
|------------------------------|--------------------------|
| 1. Shri A. K. Bhattacharya, | 6. Shri K. L. Chowdhary, |
| Convener, | 7. Shri M. L. Shroff, |
| 2. Shri B. S. Agarwal, | 8. Shri R. L. Rajgarhia, |
| Dy. Convener, | 9. Shri R. R. Handa, |
| 3. Shri Omprakash Agarwal, | 10. Shri C. R. Bondre, |
| 4. Shri B. S. Bugga, | 11. Shri Jaidev Kapur, |
| 5. Shri Bahubali Gulabchand, | 12. Shri B. H. Rai, |

13. Joint Chief Controller
of Imports & Exports,
Calcutta,

14. Shri S. K. Guha,
Deputy Chief (Export Pro-
motion), Calcutta.

Panel Sub-Committee :

1. Shri P. R. Bagri,
Convener,
2. Shri K. L. Chowdhary,
Dy. Convener,
3. Shri Ghanshyam Das
Binani,
4. Shri P. K. Sen,

5. Shri A. C. Dev,
6. Shri M. L. Atta,
7. Shri S. N. Rungta,
8. Shri M. L. Shroff,
9. Shri R. D. Trivedi,
10. Shri P. R. V. Ramani.

Shipping Sub-Committee :

1. Shri V. N. Karnani,
Convener,
2. Shri Ravindranath,
Dy. Convener,

3. Shri C. R. Bondre,
4. Shri D. D. Saraf,
5. Shri S. S. Ram,
6. Shri P. A. Jansen.

Membership Sub-Committee :

1. Shri M. L. Shroff,
Convener,
2. Shri R. D. Trivedi,
Dy. Convener,

3. Shri S. S. Chowdhary,
4. Shri S. N. Mukherjee,
5. Shri Inder Prasad.

Staff Sub-Committee :

1. Shri A. K. Bhattacharya,
Convener,
2. Shri K. L. Chowdhary,
Dy. Convener,

3. Shri B. S. Agarwal,
4. Shri S. N. Rungta,
5. Shri P. R. Bagri,
6. Shri R. L. Rajgarhia,

Complaint Sub-Committee : (Calcutta) :

1. Shri B. S. Agarwal,
Convener,
2. Shri P. R. Bagri,
Dy. Convener,
3. Shri B. P. Poddar,
4. Shri P. N. Chatterjee,
5. Shri M. L. Shroff,
6. Shri V. N. Karnani,

7. Dy. Iron & Steel Controller,
Calcutta.
8. Joint Chief Controller of
Imports & Exports,
Calcutta.
9. Shri S. K. Guha,
Deputy Chief (Export Pro-
motion), Calcutta.

Complaint Sub-Committee : (Bombay) :

- | | |
|--|--|
| 1. Shri Bharat G. Doshi,
Convener, | 5. Shri S. N. Surati, |
| 2. Shri C. R. Bondre,
Dy. Convener, | 6. Shri N.D. Sahukar, |
| 3. Shri Omprakash Agarwal, | 7. Deputy Iron & Steel Con-
troller, Bombay. |
| 4. Shri G. L. Lewis, | 8. Deputy Chief (Export Pro-
motion), Bombay. |

Complaint Sub-Committee : (Delhi, Punjab & Western U.P.) :

- | | |
|---|--|
| 1. Shri Jaidev Kapur,
Convener, | 4. Shri B. B. Bhargava, |
| 2. Shri Girdharilal Saraf,
Dy. Convener, | 5. Shri Satya Paul, |
| 3. Shri O. P. Shingla, | 6. Director of Export Promo-
tion, New Delhi. |

Export Performance :

The year under review (April 1961 to March, 1962) coincided with the commencement of Third Five Year Plan. Having not only achieved the target for 1960 but also having surpassed it the year started with a note of optimism and confidence. Against a target of Rs. 12 crores for 1961, however, the performance was only Rs. 11 crores. The Council brought to the notice of the Government the difficulties and problems of the exporters from time to time.

There was no material change in the composition of the items of export during the year. As in the past, 15 items with an export of Rs. 12 lakhs to their individual credit, among 180 items of export, made up 50% of the total exports.

The items which accounted for 50% of the total exports in 1961 were the following :

- (1) Electric Fans.
- (2) Sewing Machines.
- (3) Diesel Engines.
- (4) Aluminium wares.
- (5) Cast Iron pipes.

