11th Annual Report

of the Working Committee

for the year ended 31st March 1966

Engineering Export Promotion Council

World Trade Centre, 14/1B, Ezra Street, Calcutta-1

ENGINEERING EXPORT PROMOTION COUNCIL

PAST CHAIRMEN OF THE COUNCIL

1955-56	... ...	SHRI D. N. JALAN
1956-57	... ...	SHRI K. L. CHOWDHARY
1957-58	.. ..	SHRI S. L. KIRLOSKAR
1958-59	... ...	SHRI B. S. AGARWAL
1959-60	... ...	SHRI B. S. AGARWAL
1960-61	... ...	SHRI A. K. BHATTACHARYA
1961-62	... ...	SHRI A. K. BHATTACHARYA
1962-63	... ...	SHRI S. L. KIRLOSKAR
1963-64	... ...	SHRI S. L. KIRLOSKAR
1964-65	... ...	SHRI R. H. MODY
1965-66	... ...	SHRI R. H. MODY



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ENGINEERING EXPORT PROMOTION COUNCIL

CONTENTS

	Page
Report of the Working Committee	1
External Propaganda	18
Internal Propaganda	23
Servicing of Exporters	26
Dissemination of Market Information	40
General Review of Export Promotion Efforts	43
Appendix	53
Auditors' Report	71
Balance Sheet	72
Income & Expenditure Account	76
Schedule "A"	82
Schedule "B"	83

Report of the Working Committee

The Committee have pleasure in presenting this report for the year ended 31st March, 1966. The Committee was constituted at the Annual General Meeting held on 14th November, 1965 and the report that follows covers the period 1st April, 1965 to 31st March, 1966.

ADMINISTRATION

WORKING COMMITTEE

The Working Committee consisted of the following members and met 13 times during the year under review :

Chairman :

Shri R. H. Mody

Vice-Chairmen :

Shri Bharat G. Doshi
Shri R. L. Rajgarhia

Other Members :

Shri B. S. Agarwal
Dr. Ramgopal Agarwal
Shri A. N. Ahuja
Shri Ramanbhai B. Amin
Shri Nagendra Bahadur
Shri Ghanshyamdas Binani
Shri C. R. Bondre
Shri K. L. Chowdhary
Shri Banwari Lal Dalmia
Shri M. D. Dalmia
Shri Bahubali Gulabchand
Shri V. P. Malhotra
Shri H. N. Mirchandani
Shri S. N. Rungta
Shri S. P. Saha
Shri O. P. Saraf
Shri D. D. Saraf
Shri R. D. Trivedi
Shri A. Mowjee
Shri D. S. Narayan
Shri V. K. Nevatia
Shri R. R. Handa
Shri N. L. Jain
Shri B. K. Jhawar
Shri Rasik R. Kamani
Shri G. N. Khaitan
Shri S. N. Khaitan
Shri N. Krishnaswamy
Shri Brij Mohan Lal
Shri K. Prosad
Shri N. D. Punjabi
Shri Amarkanta Sen
Shri P. T. Shah
Shri Ramanlal Shah
Shri M. L. Shroff

COMMITTEE OF ADMINISTRATION

The Committee of Administration consisted of the following members and met 10 times during the year under review :

Chairman

Shri R. H. Mody

Vice-Chairmen

Shri Bharat G. Doshi
Shri R. L. Rajgarhia

Other Members

Shri B. S. Agarwal
Shri Nagendra Bahadur
Shri Ghanshyamdas Binani
Shri K. L. Chowdhary
Shri G. N. Khaitan
Shri Amarkanta Sen
Shri M. L. Shroff

(List of Members of the Regional Committees and sub-Committees is given in Appendix—I)

Review of Export of Engineering Goods from India

Export of Indian engineering goods including steel during the period 1965-66 amounted to Rs. 24.43 crores as against Rs. 19.63 crores during the period 1964—65 thereby recording an increase of 24%, the respective share of steel being Rs. 5.53 crores and Rs. 2.82 crores. This export performance of engineering goods amounting to Rs. 24.43 crores constitutes 90% in relation to the target of Rs. 27.50 crores fixed for the year 1965-66 and has contributed a share of 3% to the India's total export of Rs. 805.56 crores.

The following statement shows the monthly export with an all time record in March 1966 :—

Periods	1964-65			1965-66		
	Excluding steel	Steel	Total	Excluding steel	Steel	Total
1	2	3	4	5	6	7
April	111.12	0.60	111.72	121.22	67.54	188.76
May	120.05	3.04	123.09	131.55	44.87	176.42
June	147.23	4.79	152.02	156.22	32.76	188.98
July	133.12	6.67	139.79	178.46	54.86	233.32
August	155.56	7.40	122.96	144.08	50.43	194.51
September	136.34	17.35	153.69	166.28	33.07	199.35
October	104.32	44.36	148.68	142.50	34.46	176.96
November	108.17	11.86	120.03	151.33	32.20	183.53
December	164.25	32.43	196.68	205.31	37.54	242.85
January	137.49	37.41	174.90	133.05	55.00	188.05
February	133.85	53.24	187.09	164.94	35.00	199.94
March	142.80	62.04	204.84	195.03	75.03	270.55
	1554.30	281.19	1835.49	1889.97	553.25	2443.22

Composition of Trade

A detailed analysis of export performance reveals that while the export of engineering goods including steel has registered an increase of 24% over the export during the same period of 1964-65, export excluding steel has recorded only an increase of 12%.

Sectionwise export performance shows that while all the prominent sections viz., 'Iron and Steel' 'Machinery', 'Electrical' and 'Transport' sections have shown a spectacular increase in export and the maximum contribution of 87% to the total export of Rs. 24.43 crores has been made by these sections, section like 'Non-Ferrous Metals', 'Manufactures of Metals' and 'Misc. Manufactured Articles' have registered a decline to some extent.

Export performance of increased sections is as follows :

Sections	(Value in lakh rupees)		% of increase over 1964-65
	April-March 1964-65	April-March 1965-66	
1. Manufactures of Iron & Steel	703.65	1107.35	57%
2. Machinery Non-Electrical ...	340.86	422.47	23%
3. Electrical apparatus & Appliances	279.93	361.03	29%
4. Transport equipment ...	148.45	237.17	60%
Total ...	1472.89	2128.02	44%

An increase of 57% over the export in 1964-65 has been recorded in the 'Iron and Steel' section which has occupied the first position among all the sections by contributing 45% to the total exports. This increase is due to sepectacular export of steel semis and steel pipes and tubes, other items which have shown an increase being Bolts and Nuts, C.I. Products, Crown Corks, Hand Tools and Small Tools, Stainless Steel Products, Steel Furniture and Tinplate Containers.

Some important items viz., Railway Track Materials, Razor Blades and Transmission Line Towers & Poles, however, have recorded a decline.

Export performance of 'Machinery' section has recorded an increase of 23% over the export of 1964-65. This is the only section where exports of almost all the items have gone up in comparison with last year's exports. Spectacular increase has been recorded in respect of Diesel Engines, Data Processing Machines, Machine Tools, Jute Mill Machinery, Mechanical pumps, Textile Machinery, Tea Machinery and Oil Mill Machinery. The only items in this section which have registered a decline are Sewing Machines and Sugar Mill Machinery.

Export performance of 'Electrical' section during 1965-66 has recorded an increase of 29% over that of 1964-65. In this section, Electric Fans topped the list with an export of Rs. 104.86 lakhs followed by Batteries (Dry & Storage), Wires & Cables and Radios. On the other hand, export of Electric Lamps and Fluorescent tubes has declined.

The maximum increase of 60% in export during 1965-66 has been recorded in respect of 'Transport' section due to better export performance of Automobiles and parts thereof and Bicycles and Parts thereof which have shown an increase of 72% and 54% respectively.