- (6) Steel trunks.
- (7) Steel furniture.
- (8) Dry batteries.
- (9) Tinplate containers.
- (10) Oil Mill Machinery.
- (11) Bicycles and parts.
- (12) Textile Machinery.
- (13) Tea Machinery.
- (14) Railway Track materials.
- (15) Galvanised Iron buckets.

The Council continued to make efforts to diversify exports so that there was not too much dependence on only a few items. The most significant development during the year under review was the entry of some new items in the international market like Railway Track materials, Auto Engines, Transmission line towers and Castings. Another significant development during the year was success of some of the items in some of the industrialised countries such as the U.S.A. and the items which were exported to these countries were Castings, Diesel Engines and Machine tools.

The Council's programme of work both internally and externally continued to engage the attention of the Committee and steps were taken to implement these programmes.

EXTERNAL PROGRAMME

Foreign Office

Mombasa :

There was a change in the Foreign Officer. Mr. O. N. Bhargava who was working in Rangoon was posted in Mombasa. The office continued to render useful service to the members. Enquiries were received and were forwarded to the parties concerned. Because of political changes the business was slack for sometime. The continued presence of the Foreign Officer in Mombasa was helpful in restoring confidence among the buyers. The Showroom at Mombasa was visited by a number of dignitaries both from Kenya, Uganda and Tanganaika and

also from elsewhere. The total export to East Africa rose to over Rs. 38.33 lakhs in 1960 and Rs. 43.96 lakhs in 1961.

Rangoon :

The exports to Burma rose from Rs. 43.39 lakhs in 1960 to Rs. 46.94 lakhs in 1961. The office did useful contact work with the Government Purchase Department. Enquiries received were forwarded to the parties concerned.

Cairo :

The Cairo Office was started in August 1961. The Officer from Mombasa was transferred to Cairo. Although the export rose from Rs. 46 lakhs in 1960 to Rs. 62 lakhs in 1961 scope exists for further increase. Because of the changes in the import policy and procedure, there was some dislocation in the business for some time but the conditions have stabilised and useful contacts have been established by the firms concerned.

Brand Publicity :

In pursuance of the policy of the Council to publicise and popularise selected engineering brands in foreign countries, the Council spent a sum of Rs. 2.9 lakhs on the brands covering Diesel Engines, Pump sets, Pumps, Oil Mill Machinery & spares, Room Air Conditioners, Air conditioners, Agricultural implements, Fans, Sewing Machines, Steel furniture, Wooden furniture, Abrasives, Lathes, G.I. buckets, Razor blades, Bicycles, Conduit pipes, Water coolers, Stainless Steelware, Sirens, Electrodes, Aluminiumware, Gas Plants, Radios, Cast iron goods and builders hardware. Most of the publicity was carried out through press.

General Publicity :

Besides the brand publicity, the Council also carried on general publicity through advertisements in foreign papers to coincide with the visits of the Council's trade delegations and holding of exhibitions/fairs abroad. The Annual Exporters Directory was published in February. Copies were circulated overseas among the Government Departments, Chambers of Commerce, Government of India trade representatives abroad, importers and dealers.

Overseas Journal :

The Council continued to publish its monthly Overseas Journal. In view of the increased demand of the Journal in the overseas markets, its circulation was increased. An endeavour was made to make the Journal more presentable and readable by introducing new features and photographs.

Exhibitions and Trade Fairs :

During the period under review, the Council procured exhibits for the following Exhibitions/Fairs/Displays abroad :

Wholly Indian Exhibition in Addis Ababa	...	January 1962
8th Damascus International Fair	...	Aug-Sept. 1961
Sydney Trade Fair	...	August 1961
Leipzig Spring Fair	...	March 1962
Poznan International Fair	...	June 1961
Levant International Fair	...	September 1961
Rotational Display of Engg. Goods in Government of India Showroom, Jeddah	...	March 1962
Jashan Celebration Exhibition	...	August 1961
Somalia International Fair	...	Sept.-Oct. 1961
Zagreb International Autumn Fair	...	August 1961
Rotational Display of Indian goods in Showroom, Beirut	...	October 1961
Display of Chemical and Allied Products in India Showroom, Baghdad	...	October 1961
Inaugural Display of Indian Goods in India Showroom, Bahrein	...	November 1961

Delegation & Study Teams :

A delegation under the leadership of the Chairman Shri A. K. Bhattacharya visited U.S.A., West Indies, Brazil, Argentina, Chile and Peru. The delegation left on 17.2.62 and returned on 30.3.62. The report has been circulated to the members and Chambers of Commerce & Industry. The delegation discovered, among others, that there were

unlimited opportunities for export of many engineering goods, specially castings to U.S.A.. There were also possibilities for export of Sugar Machinery, Machine Tools, Railway line and track materials and many other engineering goods to the countries in Latin America provided exporters could provide long term credits. The delegation established useful connections in all the countries visited and was successful in putting India on the map for supply of engineering goods.