Export performance of the Sections which have declined over 1964-65 is as follows :—

Sections	(Value in lakh rupees) April-March 1964-65	April-March 1965-66	% of fall over 1964-65
1. Manufactures of Non-Ferrous Metals ...	153.75	132.78	13%
2. Manufactures of all metals ...	91.79	85.89	6%
3. Misc. Manufactured Articles	117.75	96.53	18%
Total ...	363.29	315.20	13%

A fall of 13% in export during 1965-66 has been recorded in respect of 'Non-Ferrous' section due to fall in export of Sheets, Circles and Ingots of Aluminium, Bronze and Zinc. The items in this section which have shown a better export performance over that of 1964-65 are capsules and Foils of Aluminium, Sheets and Circles of Brass and E.P.N.S. Ware.

Export of 'Manufactures of Metals' section during 1965-66 has registered a minor decline of 6% over that of 1964-65. In this section export of Builders' Hardware, Cutlery and Screws has shown a great fall which has, however, been made up by the better export of Locks and Padlocks to Burma and Czechoslovakia.

Export performance of 'Misc. Manufactured Articles' section has registered the maximum fall of 18% over that of 1964-65 due to very poor export performance of Fountain Pens, Gramophone Records, Oil Lamps & Stoves, Umbrellas & Fittings thereof. The only items in this section which have shown an increase are Abrasives and Grinding wheels, Flash Lights and Parts, Professional Instruments and Wooden Furniture.

It will be observed from the following statement that during 1965-66, thirty countries have contributed a sum of Rs. 15.42 crores i.e. 81% to the total export (excluding Steel) of Rs. 18.90 crores and recorded an increase of 22% over the export of 1964-65.

EXPORT PERFORMANCE OF MAJOR INDIAN ENGINEERING COMMODITIES DURING 1965-66

(Value in lakh rupees)

Sl.No.	Principal Items.	April-March 1964-65	April-March 1965-66
1	2	3	4
1.	M. S. Pipes & Tubes	83.11	209.88
2.	Diesel Engines & Parts	126.71	126.20
3.	Automobiles and Auto Parts	110.79	117.05
4.	Bicycles and Parts	79.72	114.97
5.	Electric Fans & Parts.	98.59	104.86
6.	Batteries Dry & Storage	46.77	100.63
7.	Electric Wires & Cables	58.76	74.23
8.	Iron & Steel Castings (all sorts)	53.68	70.44
9.	Hand Tools and Small Tools	24.90	51.18
10.	Data Processing Machines	35.82	47.65
11.	Processed Aluminium Products (Including Utensils, Capsules)	45.03	46.53
12.	Builders' Hardware including locks	35.77	44.64
13.	Brass, Bronze and Copper Sheets, Circles, etc.	41.27	37.32
14.	Machine Tools	16.60	35.60
15.	Electrical Accessories and Appliances ..	27.70	32.16
16.	Sewing Machines & Parts	47.25	31.35
17.	Steel furniture	25.00	28.30
18.	Umbrellas & Fittings	36.11	24.94
19.	Steel Trunks	23.81	24.45
20.	Jute Mill Machinery	37.05	23.71
21.	Stainless Steel Products	18.28	21.07
22.	Mechanical Pumps.	16.38	20.57
23.	Textile Machinery	11.72	20.42
24.	Tea Machinery	18.36	20.33
25.	Gramophone Records	22.50	20.32
26.	Oil Lamps and Stoves (both Pressure & Non-Pressure)	24.80	20.07
27.	Radios & Parts	6.50	19.72
28.	Rly. Track Materials	56.10	18.94
29.	Oil Mill Machinery	14.35	17.60
30.	Crown Corks	7.53	17.36
	Total ..	1255.13	1542.49

Direction of Trade

An analysis of regionwise export performance reveals that almost all the regions with the exception of America have registered an increase as may be observed from the following table :

	Regions	April-March 1964-65	April-March 1965-66	%
1.	Asia	1331.47	1532.82	+15%
2.	Africa	298.62	445.41	+49%
3.	Europe	218.59	345.28	+57%
4.	America	68.87	64.00	— 7%
5.	Others	45.20	55.71	+23%
	Total ..	1962.75	2443.22	+24%

The Asian region tops the list of buyers during 1965-66 with an intake of Rs. 1532.82 lakhs i.e. 62% of the total export and has recorded an increase of 15% over the export of 1964-65. South Vietnam has been the largest buyer in this region with a figure of Rs. 244.00 lakhs followed by Iraq, Iran, Malaysia, Kuwait, Nepal and Thailand.

Though export to Asian region has increased in relation the export of 1964-65 by 15% export to some of the countries to this region viz., Aden, Afghanistan, Bahrein, Japan, Malaysia, Pakistan, Phillipines and Saudi Arabia has registered a decline.

Export to the African region during 1965-66 has increased by 49% compared to the export in 1964-65, and has contributed a share of Rs. 445.41 lakhs i.e. 18% of the total exports. Export to Egypt, Kenya, Sudan, Nigeria and Tanzania has increased considerably in 1965-66 in comparison with the same period of 1964-65. The only countries in this region which have registered a decline over that of 1964-65 are Ghana, Somaliland and Tunisia.

A maximum increase of 57% amongst all the regions has been recorded in the case of Europe. Export to West Europe has increased by 19% while East Europe has shown an increase of 166% in relation to the export of 1964-65 and has contributed a share of Rs. 151.66 lakhs i.e. 44% to the total exports in Europe.

A fall of 7% has been registered in respect of American region due to decline in export to the U.S.A. and Colombia.

Export to other regions during 1965-66 has been also maintaining an upward trend from the beginning of the year.

It would be observed from the following table that during 1965-66, thirty countries have accounted for Rs. 22.34 crores i.e. 91% of the total exports of Rs. 24.43 crores and recorded an increase of 31% in relation to the export of 1964-65.

EXPORT OF INDIAN ENGINEERING GOODS TO FIRST THIRTY COUNTRIES DURING 1965-66

Sl. No.	Countries	(Value in lakh rupees) 1964-65	1965-66
1.	South Vietnam	174.52	244.00
2.	Iraq	130.80	180.77
3.	Iran	120.38	176.03
4.	Malaysia	160.94	152.75
5.	Kuwait	71.25	115.20
6.	Nepal	47.50	108.75
7.	U. K.	104.58	105.26
8.	Thailand	72.05	101.05
9.	Egypt	41.84	96.88
10.	Pakistan	138.13	95.50
11.	Kenya	70.79	86.08
12.	Sudan	42.62	79.53
13.	Ceylon	59.18	73.94
14.	Czechoslovakia	4.23	73.13
15.	Nigeria	45.53	65.23
16.	U.S.A.	59.64	55.18
17.	Hongkong	44.16	51.21
18.	East Germany	13.19	45.83
19.	Aden	68.21	41.07
20.	Burma	27.62	40.38
21.	Saudi Arabia	54.68	36.80
22.	West Germany	17.72	32.84
23.	Tanzania	26.62	31.07
24.	Muscat, Oman & Qatar	23.11	29.90
25.	Ethiopia	25.36	25.00
26.	Yugoslavia	8.20	21.39
27.	Indonesia	12.93	19.34
28.	Bahrein	24.93	18.64
29.	Holland	3.40	17.86
30.	Australia	1.82	13.66
	Total ..	1695.93	2234.27

MEMBERSHIP

Membership as on 31st March, 1966 stood at 973—distribution as under :—

Calcutta Region	371
Bombay Region	291
Delhi Region	195
Madras Region	116

The net increase in membership during the year 1965-66 was 267.

11th Annual Report

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Report on the activities of the regional office

(BOMBAY)

BOMBAY (Regional Officer : Shri V. Kumar)

The contribution of the Western Region, which comprises of the States of Maharashtra, Gujarat and Madhya Pradesh, in the export of engineering goods was Rs. 7 crores during the year 1965-66. The target for the next financial year i.e. 1966-67 has been fixed at Rs. 13.07 crores for this region.

The year under review was important from the point of view of the export promotional activities in the Western Region. With a view to intensifying the export drive of the States, the Governments of Maharashtra, Gujarat and Madhya Pradesh had constituted State Boards for export promotion under the chairmanship of their Chief Ministers. Besides, commoditywise Panels were formed by the State Boards in Maharashtra and Gujarat. Among the functions of these Panels are Foreign Market Research, Product Promotion Works and Publicity. The Panels also look into the difficulties of the exporters and suggest appropriate remedial measures. The Export Promotion Advisory Board of the Government of Gujarat had also formed a State Export Corporation, which has assigned a broad field of activities aimed at augmenting the State's export trade.

Its major objects are to work as an export agent on behalf of the producers, to purchase outright certain selected categories of items and to sell them abroad on its own account and to provide financial assistance to the exporters in the form of packing credit as well as shipment credit. It also assists the exporters in providing all possible particulars regarding export formalities, overseas buyers, trade agreements, international trade fairs and so forth.

The Engineering Panels set up by the State Boards of Maharashtra and Gujarat held meetings and assessed the export potentiality of engineering goods in their respective states. At the suggestion of the State Board of Maharashtra, the Maharashtra Small-Scale Industries Development Corporation in consultation with the Engineering Export Promotion Council finalised a Scheme for setting up a Raw Materials Bank in Bombay with the main object of stockpiling both indigenous and imported raw materials for releasing the same to the exporters of engineering goods on the strength of their firm overseas orders. The Scheme was submitted to the Union Government by the Directorate of Export

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Report on the activities of the regional office

(BOMBAY)

BOMBAY (Regional Officer : Shri V. Kumar)

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Promotion, Government of Maharashtra. The Government of India has replied that since the Central Government has under active consideration the setting up of a Raw Materials Bank or a Corporation on an All-India basis, the proposal to set up a Raw Materials Bank for Maharashtra alone cannot be considered at this stage. The Maharashtra Government is pursuing this matter.

Another important step taken by the State Export Promotion Board of Maharashtra was the appointment of a Committee with the Finance Minister as its Chairman to consider in detail the incidence of sales tax and octroi duty on exportable products.

In all the above bodies, the representatives of the Council were taken as official members.

The other activities of the Regional Office are given below :

Octroi Duty

The State Export Promotion Board of Maharashtra at its first meeting appointed a high level Committee with the Finance Minister as its Chairman to examine the incidence of octroi duty and sales tax on the price of the exported commodity. This Committee was also required to consider the hardships and harassment caused to the exporters on account of the procedural complications, delays, conditions of refund to be complied with etc., and the consequential avoidable waste of time, energy and labour. After considerable deliberations on the various issues involved, the Committee has submitted an interim report to the State Export Promotion Board. The Committee has suggested that all commodities which are imported into the limits of Greater Bombay and subsequently exported to foreign countries either immediately or after storage in the city for a reasonable period, should be completely exempted from the levy, of octroi duty, subject to the compliance with the certain minimum procedural formalities to prevent misuse of the exemption granted. The outright exemption of duty on all articles imported and then exported immediately or at a later date will automatically eliminate the present refund procedure.

In regard to the octroi duty on raw materials, intermediates etc. which are imported into the city and which go into the processing or manufacture of finished products in the city, the finished product being ultimately exported to foreign countries the Committee felt that—

(a) there is a *prima-facie* case for grant of rebate :

(b) in the event a rebate is granted, the loss of revenue on that account to the Bombay Municipal Corpn. would be very substantial and will have to be compensated for through an alternative source of revenue ;

(c) it is extremely difficult to assess the exact incidence of octroi duty on the exportable finished product on account of the various raw materials which go into its manufacture and the quantum of rebate to be given in each case, which will vary from commodity to commodity.

The Directorate of Export Promotion is finding out the major items processed or manufactured in Greater Bombay and exported to foreign countries and also working out with the assistance of a Cost Accounting Agency the actual incidence of octroi duty on account of the raw materials which go into their manufacture. This question will further be discussed after the information is collected.

It is also understood that the Government of Maharashtra is considering a proposal to replace the octroi duty in the entire State of Maharashtra by an alternative and simple levy in the form of

surcharge on Sales-Tax on the actual turnover to cover the losses due to the abolition of octroi duty. Reaction of Trade and Industry to this proposal is being invited.

Raw Materials Bank

At the suggestion of the State Export Promotion Board of Maharashtra Government, the Maharashtra Small-Scale Industries Development Corpn., Bombay, has finalised a Scheme for the setting up of a Raw Materials Bank for the exporters of engineering goods. The Corporation in consultation with the Engineering Export Promotion Council has finalised a Scheme under which the former was required to stockpile indigenous and imported raw materials for releasing the same to prospective exporters on replenishment basis, on the production of firm export orders and other relevant documents. The proposal was submitted by the Directorate of Export Promotion, Government of Maharashtra, to the Ministry of Commerce, New Delhi. The Government of India was especially requested to place at the disposal of the Corporation an Ad-hoc foreign exchange ceiling and resonable quotas of controlled and essential indigenous raw materials. This ceiling and stocks of raw materials are to be used on a revolving basis for advancing foreign exchange and/or the stocked raw materials to prospective exporters. The exchange and the stock so advanced was to be replenished by the exporters on receipt of the import entitlement against their exports. It was felt that difficulties of the exporters in getting advance indigenous raw materials for executing the export orders would be minimised, if the materials were available from the Corporation. The Government of India has replied that since they are actively considering setting up of a "Raw Materials" Bank or Corporation on an all-India basis, the proposal to set up a Raw Materials Bank for Maharashtra alone cannot be considered at this stage. The Directorate of Export Promotion, Government of Maharashtra is pursuing the matter with the Government of India.

MEETINGS & CONFERENCES

The following meetings took place during the year under report :

1.	Working Committee	..	1 Meeting
2.	Regional Committee	..	9 Meetings
3.	Administration Sub-Committee	..	2 Meetings
4.	Registration & Entitlement Sub-Committee (Ferrous)	..	51 Meetings
5.	Registration & Entitlement Sub-Committee (Non-Ferrous)	..	51 Meetings
6.	Replenishment Sub-Committee	..	17 Meetings
7.	Technical Sub-Committee	..	4 Meetings

With a view to carry the message of Export Promotion to the important industrial centres of Maharashtra, Gujarat and Madhya Pradesh, the Regional Chairman, the members of the Regional Committee and the Regional Officer visited the following places. The various facilities available against the export of engineering goods were explained to the manufacturers/exporters at these centres :

(a) **Indore**

A Conference of manufacturers and exporters of engineering goods was organised at Indore on the 12th April 1965. The Conference was inaugurated by Dr. Shankar Dayal Sharma, the Minister for Industries, Government of Madhya Pradesh.

(b) **Sangli**

A Conference of manufacturers and exporters of engineering goods was held in Sangli. The Conference was inaugurated by Shri G. D. Patil, Dy. Minister for Industries, Government of Maharashtra.

(c) **Kolhapur**

A Conference of manufacturers and exporters of engineering goods was held in Kolhapur on the 10th July 1965.

(d) **Nagpur**

A Conference of manufacturers and exporters of engineering goods was held in Nagpur on the 28th November, 1965 under the auspices of Vidharbha Industries Association, Nagpur. The Conference was inaugurated by Shri S. K. Wankhade, Minister of Finance, Government of Maharashtra.

MEETINGS

(a) **Joint Meeting with the Working Committee**

A joint meeting of the Working Committee with the Regional Committee (Western Region), was held in Bombay, on the 25th May, 1965.

(b) **Fixation of Notional Prices**

A number of meetings were held with the exporters of the items mentioned below in connection with the fixation of notional prices :

(1) Ghamellas
(2) Bright Steel Bars & Shaftings.
(3) Umbrella Ribs.
(4) Pressure Stoves, Pressure Lanterns, Blow Lamps & Burners.
(5) Refrigerator and Water Coolers.
(6) Brass, Copper & Aluminium Utensils.
(7) Non-ferrous Semis and Alloys.
(8) Bicycle components.
(9) Brass Builders' Hardware.

(c) **Meeting with Shri V. Lakshmipathy, Foreign Officer, Beirut**

A meeting was held on the 18th September, 1965, of the exporters of West Asian Countries to discuss their problems with the Foreign Officer, in regard to their exports to West Asian Countries.