Study-cum-Sales Teams :

Besides sending the delegation the Council sponsored 15 Study-cum-Sales Teams which visited Europe, East, West & North Africa, South East Asia, U.S.A., Canada & West Pakistan. The Study-cum-Sales Teams were found to be useful in securing business and establishing permanent business connections.)

INTERNAL PROGRAMME

Registration :

Export Promotion Special Scheme for engineering goods which was introduced with effect from 1st July 1960, continued upto 31st December 1961. This scheme was substituted by a new Scheme from 1st January 1962. The new scheme provided for registration of merchant exporters, a consortium and an engineering firm which is not only engaged in the export of plant and machinery but also provided for design, know-how, erection, performance, guarantee and other such ancillary services.

During the period ending 31st March, 1962, the Registration Sub-Committee met for 51 times. 173 firms were registered for a total target of Rs. 4,46,08,673/- including certain new items such as Electric-Motor Starters & Switch Gears, Auto Engines, Cameras, Gramophone records, Radiograms, Gaskets.

The following recommendations were made during the period under review :

- | | |
|--|-----------------|
| (1) Value of import licences | Rs. 91,67,065/- |
| (2) Quantity of indigenous iron/steel on advance basis | 16,873 M/Tonne |

During the period under review, the Technical Sub-Committee met 17 times and besides its normal function of assessing the actual material content in the manufacture of goods exported, for import of banned/restricted items, fixed standard net weight, percentage of wastage and import content/entitlement in respect of nearly 150 items.

The meetings of Registration and Technical Sub-Committee were also arranged in Bombay in order to dispose of import applications from Bombay firms.

Replenishment & Enrolment :

A total number of 12 meetings were held during the year under review and the undernoted quantities of iron & steel and tinplate were recommended under the Replenishment Scheme :

Pig iron	...	...	11,966.121 M/Tonne
Steel	...	...	13,304.479 M/Tonne
Tinplate	...	...	174.071 M/Tonne
			25,444.671 M/Tonne

The supply of steel, pig iron and tin plate against EPC quota improved as compared to the conditions during the previous year. The monthly meetings to review the outstanding supplies were helpful. The Dy. Iron & Steel Controller, took keen interest in ensuring supplies as early as possible. Some difficulty was experienced in obtaining the supplies of uncommon sections requiring special rolling. It is hoped that the Government would give special consideration to such requirements because we have to supply what our buyers need and not what we produce.

Enrolment :

14 meetings were held during the year and a total number of 524 firms were enrolled by the Council under the Scheme.

Certificate of Origin :

During the period 385 Certificates of Origin were issued by the Council.

Drawback :

The working of the Drawback Scheme during the period under review showed improvement inasmuch as Drawback Claims were settled promptly. The Council continued to help member firms in settling the Drawback disputes and refund of claims.

INTERNAL PUBLICITY

Indian Industries Fair, New Delhi :

Since the close of the World Agriculture Fair in 1960, the Council's Stall in the Export Products Pavilion continued as a part of the Permanent Exhibition Unit under the overall charge of the Exhibition Directorate of the Ministry of Commerce and Industry. The Stall was suitably renovated for the Indian Industries Fair held in New Delhi from November 14, 1961 to January 10, 1962. More exhibits were collected from member firms which were displayed in capital, producer and consumer goods sections in the stall. The number of participating firms who displayed their products in the Stall totalled 65. Activities of the Council such as sending out of study teams, trade delegations and amount of foreign exchange earned by export of engineering goods were displayed by means of charts, maps, graphs, illuminated displays, etc. Council's literature was distributed and publications were sold from the Stall.

Home Bulletin :

The fortnightly Home Bulletin continued to be published as usual. Circulation increased considerably. Effort was made to make the Bulletin more attractive.

Press Conference :

Press Conferences were addressed by the Chairman in Calcutta, and New Delhi from time to time dealing with the problems facing the exporters of engineering goods.

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.