(d) **Meeting with Shri N. H. Advani, Deputy Director of Exhibitions, New Delhi**

A meeting of the prominent manufacturers and exporters of engineering goods with Shri N. H. Advani, Deputy Director of Exhibitions, New Delhi, was organised in connection with the participation in the Budapest Exhibition.

(e) **Meeting with Shri D. S. Joshi, I.C.S., Secretary, Ministry of Commerce, New Delhi**

The Regional Committee met Shri D. S. Joshi, I.C.S., Secretary, Ministry of Commerce, New Delhi, Shri S. Ramchandran, Director (Foreign Trade) and Shri M. K. Kukreja, Deputy Secretary, on the 16th September, 1965, and discussed with them the problems connected with the export promotion of engineering goods.

PANEL MEETINGS

(a) Meetings of the Metal Containers & Closures including Tin Containers, Buckets, Steel Drums and Barrels Panels were held in Bombay on the 25th May, 1965.

(b) A meeting of the manufacturers and exporters of Ghamellas was held on the 18th March 1966, to review the export performance of Ghamellas. In addition to the above, the officials of the Regional Office attended the following meetings and conferences :

(a) *Meeting of the Working Group on Trade Statistics*

The Regional Officer attended the first meeting of the Working Group on Trade Statistics under the Chairmanship of Shri S. Subramaniam, the Chairman, Tariff Revision Committee and discussed the various problems connected with the compilation of Trade Statistics by the Export Promotion Councils in Bombay.

(b) The Regional Chairman and some of the members of the Regional Committee attended the Conference arranged by the All India Manufacturers' Organisation on the 13th July, 1965 to elicit the views of the trade and industry in regard to the introduction of compulsory deposit of 25% of the value of each shipment prior to the despatch of goods to India with Banks authorised to deal with foreign exchange.

(c) The Regional Chairman accompanied by the Regional Officer attended the 1st meeting of the State Board for Export Promotion held under the Presidentship of Shri V. P. Naik, the Chief Minister of Maharashtra on the 17th August, 1965.

(d) The Regional Officer attended the 1st meeting of the Engineering Export Panel held in Rajkot on the 24th August, 1965.

(e) The Regional Chairman along with a few members met Shri D. Murugesan, Commissioner of India in Fiji on the 27th October, 1965, and discussed with him the prospects of exporting engineering goods to Fiji.

(f) The Regional Chairman and other members of the Committee attended the meeting of the Committee set up by the Maharashtra Small Scale Industries Development Corporation Ltd., Bombay, in regard to the formation of raw materials banks on the 8th and 22nd November, 1965.

(g) The Regional Chairman accompanied by some of the members of the Regional Committee appeared before the Inter-Departmental Drawback Committee in Bombay on the 30th November, 1965.

(h) The Regional Chairman and a few members of the Committee met Shri A. C. Banerji, Joint Secretary (Export Promotion), in the office of the Council on the 29th December, 1965.

(i) The Regional Officer participated in the "Question and Answer" session on export of engineering goods of the Small Industries Service Institute.

(j) The Regional Chairman and the Regional Officer attended the meeting organised by the Western India Shippers Association to discuss the proposal for increase of 7½% in freight rates in India/U. K./Continental Trade with effect from 12.8.1966, on the 25th March, 1966.

(k) The Regional Officer attended the 15th meeting of the Port Export Promotion Advisory Committee.

Difficulties of Exporters

A number of meetings took place with the exporters in connection with the difficulties which they were experiencing under Export Promotion Scheme. These discussions were held in a group of 20 to 25 representatives of the registered firms when the office explained the procedures and the various provisions of the Scheme and practical difficulties experienced by the exporters.

Quality Control and Pre-shipment Inspection

A meeting of the manufacturer/exporters of 25 light engineering products notified by the Government for pre-shipment inspection was held with Shri P. Bhattacharjee, Deputy Director (Engineering), Export Inspection Council. Representatives of the Inspection Agencies were also present at this meeting. The question of pre-shipment inspection was discussed in general at this meeting with the Deputy Director and the representatives of the Inspection Agencies.

Again on the 26th November, 1965, group-wise discussions were held for the various items mentioned in the draft notification. The Deputy Director (Engineering) and the representatives of the Inspection Agencies were present at these discussions. Suggestions for simplification on the procedure and also for making changes in the draft notification for certain items were made at these discussions.

EXPORT PROMOTION SCHEME FOR ENGINEERING GOODS

Registration of New Firms

275 firms were registered during the year under review for a total target of Rs. 55,14,320/-. The total number of firms registered as on 31st March, 1966 was 1585.

De-registration of Exporters

211 firms were de-registered either for over-invoicing their items of export or for not exporting their products for 18 months.

Licence on Past Export Basis

During the period under review, 1666 applications for incentive against the past exports were disposed of for a total value of Rs. 3,87,19,600/- (Rs. 2,44,57,313/- recommended to the Joint Chief

Controller of Imports & Exports, Bombay for non-steel items and Rs. 1,42,62,287/- recommended to the Deputy Iron & Steel Controller, Bombay for steel items).

Advance Licences

13 applications for advance quota were disposed of for a total quantity of 18,189.849 M. Tonnes of indigenous materials.

Buffer Stock Scheme

Under the Buffer Stock Scheme, 2 applications were recommended for grant of 122 M. Tonnes of indigenous iron and steel materials.

Replenishment Quotas

During the year under review, 166 applications for replenishment quota were disposed of for a total quantity of 26,691.321 M. Tonnes.

Overseas Complaints

84 complaints from overseas parties were received regarding non-payment of commission, etc., and 29 were settled amicably.

The cffice continued to assist the exporters in the matters connected with drawback claims, shipping freights etc. The office also took up the individual cases of exporters with the authorities concerned for expeditious disposal of their cases.

REGIONAL OFFICES

BOMBAY (Regional Officer : Shri V. Kumar)

The contribution of the Western Region, which comprises of the States of Maharashtra, Gujarat and Madhya Pradesh, in the export of engineering goods was Rs. 7 crores during the year 1965-66. The target for the next financial year i.e. 1966-67 has been fixed at Rs. 13.07 crores for this region.

The year under review was important from the point of view of the export promotional activities in the Western Region. With a view to intensifying the export drive of the States, the Governments of Maharashtra, Gujarat and Madhya Pradesh had constituted State Boards for export promotion under the chairmanship of their Chief Ministers. Besides, commoditywise Panels were formed by the State Boards in Maharashtra and Gujarat. Among the functions of these Panels are Foreign Market Research, Product Promotion Works and Publicity. The Panels also look into the difficulties of the exporters and suggest appropriate remedial measures. The Export Promotion Advisory Board of the Government of Gujarat had also formed a State Export Corporation, which has assigned a broad filed of activities aimed at augmenting the State's export trade.

Its major objects are to work as an export agent on behalf of the producers, to purchase outright certain selected categories of items and to sell them abroad on its own account and to provide financial assistance to the exporters in the form of packing credit as well as shipment credit. It also assists the exporters in providing all possible particulars regarding export formalities, overseas buyers, trade agreements, international trade fairs and so forth.

The Engineering Panels set up by the State Boards of Maharashtra and Gujarat held meetings and assessed the export potentiality of engineering goods in their respective states. At the suggestion of the State Board of Maharashtra, the Maharashtra Small-Scale Industries Development Corporation in consultation with the Engineering Export Promotion Council finalised a Scheme for setting up a Raw Materials Bank in Bombay with the main object of stockpiling both indigenous and imported raw materials for releasing the same to the exporters of engineering goods on the strength of their firm overseas orders. The Scheme was submitted to the Union Government by the Directorate of Export Promotion, Government of Maharashtra. The Government of India has replied that since the Central Government has under active consideration the setting up of a Raw Materials Bank or a Corporation on an All-India basis, the proposal to set up a Raw Materials Bank for Maharashtra alone cannot be considered at this stage. The Maharashtra Government is pursuing this matter.

Another important step taken by the State Export Promotion Board of Maharashtra was the appointment of a Committee with the Finance Minister as its Chairman to consider in detail the incidence of sales tax and octroi duty on exportable products.

In all the above bodies, the representatives of the Council were taken as official members.

The other activities of the Regional Office are given below :

Octroi Duty

The State Export Promotion Board of Maharashtra at its first meeting appointed a high level Committee with the Finance Minister as its Chairman to examine the incidence of octroi duty and sales tax on the price of the exported commodity. This Committee was also required to consider the hardships and harassment caused to the exporters on account of the procedural complications, delays,

conditions of refund to be complied with etc., and the consequential avoidable waste of time, energy and labour. After considerable deliberations on the various issues involved, the Committee has submitted an interim report to the State Export Promotion Board. The Committee has suggested that all commodities which are imported into the limits of Greater Bombay and subsequently exported to foreign countries either immediately or after storage in the city for a reasonable period, should be completely exempted from the levy, of octroi duty, subject to the compliance with the certain minimum procedural formalities to prevent misuse of the exemption granted. The outright exemption of duty on all articles imported and then exported immediately or at a later date will automatically eliminate the present refund procedure.

In regard to the octroi duty on raw materials, intermediates etc. which are imported into the city and which go into the processing or manufacture of finished products in the city, the finished product being ultimately exported to foreign countries the Committee felt that—

(a) there is a *prima-facie* case for grant of rebate ;

(b) in the event a rebate is granted, the loss of revenue on that account to the Bombay Municipal Corpn. would be very substantial and will have to be compensated for through an alternative source of revenue ;

(c) it is extremely difficult to assess the exact incidence of octroi duty on the exportable finished product on account of the various raw materials which go into its manufacture and the quantum of rebate to be given in each case, which will vary from commodity to commodity.

The Directorate of Export Promotion is finding out the major items processed or manufactured in Greater Bombay and exported to foreign countries and also working out with the assistance of a Cost Accounting Agency the actual incidence of octroi duty on account of the raw materials which go into their manufacture. This question will further be discussed after the information is collected.

It is also understood that the Government of Maharashtra is considering a proposal to replace the octroi duty in the entire State of Maharashtra by an alternative and simple levy in the form of surcharge on Sales-Tax on the actual turnover to cover the losses due to the abolition of octroi duty. Reaction of Trade and Industry to this proposal is being invited.

Raw Materials Bank

At the suggestion of the State Export Promotion Board of Maharashtra Government, the Maharashtra Small-Scale Industries Development Corpn., Bombay, has finalised a Scheme for the setting up of a Raw Materials Bank for the exporters of engineering goods. The Corporation in consultation with the Engineering Export Promotion Council has finalised a Scheme under which the former was required to stockpile indigenous and imported raw materials for releasing the same to prospective exporters on replenishment basis, on the production of firm export orders and other relevant documents. The proposal was submitted by the Directorate of Export Promotion, Government of Maharashtra, to the Ministry of Commerce, New Delhi. The Government of India was especially requested to place at the disposal of the Corporation and Ad-hoc foreign exchange ceiling and reasonable quotas of controlled and essential indigenous raw materials. This ceiling and stocks of raw materials are to be used on a revolving basis for advancing foreign exchange and/or the stocked raw materials to prospective exporters. The exchange and the stock so advance was to be replenished by the exporters on receipt of the import entitlement against their exports. It was felt that difficulties of the exporters in

getting advance indigenous raw materials for executing the export orders would be minimised, if the materials were available from the Corporation. The Government of India has replied that since they are actively considering setting up of a "Raw Materials" Bank or Corporation on an all-India basis, the proposal to set up a Raw Materials Bank for Maharashtra alone cannot be considered at this stage. The Directorate of Export Promotion, Government of Maharashtra is pursuing the matter with the Government of India.

DELHI (Regional Officer : Shri P. C. Agrahari)

During the period under review, following meetings were held as per details given below :

	Committee	Number of meetings
1.	Regional Committee	6
2.	Registration Sub-Committee ..	7
3.	Export Assistance Sub-Committee ..	19
4.	Replenishment Sub-Committee ..	7
5.	Technical and Complaint Sub-Committee	2

Registration

During the year under review 136 firms were registered with a target of Rs. 17,82,400/-

Import Applications

The import applications received from 496 registered exporters were disposed of and the licence for c.i.f. value of Rs. 64,93,549/- was recommended.

Replenishment of Indigenous Iron and Steel Materials

Applications for indigenous iron and steel materials were received from 75 firms and were disposed of adequately. The following quantities of iron and steel materials were recommended :

Pig Iron	...	3235.132 M/T.
Steel	...	1317.076 M/T.
Tinplate	...	1.760 M/T.
	Total ...	4553.968 M/T.

Export Performance of Engineering Products from the Northern Region

The export performance of various engineering products from the Northern Region stands at Rs. 2,61,44,000/- during 1965-66.

Industrywise Panels

During the year under review, the Regional Committee of Northern Region had constituted 13 Panels covering various industries of this Region, to promote exports and to canalise the export promotional activities of this region.

The following are the Panels :

(1) Iron & Steel Castings Panel

(2) Builders' Hardware and Wire Products Panel.

(3) Agricultural Implements and Light Engg. Panel.

(4) Household Utensils and Stainless Steel Products Panel.

(5) Electric Fan Panel

(6) Airconditioning and Refrigeration Plant Panel.

(7) Bicycle Panel.

(8) Water, Steam, Sanitary Fittings, Ferrous and Non-Ferrous, and Miscellaneous Non-Ferrous Panel.

(9) Sewing Machine Panel.

(10) Small Hand Tools and Cutting Tools Panel.

(11) Electronics and Wire Cables and Electrical Housing Appliances Panel.

(12) Automobile Panel.

(13) Industrial Plant and Machinery Panel.

The above Panels have been meeting from time to time and suggested ways and means for boosting up export of engineering goods from this region.

Meetings of exporters

The following meetings were held with a view to keeping the exporters of this Region acquainted about the export promotional activities and also about the Compulsory Preshipment Inspection Scheme announced by the Government.

(a) Meeting of the exporters of Light Engineering products was held in November 1965 and Shri D.P. Bhattacharjee, Dy. Director, Export Inspection Council explained the quality control arrangement to be adopted on export of engineering products.

(b) A meeting was held in December 1965 regarding prompt disposal of import applications from this office.

(c) A meeting of the exporters of Northern Region was held in December 1965, when the members of the Delegation to North Africa discussed the prospects of export of engineering goods from this region. The delegates also discussed scope and the export potentiality of various engineering goods produced in this region.

MADRAS (Regional Officer : Shri C. S. P. Singh)

The following meetings were held during the year under report :

(i) Joint meeting of the Working Committee and the Regional Committee	1
(ii) Regional Committee	6
(iii) Registration Sub-Committee	3
(iv) Import Licence Sub-Committee	10
(v) Replenishment Sub-Committee	2
(vi) Technical Sub-Committee	1

Registration

During the period under review, 59 firms were registered under the Special Export Promotion Scheme with a target of Rs. 1,23,66,262.16. The total number of registered firms for ferrous and non-ferrous items stood at 318 as on 31st March, 1966.

Import Applications

Import applications numbering 242 were disposed of by the Regional Office and licences for a total value of Rs. 42,71,616.21 were recommended.

Advance Quota and Replenishment of Indigenous Iron and Steel Materials

(a) The following advance indigenous quota of iron and steel materials were recommended :

(i) 180 M.Tons Mild Steel Sheets
(ii) 20 M.Tons Tinplate
(iii) 28 M.Tons Pig Iron
(iv) 113 M.Tons M.S. Plates
(v) 155 M.Tons Structurals, heavy and light

(b) Applications for replenishment of iron and steel and pig iron received from 34 firms were disposed of and 24 applications recommended as per details given below :

Categories of Steel	Quantity
Tinplates	19.448 M/T
8 M.S. Sheets...	19.383 ,,
Pig iron	157.333 ,,
8 B.P. Sheets	2.092 ,,
11 M.S. Plates	4.088 ,,
13 B. Rounds	5.832 ,,
13 A. Bar	0.305 ,,
4 Light structurals	3.298 ,,

Export Performance

The total export performance of registered exporters from the Sourthern Region during the year 1965-66 stands at Rs. 1,20,66,502/-.