Publications :

A brochure on Engineering Industries of India was brought out during the Indian Industries Fair for distribution among foreign dignitaries and importers of engineering goods. Copies of the same were also distributed among Delegates to the Afro-Asian Conference held in New Delhi in December 1961.

Folders :

Illustrated folders containing technical details on electric fans and diesel engines were brought out and distributed among foreigners visiting the Council's stall in the Indian Industries Fair. Copies were also forwarded to Government of India's Trade Representatives abroad as well as to Council's own Foreign Officers.

Booklets :

Booklets in the "Hints to Businessmen" series on the following countries were brought out :

- (1) South Vietnam.
- (2) U. A. R.
- (3) Sudan.
- (4) Australia.
- (5) Trinidad and Tobago.

Directory of Indian Engineering Exporters (4th revised edition) :

The above Directory was brought out in February '62 and distributed among India's foreign trade representatives, Chambers of Commerce within India and abroad, leading importers of engineering goods abroad and other interested parties.

COLLECTION OF STATISTICS

Statistics of imports and exports of different engineering items was compiled.

Tenders & enquiries :

During the period under review tenders were received from a number of countries viz. Egyptian Railways, U.A.R., Sudanese Railways,

Sudan, Union of Burma Purchase Board, Directorate of Contracts and Purchases, Ministry of Defence, Baghdad, Iraq, Central Purchasing Committee, Ministry of Finance, Government of Republic of Iraq, Baghdad, Department of Rural Development and Cottage Industries, Colombo, Ceylon, Chief Controller of Stores, Pakistan, Eastern Railway, Chittagong (Pakistan), The Sudan Gezira Board, Supplies Department Barakat, Sudan, Trinidad and Tobago Electricity Commission, Port of Spain, New Zealand Government Railways, New Zealand Electricity Department, Iraqi Ports Admn., Basrah (Iraq), Wheat & Cereal Department of Ministry of Customs & Monopolies, Tehran (Iran). Metropolitan Electricity Authority, Bangkok, Thailand. Thai Tech. & Econ. Cooperation, National Econ. Dev. Board, Bangkok, Thailand. Posts, Telegraphs and Telephones Admn., Ministry of Communication, Damascus (U.A.R. Syrian Region).

These tenders were circulated among the interested parties either through Home Bulletin or correspondence. Enquiries for engineering goods continued to be received with unabated frequency, and in greater number and volume due to publicity and consciousness created by the Council.

Shipping :

As a result of representations made by the Council, shipping freight rates were reduced by shipping companies and conferences for C.I. pipes & fittings from Calcutta to Pacific coast of U.S.A. and Canada, for steel furniture to Atlantic coast of U.S.A. for G.I. Buckets and Ghamellas from Bombay to West African ports, for cycle rims from Cochin to B.E. African ports and various South East Asian ports, structural steel and electric fans from Calcutta to U.S.A. Atlantic ports, for M.S. bolts and nuts from Bombay to U.S.A. and for steel furniture from Bombay to Burma.

Railway freight :

Similarly the Council was successful in obtaining 50% rebate in railway freight for a number of items from different places in the country to different ports.

The list of concessions obtained showing the items and the destinations is given at the next page :

<i>Items</i>	<i>From</i>	<i>To</i>
Radios	Delhi/Kishanganj	Bombay, Calcutta, enroute to West Pakistan via Attari. Thalaimanner enroute to Colombo.
G.I. Buckets	Delhi	—do—
	Shalimar	
Steel tubes	} Charbatia	Ceylon and West Pakistan via Attari.
Black & galvd.		
Cycle rims	Madras	West Pakistan via. Attari.
	Madras	Cochin
	Madras	Shalimar
	Madras	East Pakistan via. Banpur, Darshana.
Wheel rims	Madras	Bombay
Rly. track materials	Calcutta	West Pakistan via Attari.
Bicycle saddles	Kanpur	Calcutta, Bombay, West Pakistan.

The Council also took up the cases of individual member firms and exporters from time to time when they were experiencing difficulty in obtaining shipping space and allotment of wagons on priority basis.

Market Survey :

During the period market surveys were conducted for engineering goods pertaining to West Indies, U.S.A., Argentina, Brazil, Chile and Peru by sending a Trade Delegation to these places, report of which has already been published and circulated.