Conference of Exporters and Panel Meetings

The following meetings and conferences were also held during the year under review with a view to devising ways and means of boosting exports and arousing export and quality consciousness :

(a) Meeting of the Wires and Cables Panel held under the Chairmanship of Shri R. L. Rajgarhia, Vice-Chairman, on the 4th September, 1965.

(b) A Conference of registered exporters and members of the Southern Region held on the 4th September, 1965.

(c) A Conference of registered exporters and members held on the 6th September, 1965 at 'Vidhan Soudha', Bangalore.

(d) A meeting of exporters of light engineering products selected for Compulsory Quality Control and Preshipment Inspection with Shri D. P. Bhattacharjee, Dy. Director, Export Inspection Council, Calcutta, was held on the 8th November, 1965 in the Regional Office, Madras.

General

During the year under review the office continued to serve the members and the registered exporters in the Southern Region and assistance was rendered to solve the difficulties relating to Customs, Drawback, Foreign exchange, Passport etc. All the visitors who called on us were afforded the requisite assistance and guidance.

Liaison was also maintained with the various Government Departments in matters connected with export promotion and the operation of the scheme.

The drive for increasing the membership of the Council was also continued vigorously and 64 new firms were enrolled as members in this region.

FOREIGN OFFICES

The Council's Foreign Offices are located at the following places :

Place	Territory covered
BEIRUT (*Foreign Officer* : Sri V. Lakshmipathy)	West Asia—Aden, Iran, Iraq, Jordan, Lebanon, Saudi Arabia, Syria, Trucial States and Turkey North Africa—Algeria, Libya, Morocco, Tunisia, U.A.R. and Cyprus
CHICAGO (*Foreign Officer :* Shri S. S. Kathuria)	U.S.A. and Canada
DUESSELDORF (*Foreign Officer :* Shri D.S. Ahluwalia)	E.C.M. Countries

Place	Territory covered
London (*Foreign Officer :* Shri N. N. Rao) ..	U.K. and E.F.T.A. Countries
Nairobi (*Foreign Officer :* Shri S. K. Khasnabis)	Kenya, Uganda, Tanzania, Madagascar, North Rhodesia, Nyasaland, Congo, Sudan and Ethiopia
Singapore (*Foreign Officer :* Shri P. Kumar)	Australia, Burma, Cambodia, Fiji, Hongkong, Indonesia, Malaysia, New Zealand, Philippines, South Korea and South Vietnam

The following are some of the important activities of the Foreign Offices during the year under review :

(1) Extensive market surveys on various engineering products

(2) Establishment of contacts with various buyers and tendering authorities

(3) Participation in Trade Fairs and Exhibitions

(4) Settlement of complaints

(5) Assistance to visiting representatives by way of introduction to leading importers

The useful work rendered by the Foreign Officers is evident from the following export figures:—

Region	(Value in lakh Rs.) Export 1964-65	1965-66	Percentage of increase over 1964-1965 exports
(1) South East Asia	834.84	924.44	10%
(2) West Asia	627.79	843.68	34%
(3) North Africa	59.29	128.74	117%
(4) East Africa	145.83	176.60	21%
(5) E.F.T.A. Countries ..	72.94	107.84	40%
(6) E.C.M. Countries ..	47.25	66.55	40%

Beirut Office

The Foreign Officer, during his study tours of North African and West Asian countries conducted market surveys of, among other items, cast iron pipes, electric motors, battery chargers, wires and cables etc. The report submitted by the Foreign Officer were circulated to the interested firms.

Chicago Office

The office was opened early in August 1965 and as it took sometime to set up the office. Extensive market surveys for only few items like steel bars, rods, angles, railway track materials, wire and

wire products, bolts and nuts, steel castings etc. were conducted. The reports of the Foreign Officer were circulated among interested firms.

Duesseldorf Office

The Foreign Officer, in course of his visit to various industrial centres, has established contacts with a good number of manufacturing units who will be interested in importing Indian engineering products. As a result of his negotiation orders for Small Tools, Hand Tools, Machine Tools and Wire Ropes have already materialised. The following are some of the enquiries which are in the process of negotiation :—

(1) Bolts and Nuts
(2) C. I. Radiators
(3) Connecting Rods and Crankshafts
(4) Household articles for distribution through Departmental Stores
(5) Lathe Chucks
(6) Micrometers
(7) Stainless steel sanitary equipment

During the year under review, the Foreign Officer also attended a number of Exhibitions and Fairs held in Europe. Some of the Exhibitions attended are Machine Tools Fair, Brussels, International Householdware Exhibition, Koln, International Motors Exhibitions, Frankfurt, Berlin Industrial Fair, 1965. In addition, the Foreign Officer organised India's participation in the Hanover Industries Fair held in May, 1965. Council's office in Duesseldorf has also a well appointed show-room where a representative range of samples are being displayed.

London Office

Market studies conducted by the Foreign Officer in London reveal that unlimited scope for the export of a number of engineering items such as iron castings, hand tools and small tools, machine tools, steel tubes and pipes, builders hardware, bolts and nuts and screws etc. to the U.K. market.

Some of these items have already started going. The Foreign Officer has established contacts with a large number of importers of engineering goods. These contacts have started bearing fruits.

The valuable contacts established by the London Foreign Officer (Shri N. N. Rao) with M/s. Ford Motor Co., M/s. Perkins, M/s. B.M.C. in London and M/s. A.B. Volvo in Sweden have brought to light enormous possibilities for castings. Some of the enquiries which are under negotiation pertain to the following items :—

(1) Adapter for Journal Roller Bearing
(2) Clutch Housing Assembly
(3) Inner and Outer Member Bearing Lugs
(4) Manifold Exhaust
(5) Pulley Crankshaft
(6) Table Base Plates
(7) Tie Washer

Nairobi Office

The Foreign Officer conducted market surveys on various items viz., bicycles, galvanised steel pipes, insulated electric cables, cast iron and malleable iron products. These survey reports were duly circulated among the interested firm. The Foreign Officer also attended the International Trade Fair in Somalia so that enquiries concerning engineering goods could be attended to and contacts established.

Singapore Office

Market surveys in respect of the following items were conducted

1. Steel Files
2. Laminated Leaf Spring
3. Electric Water Storage Heaters
4. Flament Electric Bulbs for Motor Vehicle
5. Steel Castings
6. Railway Equipments

Reports submitted by the Foreign Office were brought to the notice of the trade. The Foreign Officer also established contacts with various purchasing agencies in the areas covered by him. Visitors to Singapore Office were given necessary trade introduction.

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External Propaganda

JOINT FOREIGN PUBLICITY SCHEME (1965-66)

Under the Joint Foreign Publicity Scheme, the Council renders assistance to its member-firms for undertaking brand publicity abroad in respect of their products having export potential. Fifty-nine brands were selected for publicity during 1965-66 and the amount allocated aggregated to Rs. 5.9 lakhs. The publicity media covered under the Scheme include newspapers, cinema slides, films and publicity through radio and television. The rate of contribution from member-firms was raised from 50 per cent to 60⅔ per cent.

GENERAL OVERSEAS PUBLICITY

Besides the brand publicity, the Council on its own undertook general overseas publicity through daily newspapers and other periodicals in order to acquaint overseas buyer of India's growing export potential in the domain of engineering industry and also apprising them of the quality production. A sum of Rs. 50,000/- was spent under this head. The advertisements were as far as possible released to synchronise with the visits of the study teams, holding of exhibitions and Trade Fairs and International Conferences on trade and industry.

DIRECTORY OF INDIAN ENGINEERING EXPORTERS

The sixth edition of the above Directory was published. 3,000 copies were printed and distributed widely overseas and also sold to various parties within India. Due to the overall get up and improvement over the previous editions and the addition of useful information the Directory was widely appreciated by the Government and the Trade within India and by Foreign Government departments, importers of engineering goods, Chambers of Commerce and Trade Associations etc. overseas.