In addition some of the Indian Embassies and Officers of the Council abroad forwarded *ad-hoc* market survey reports as under :

<i>Item</i>	<i>Countries</i>
Storage batteries	Ethiopia, Ceylon, Burma.
Electric fans	Burma.
Hand and small tools	Burma, Singapore.
Saw and saw blades	Singapore
Agricultural Machinery	Burma

<i>Item</i>	<i>Countries</i>
Refrigerators, Air Conditioning equipment.	Thailand, Cambodia, Saudi Arabia.
Cycles	B.E. Africa, Saigon (S. Vietnam), Iran, Burma, Sudan, S. Arabia, Aden, Singapore, Pakistan, Cyprus, Nigeria, Ceylon.
Auto parts	Philippines, Singapore, Burma, Iran, Pakistan.
Water Meters	Iran, Singapore, Burma, Kuwait, Egypt.
Tea Machinery	Ceylone, B.E. Africa, Pakistan, Singapore, South America.
Cement Machinery	B.E. Africa, Afghanistan, Iran,
Concrete Asphalt,	Egypt, Singapore.
Roller pan mixers,	
stone crushers.	
Scientific instruments	Malaya.
Steel items	Thailand, Pakistan, Aden, Cambodia, Nigeria, Iran, Iraq, Hongkong, Australia, Afghanistan, South Arabia, Indonesia, B.E. Africa.
Electrodes	Burma.
C.I. Pipes	Ethiopia, Iran, B.E. Africa, Singapore.
Brushes, Beltings	Thailand.
Wire & wire products	Iran, Nigeria, Hongkong, Australia, Burma.
Clocks	Ceylon, U.A.R. Burma.
Watches	B.E. Africa.

Complaints :

During the year under review 41 complaints were received and 32 of them have been settled.

ACCOUNTS

The Audited Statement of Accounts for the period under review are appended to this Report.

A. K. BHATTACHARYA,
Chairman.

R. D. VIDYARTHI,
Secretary..

AUDITORS' REPORT TO THE MEMBERS

We have audited the Balance Sheet of ENGINEERING EXPORT PROMOTION COUNCIL (Limited by Guarantee) as at 31st March, 1962 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 the working Committee in consultation with the Union Government under Clause 67 of the Articles of Association of the Council ;
- (2) In our opinion and to the best of our information and according to the explanations given to us, the annexed accounts, read with the notes thereon, give the information required by the Companies Act, 1956 (as amended) 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, 1962, 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 ;
- (3) We have obtained all the information and explanations which to the best of our knowledge and belief were necessary for the purpose of our audit ;
- (4) In our opinion, proper books of account as required by the Companies Act, 1956 have been kept by the Council so far as appears from our examination of those books ; and
- (5) The Balance Sheet and Income & Expenditure Account are in agreement with the Books of Account.

1-B, Old Post Office Street,
Calcutta, the 3rd day of September, 1962.

SINGHI & CO.,
Chartered Accountants.

ENGINEERING EXPORT

(Limited by

Balance Sheet as at

As at 31-3-61		LIABILITIES					
Rs.	nP.			Rs.	nP.	Rs.	nP.
		RESERVE AND SURPLUS :					
		Income & Expenditure Account—					
		As per last Balance Sheet	...	3,46,379	65		
		Add : Balance being excess of Income over Expenditure for the year transferred from Income and Expenditure Account	...	58,825	29	4,05,204	94
3,46,379	65						

CURRENT LIABILITIES & PROVISIONS :

		CURRENT LIABILITIES—					
1,76,376	59	Sundry Creditors	...	1,93,258	53		
		Unspent Contribution of Joint Foreign Publicity Scheme	...	73,942	65		
26,401	75						
7,000	00	Subscription receipt in Advances	...	6,500	00		
5,266	21	Other Advance	...	5,510	37		
		Staff Provident Fund	...	34,690	11		
		Less : Deposit with State Bank of India in Special Account	15,107 41				
		Investment in National Plan Savings Certificates	19,000 00	34,107 41	582 70		
—							
—		For Other Finance	...	52,693	91	3,32,488	16

CONTINGENT LIABILITY NOT PROVIDED FOR :

In respect of Advertisement Bills under Joint Foreign Publicity Scheme not yet ascertained Rs. 73,942 65 nP. (previous year Rs. 26,401 75 nP.)

NOTE : Burma Currency has been taken at par and East African Currency @ Sh. 1-6d = Re. 1/- and Egyptian Currency @ 93 mms. = Re. 1/-.

5,61,424 20

Carried over ...

7,37,693 10

PROMOTION COUNCIL**Guarantee)***31st March, 1962.*

As at 31-3-61 Rs. nP.	ASSETS	Rs.	nP.	Rs.	nP.
	FIXED ASSETS :—				
1,08,439 56	As per Schedule annexed			1,22,698 05	
	CURRENT ASSETS, LOANS & ADVANCES :—				
	(A) CURRENT ASSETS —				
	Stock of Paper, Publications & Stationery (Paper & Stationery at estimated cost and Publications at Selling price)				
9,145 90	(As taken, valued & Certified by the Manage- ment)	43,035 98			
	Sundry Debtors (Unsecured, Considered Good)				
17,663 18	Debts outstanding for a period exceeding six months	12,984 81			
	Other Debts :				
10,387 55	Sundry Bills	30,617 26			
—	Government Grant in-Aid	1,32,500 00	1,76,102 07		
	Cash & Bank Balances—				
11,168 71	Cash in hand (including Stamps)	1,524 05			
3,64,333 85	Bankers in Current Account	3,02,148 25	3,03,672 30	5,22,810 35	
	(B) LOANS & ADVANCES (Unsecured, Considered Good)				
	Advances (Recoverable in cash or in kind or for value to be received (include due from an Officer Rs. 10,615 42 nP. being amount of Travellers' Cheques and Foreign Currency, since realised and due from Cairo Office Rs. 9,293 16 nP.)			66,251 95	
13,287 62	(The maximum amount of such dues at any time during the year Rs. 10,615 42 nP. and amount due from Cairo Office is subject to reconciliation).				
5,34,426 37	Carried over	66,251 95		6,45,508 40	

PROMOTION COUNCIL**Guarantee)***31st March, 1962—(Contd.)*

As at 31-3-61		ASSETS—Contd.		Rs.		Rs.	
Rs.	nP.						
5,34,426	37		Brought forward ...	66,251	95	6,45,508	40
CURRENT ASSETS, LOANS & ADVANCES—(Contd.)							
(B) LOANS & ADVANCES (Unsecured, Considered Good) (Contd.)							
Expenses incurred in 1961-62 in respect of Study Teams sponsored during the accounting year (excluding value of unutilised passage in respect of members who have commenced Study Tours in 1960-61 less transfer from members contribution as per Income & Expenditure Account) ...							
5,103	00			—			
2,418	06	Prepaid Expenses	...	3,581	47		
18,250	00	Security Deposits	...	20,553	76		
1,226	77	Suspense Pending Adjustments	...	1,797	52	92,184	70
5,61,424 20		Total Rs. ...		...		7,37,693 10	

A. K. BHATTACHARYA,
Chairman.R. D. VIDYARTHI,
Secretary.

ENGINEERING EXPORT

(Limited by

Income and Expenditure Account for the

For the year ended 31-3-61		EXPENDITURE		Rs.		Rs.	
Rs.	nP.						
TO ADMINISTRATION WITHIN INDIA—							
1,13,865	55	Salaries & Allowances (50% of H. O.)	...	...	83,595	66	
16,272	66	Rent	...	...	38,064	00	
43,464	31	Printing, Stationery, Telegrams, Telephones etc.	...	...	29,399	15	
1,119	94	(50% of H. O.)	...	...	1,831	80	
7,607	58	Electricity	...	...	9,234	94	
5,740	75	Travelling & Conveyance	...	...	7,306	84	
2,250	00	Motor Car Up-keep	...	...	—		
		Brokerage	...	...			
14,487	51	Miscellaneous Expenses (including Staff Welfare)	...	...	21,765	98	
		Rs. 1,091-10)	...	...			
					1,91,198	37	
2,04,808	30						
(including for Regional Office)							
Regional Offices—							
Bombay :							
		Salary	...	7,964	66		
		Rent	...	9,000	00		
		Miscellaneous Exp.	...	3,405	78		
				20,370	44		
		Less : Receipts	...	259	12	20,111	32
Delhi :							
		Salary	...	2,800	00		
		Miscellaneous Exp.	...	1,145	28	3,945	28
						2,15,254	97
TO ADMINISTRATION OUTSIDE INDIA—							
Rangoon Office—							
21,297	79	Salary	...	22,353	35		
8,575	00	Rent	...	8,500	00		
15,748	30	Miscellaneous Exp.	...	15,074	12		
				45,927	47		
45,581	59	Less : Receipts	...	80	50	45,846	97
Mombasa Office—							
22,862	82	Salary	...	24,912	13		
17,600	00	Rent	...	17,300	00		
13,129	00	Miscellaneous Exp.	...	18,901	65		
				61,113	78		
52,281	82	Less : Receipts	...	1,671	64	59,442	14
Cairo Office—							
		Salary	...	11,713	50		
		Rent	...	2,507	60		
		Miscellaneous Exp.	...	15,138	31	29,459	41
						1,34,748	52
3,02,671	71	Carried over	...	...		3,50,003	49

PROMOTION COUNCIL

Guarantee)

year ended 31st March, 1962.