OVERSEAS JOURNAL

Indian Engineering Exporter

For dissemination of information in the overseas markets in respect of engineering goods having export potential and also about the industrial growth and technological advancement taking place in the country the Council publishes every month overseas journal entitled Indian Engineering Exporter. Eighty—seven articles on different engineering good and other allied subjects have been written during the year under review. The utility of these articles has been well appreciated both by the trade and industry and the official circle. A large number of member-firms as well as the manufacturers of engineering goods are now booking advertisement in the journal on regular basis. Oflate, the popularity which this publication has gained has brought in its fold higher demand for its copies.

Presently, 3,500 copies of the overseas journal are being printed. The journal is primarily meant for distribution amongst the buyers of Indian engineering goods abroad, member-firms,

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subscribers, Government purchase departments abroad, Chambers of Commerce, Foreign Trade Missions located in India and also at the important International Trade Fairs and to Government of India Officials. The journal is printed in the art paper of fine quality. The member-firms have been extending an active co-operation by making available photographs and befitting write-ups in respect of the goods manufactured by them. This has enabled to a great extent in attempting articles which were of instricate nature.

TRADE DELEGATIONS

The following two delegations were sponsored :

1. Trade Delegation to West Europe/W. Africa

With a view to studying the sophisticated markets of Eastern Europe; a high powered delegation led by Shri R. L. Rajgarhia, Vice-Chairman of the Council was sponsored during the year under review. The delegation comprised of the following members :

Shri R. L. Rajgarhia ..	.. Leader
Shri B. S. Agarwal ..	.. Member
Shri A. R. Venkataraman	.. Member
Shri S. S. Taluja ..	.. Member
Shri A. K. Bhimani ..	.. Member
Shri D. S. Ahluwalia ..	.. Secretary (Continental Europe)
Shri N. N. Rao ..	.. Secretary (U. K.)

The delegation left India on the 10th November, 1965 and returned on 9th December, 1965 after visiting Milan (Italy), Frankfurt, Duesseldorf and Hamburg, Stuttgart (West Germany), Paris (France), Brussels (Belgium), London, Birmingham, Conventry, Manchester, Liverpool (U. K.)

Two members of the delegation visited Kano and Lagos (Ghana) and Accra (Nigeria) prior to joining the other members at Stuttgart and thereafter visited rest of the places together.

The delegation took the opportunity of visiting industrial units in Western Europe and as a result of their discussions with cross section of people, an image has been created for India as a potential supplier of engineering items. The list of items indentified by the delegation are detailed in the report which was compiled and action was taken on the findings of the delegation.

The Report of the Delegation sent to West Europe was compiled and action on the findings and recommendations of the delegation was taken.

2. Trade Delegation to North Africa

In order to expand export activities, the Council decided to have the North African markets surveyed by the delegation. The Council sent its other Trade Delegation comprising of the following members to North Africa :

Shri Bahubali Gulabchand	.. Leader
Shri P. S. Kashyap ..	.. Member
Shri S. N. Khaitan ..	.. Member
Shri K. G. Khosla ..	.. Member

Shri O. P. Saraf	..	.. Member
Shri V. Lakshmipathy	..	.. Secretary

The delegation left on 8th January, 1965 and returned on 9th February after visiting Algeria, Morocco, Tunisia, Egypt and Libya.

The Delegation which left India on the 8th January, returned on the 9th February, 1966 after completing the tour successfully. While the report was under compilation, necessary action based on the findings and recommendations of the delegation had already been initiated.

STUDY TEAMS

With a view to studying the market for different types of engineering goods and establish contacts in various regions the Council sent 34 Study Teams to the following regions.

South East Asia	.. 8
West Asia and Africa	.. 9
East Africa ..	.. 2
West Europe ..	.. 8
West Africa ..	.. 1
USA & Canada	.. 5
North Africa	.. 1

Reports received were scrutinised and extracts circulated amongst member-firms concerned.

EXHIBITIONS/FAIRS/SHOWROOM

Outside India

(a) *Leipzig Spring Fair*

The Council actively participated in the Leipzig Spring Fair held in Leipzig (G.D.R.) from 6th to 15th March, 1966. We had made a block booking of over 200 sq. mts. of space where a variety of engineering goods from over 30 member-firms were displayed. Representatives from participating firms were sent to attend to their exhibits. An attractive brochure was printed and distributed during the Fair.

(b) *12th International Damascus Fair*

Exhibits from different member-firms were collected for display in the above fair held in Damascus (Syria) from 26th August to 20th September, 1965. The Foreign Officer in Beirut was deputed to the Fair for attending to enquiries.

(c) *Machine Tools and Metal Industries Exhibition, Singapore*

The Council put up its own Pavilion in the above Fair held in Singapore from 5th to 19th December, 1965. Machine tools manufactured by member-firms were exhibited. Enquiries were attended to by the Foreign Officer stationed in Singapore.

(d) Exhibits were also procured for display in the following Exhibitions/Fairs/Showrooms abroad :

(1) Indian National Exhibition, Belgrade—3rd to 18th July, 1965.
(2) Budapest International Fair, Budapest—21st to 31st May, 1965.
(3) Izmir International Fair, Izmir—20th August to 20th September, 1965.
(4) 8th International Fair of Somalia—28th September to 12th October, 1965.
(5) 3rd Sydney International Trade Fair—19th to 30th October, 1965.
(6) Tripoli International Fair, Tripoli—28th February to 20th March, 1966.
(7) Royal Agricultural Show, Nairobi—28th September to 2nd October, 1965.
(8) Rotational Display of Indian Engineering Goods at India Showroom, Bahrein—April to July, 1966.

(e) *Hanover Industries Fair 1965*

Each year the Hanover Fair is the meeting place for leading industrial personalities whether businessmen or technicians. The exhibition provides ideal business opportunities to conclude agreements with commercial partners from different countries, to discuss problems related to co-ordination and planning and the exchange experience. The Fair was spread over a period of nine days commencing on the 24th April, 1965 and closed on 2nd May, 1965.

India's participation at the Fair was organised by the Engineering Export Promotion Council. Since it is a technical Fair the scope of display was confined to the display of engineering goods only. Though the time at our disposal to organise participation was rather too short and effective measures were successfully initiated to collect engineering goods of our member-firms and in addition arrangements were made to transfer the exhibits hitherto being displayed at the Council's showroom in Duesseldorf (West Germany) which was set up in February, 1965. Thirty-two member-firms participated. The range of display was restricted to the selection of goods falling within scope of (i) Metals and Metallurgical goods and (ii) Tools.

Besides, an information desk was set up to disseminate information on the spot and to register trade enquiries. The highlight of this years' exhibition was that India was the only developing country to have taken part in it. The visitors were greatly impressed to see for themselves the engineering goods from India exhibited at the Fair. In order to ascertain the views of the official circles of the Fair authorities we had invited Dr. M. W. Clauss Director, Foreign Department of the Hanover Fair to our stalls.

According to Dr. M. W. Clauss, the German businessmen and the traders from other European countries have expressed their satisfaction at the quality and finish of the engineering exhibits from India.

As a result of our participation in this exhibition we have been able to project abroad successfully the image of India as a growing land of industries and technological advancement. Participation in the Hanover Fair on the part of the Indian Engineering Industry is, therefore, symbolical of the effort the country is making towards diversifying her industry and trade.

FOLDER ON SEWING MACHINE

10,000 copies of the folder on Sewing Machine were printed for distribution abroad. An important feature in this folder is that it includes technical data in respect of the Sewing Machine manufactured in India.

ILLUSTRATED CATALOGUES ON DIFFERENT ENGINEERING GOODS

Catalogues on : 'Bicycles of India', 'Diesel Engines of India' and 'Electrical Appliances of India' are under preparation. These catalogues would be comprising 20 to 50 pages, profusely and effectively illustrated with photographs of top quality and reproduced in colour to the extent possible.

EEPC CALENDAR FOR 1966

2,000 copies of EEPC prestige calendar for 1966 were printed for distribution amongst Trade Representatives of overseas countries located in India and importers of engineering goods, Government of India Trade Representatives abroad. The theme of this calendar was "The Changing Skyline—India At the Threshold of New Era".