For the year ended 31-3-61		INCOME		Rs.		Rs.		Rs.		Rs.	
Rs.	nP.										
1,45,500	00	BY MEMBERSHIP SUBSCRIPTION	...	...	...	...	...	1,72,000	00	...	...
		„ Special Contribution -									
26,103	43	Towards Joint Foreign Publicity Scheme				26,401	75				
		transferred from last year's Account ...									
1,00,000	00	Add : Contributions received during the				1,45,000	00				
		year									
1,26,103	43					1,71,401	75				
26,401	75	Less : Unspent Balance carried forward ...				73,942	65				
99,701	68					97,459	10				
		Towards Delegations & Study									
1,51,448	00	Teams Expenses ...				1,78,836	63				
		Add : Transferred from last									
		year's A/c. ...				15,308	37				
1,51,448	00					1,94,145	00				
		Less : Carried forward for									
		adjustment against study									
1,36,139	63	teams expenses to be									
		incurred in 1962 63 ...				5,737	50	1,88,407	50	2,85,866	60
...		BY CONTRIBUTION FOR EXHIBITION				...	...	16,500	00		
6,00,000	00	„ GRANT-IN-AID FROM GOVT. OF INDIA				...	...	7,55,423	00		
2,631	72	„ MISCELLANEOUS RECEIPTS				...	...	3,346	93		
2,600	00	„ SHOW ROOMS & FOREIGN SERVICE CHARGES ...				...	...	1,200	00		
854	84	„ ADJUSTMENT RELATING TO PREVIOUS YEARS				...	...				
		(Net)				...	...				
9,87,427	87	Carried over				...	...	12,34,336	53		

ENGINEERING EXPORT

(Limited by

*Income & Expenditure Account for the*For the year
ended 31-3-61
Rs. nP.

		EXPENDITURE—(Contd.)	Rs.	nP.	Rs.	nP.
3,02,671	71	Brought forward ...	...	...	3,50,003	49
		TO TRADE DELEGATIONS & STUDY TEAMS— (including total expenses for a tour commenced during the year but completed in 1962-63 and including brought forward from previous year's Account Rs. 20,411 37 nP.)	...	...	3,16,087	27
2,16,956	14		...	...		
3,350	05	„ COLLECTION OF STATISTICS OUTSIDE INDIA— (Remuneration of Foreign Correspondents)	...	...	—	—
		„ PROPAGANDA OUTSIDE INDIA—				
33,164	58	Advertisement (External)	...	30,016	68	
1,99,403	36	Joint Foreign Publicity	...	1,94,918	19	
		Brochures, Leaflets, Directory, Overseas Journals & Foreign Publications (after adjustment of stocks)	...	57,844	89	
		Less: Sales & Advertisement receipts		58,844	81	
7,549	06	Less: Transferred to Misc. receipts	999	92	57,844	89
			...	...		
300	15	Exhibitions	...	3,092	66	
53	00	Entertainment to Foreign Delegations etc. in India	...	9,820	40	
		Proportionate Head Office Expenses (25%) —				
		Salary & Allowances	...	41,797	83	
		Printing, Stationery, Telegrams, Telephones etc.	...	14,699	58	
			...	56,497	41	2,94,345 34
		„ PROPAGANDA WITHIN INDIA—				
36,720	65	Advertisement	...	31,730	24	
		Home Bulletin	...	35,230	91	
13,080	37	Less: Sales & Advertisement receipts	...	11,984	19	23,246 72
—		Journal & Books	...	1,670	23	
		Exhibitions (including for renovation of Stall Rs. 49,375 19 nP. written off and Salary Rs. 8,730 32 nP.)	...	61,499	59	
23,773	52		...	11,500	68	
10,912	33	Entertainment	...			
8,47,934	92	Carried over	...	1,29,647	46	9,60,436 10

PROMOTION COUNCIL.**Guarantee)***year ended 31st March, 1962.—(Contd.)*For the year
ended 31-3-61

Rs. nP.

9,87,427 87

INCOME—(Contd.)

Rs. nP. Rs. nP.

Brought forward ...

12,34,336 53

9,87,427 87

Carried over ...

12,34,336 53

ENGINEERING EXPORT

(Limited by

*Income & Expenditure Account for the*For the year
ended 31-3-61
Rs. nP:

		EXPENDITURE—(Contd.)		Rs.	nP.	Rs.	nP.
8,47,934	92	Brought forward	...	1,29,647	46	9,60,436	10
TO PROPAGANDA WITHIN INDIA—(Contd.)							
Proportionate Head Office Expenses (25%)							
		Salaries & Allowances	...	41,797	83		
		Printing, Stationery, Telegrams,	...				
		Telephones etc.	...	14,699	58	56,497	41
						1,86,144	87
1,902	30	„ LOSS ON MOMBASA CAR DUE TO AN ACCIDENT					
„ SUNDRY ADJUSTMENTS (relating to previous years)							
		Debit	...	10,737	55		
		Credit	...	3,345	35	7,392	20
2,000	00	„ AUDITORS' HONORARIUM ..	...			3,000	00
133	00	„ IRRECOVERABLE DUES WRITTEN OFF	...				
14,028	25	„ DEPRECIATION & WRITE OFFS	...			18,538	07
1,21,429	40	„ BALANCE—being excess of income over expenditure transferred to Balance Sheet	...			58,825	29

- NOTES :—(1) Subscriptions due from persons who have ceased as members during the accounting year amounting to Rs. 19,000/- have not been brought into account and these have been considered as written off.
- (2) Income & Expenditure Account has been presented according to the Budget Heads and some of the expenses have been allocated on the basis stated in the Budget estimates.
- (3) Salary & Allowance includes Provident Fund Contribution Rs. 7,442-17 nP.
- (4) Out of Stock of Directory & Brochures (included in stock of Publications) Rs. 31,335/- at selling price Directories & Brochures of Rs 9,490/- have since been distributed free upto 31st July, 1962.

9,87,427 87

Total Rs.

12,34,336 53

PROMOTION COUNCIL.

Guarantee)

year ended 31st March, 1962.—(Contd.)

For the year
ended 31-3-61
Rs. nP.

9,87,427 87

INCOME.—(Contd.)

Brought forward

Rs. nP.

Rs. nP.

12,34,336 53

9,87,427 87

Total Rs.

12,34,336 53

As per our report annexed.

1-B, Old Post Office Street,
Calcutta, the 3rd day of September, 1962.SINGHI & CO.,
Chartered Accountants.

ENGINEERING EXPORT PROMOTION COUNCIL

(Limited by Guarantee)

Schedule of FIXED ASSETS annexed to and forming part of the Balance Sheet as at 31st March, 1962

DESCRIPTION	Cost to 31st March, 1961	Additions during the year	Sales/adjustments during the year	Total value of Assets to 31st March, 1962	DEPRECIATION				Net value as at 31-3-62 as per Balance Sheet	Net value as at 31-3-61 as per last Balance Sheet
					Upto 31-3-61	For the year	Less on Sales/Adjustment	Total upto 31-3-62		
	Rs. nP.	Rs. nP.	Rs. nP.	Rs. nP.	Rs. nP.	Rs. nP.	Rs. nP.	Rs. nP.	Rs. nP.	Rs. nP.
Motor Cars ...	51,772 89	...	...	51,772 89	12,743 43	7,805 89	...	20,549 32	31,223 57	39,029 46
Furniture, Fixtures, Office Equipment and Electric Fittings ...	87,642 08	31,440 56	...	1,19,082 64	20,816 46	10,240 18	...	31,056 64	88,026 00	66,825 62
Library ...	3,842 68	1,356 00	...	5,198 68	1,258 20	492 00	...	1,750 20	3,448 48	2,584 48
TOTAL ...	1,43,257 65	32,796 56	...	1,76,054 21	34,818 09	18,538 07	...	53,356 16	1,22,698 05	1,08,439 56
Figures as at 31st March, 1961 ...	1,12,287 52	43,048 13	12,078 00	1,43,257 65	21,393 74	14,028 25	603 90	34,818 09	1,08,439 56	...

SINGHI & CO.,
Chartered Accountants.

1B, Old Post Office Street, Calcutta.
The 3rd day of September, 1962.