Internal Propaganda

Internal Publicity

The Council also periodically releases advertisements in Newspapers and Journals with a view to create exports consciousness amongst the manufacturers and exporters of engineering goods in India. A sum of Rs. 40,000/- was spent under this Scheme during the year 1965-66.

(a) *Permanent Exhibition in Madras*

At the instance of the Union Ministry of Commerce, it was decided that a permanent exhibition of export products be organised in Madras on similar lines as was done in Calcutta. A area of 1,227 sq. ft. was earmarked for display of engineering goods.

(b) *Indian International Trade Industries Fair, Madras*

It was decided that the Council should put up a stall in the above Exhibition to be organised by the All India Manufacturers' Organisation in Madras from 22nd January to 27th February, 1967. Initially, 2,000 sq. ft. area was booked but since response from member-firms was encouraging, the area was increased to 2,500 sq. ft.

(c) *India 1965 Exhibition, Allahabad : 10th January to 24th February, 1966*

At the instance of the Union Ministry of Commerce, the Council put up a small information booth at the above exhibition organised in Allahabad by the All India Manufacturers Organisation.

(d) *Export Exhibits of India—Calcutta :*

Exports Exhibits of India display located at the World Trade Centre, Calcutta was inaugurated by Shri Manubhai Shah, Union Minister of Commerce on the 13th December, 1965. The total area of the exhibition comprising of 7,000 sq. ft. out of which 2,700 sq. ft. have been earmarked for display of different engineering products. A large number of engineering itmes from sixty-two member-firms have been exhibited in the first round of display. The step has been taken with a view to showing the foreign visitors and trade delegations interested in Indian products the wide range of engineering goods available for export from India. The display of exhibits has been classified into following groupings :

(i) Heavy Machinery Section
(ii) Light Mechanical goods
(iii) Heavy Electricals
(iv) Light Electrical Industries
(v) Diesel Engines
(vi) Machine Tools and Small Tools
(vii) Builders Hardware
(viii) Hospital Equipment
(ix) Holloware and other engineering items

An illustrated pamphlet containing detailed information on the products of the six participating Councils was brought out on the occasion of opening of the exhibition. The process initiated here will be carried through in other centres.

(e) *Indian Export Products Exhibition Set-up in New Delhi : Display of Engineering Goods*

The 22nd Session of the United Nations Economic Commission for Asia and the Far East (ECAFE) was inaugurated by the Prime Minister Shrimati Indira Gandhi on the 22nd March, 1966. On the occasion of this session Export Products Exhibition was arranged where exhibits of 68 member-firms were displayed. The exhibits have been classified under the following sections for convenience of visitors. The display of engineering goods has been spread over an area of nearly 10,000 sq. ft.

1. Light Electricals
2. Heavy Electricals
3. Light Mechanical
4. Machine Tools and Small Tools
5. Machinery and Mill Stores
6. Hollow-ware
7. Hospital Equipment
8. Builder's Hardware
9. Automobile and other engineering products which have export potential.

Fortnightly Home Bulletin

For proper and effective dissemination of information with regard to the exports of engineering goods and also to equip the trade about trade opportunities prevailing in overseas markets, the Council publishes fortnightly Home Bulletin which contains useful data on the export of engineering goods. The data is classified both countrywise and productwise. In addition, the bulletin contains article on subjects, such as, Commercial Information, News Regarding Exhibitions/Trade Fair and India Display Centre located in India and abroad, Shipping informations, Railway Freight etc. Indian standards specifications of engineering goods (issued from time to time), Trade opportunities and News and Notes of interest to exporters. 2,500 copies of the Home Bulletin are printed every fortnight for circulation and distribution amongst the member-firms, subscribers, Government departments and Chembers of Commerce. The printing and layout of the publication has been improved so as to provide convenient reading of the subject matter printed.

Publication of Reports of the Trade Delegation and Study-cum-Sales Teams sent abroad

To apprise the exporters about the export potential of different engineering goods existing in overseas markets and the trade conditions prevailing in different markets abroad, the Council periodically or as and when necessity may arise, sends trade delegation/s and study-cum-sales team/s to explore possibility for export of engineering goods from India in regions selected. The findings of these delegation/s and Study-cum-sales team/s are published in our report series from time to time for information and guidance of trade. So far thirty-one reports have been published.

Servicing of Exporters

REGISTRATION DEPARTMENT

Special Export Promotion Scheme for Engineering Goods—Changes during the year

The Special Export Promotion Scheme for engineering goods which was in operation during the previous year continued to operate during the current year also, but because of frequent changes in policy and procedure, there was considerable amount of dislocation and there were delays in actual utilisation of benefits under the Scheme. The salient features of the Scheme as on 1st April, 1965 were the following :

1. Registered exporters (Manufacturers/exporters or merchant exporters) were allowed import entitlement at rates prescribed for specific items which they could—

   (a) utilise by importing raw materials, stores, components for use in their factory or
   (b) transfer to other manufacturers belonging to the same group for their consumption.

2. Items to be imported were as per permissible list of actual user licence or those specially cleared by the DGTD.

3. The whole of import entitlement could be reserved for import of machinery.

4. Raw materials, stores etc. could be taken on advance basis for execution of export orders after clearances by the DGTD.

5. Indigenous steel used in the articles exported was replenished at concessional rate. Exporters also got 33-1/3% extra at normal rate by way of bonus.

During the year under review the following changes were introduced in the Drill :

1. The permissible list as per Annexure VII of the Scheme was superseded by a new Annexure vide Government letter dated 6-5-1965 with effect from the date of issue of the letter. The following criteria had to be observed by the Council in determining the requirements of raw materials etc. :

   (a) Raw materials/components, tools, jigs, gauges, fixtures and consumable stores permitted under actual user licences held by the licensee-manufacturer (i.e. manufacturer-importer) may be allowed by the Council.

   (b) Items mentioned at Serial No. 2 to 20 of list I and Serial No. 2 of list II of the superseded Annexure VII of the Scheme may also be allowed by the Council, subject to all the conditions mentioned therein (such as limits on items etc.) ; and

   (c) In respect of items not covered by (a) and (b) above, the existing practice of obtaining clearance under Para 7.1 of the Scheme from the Directorate General of Technical Development shall continue.

2. The provision contained in sub-para (iii) of Para 6.4 of the Scheme relating to acceptance of an undertaking from the exporters that the Bank Certificate regarding receipt of foreign exchange was withdrawn vide Government letter dated 31-5-1965 with immediate effect. The Council could, therefore, allow entitlement on production of either Bank Certificate or ECGC Policy.

3. In addition to the prescribed documents, the following other documents were to be submitted with retrospective effect vide Government circular dated 25-3-1965 :

(i) A copy of the shipping bill.
(ii) A copy of the invoice attested by the Customs' Appraiser or examiner.
(iii) A declaration from the applicant that no second application for incentive licence has been made to the Council/Licensing Authority on the basis of the documents produced.
(iv) The Bank attested invoice should be obtained in duplicate.

On representation, however, it was agreed by the Government that the above additional documents would be submitted in respect of exports effected from 1-4-65 and copy of Shipping Bill duly attested by the Customs authorities would be submitted against exports effected from 1-7-1965 and submission of Custom attestation of invoices was not insisted upon.

4. It was decided by the Government vide letter dated 20-7-65 that import of stainless steel sheets, strips, plates, rods and wires and other categories of stainless steel permitted against export of all products covered under Parts I, II & III of Annexure V of the Special Export Promotion Scheme for engineering goods will not be utilised for the manufacture of stainless steel utensils or domestic ware including cutlery, watch straps and furniture made partly or wholly of stainless steel. Accordingly, all licences issued by the Iron & Steel Controller or his Port Officers on or after the 1st August 1965 under the Scheme should be stamped as follows :

"The stainless steel sheets, strips, plates, rods, wire and other categories of stainless steel imported under this licence shall not be utilised for the manufacture of stainless steel utensils or domestic ware including watch straps and furniture made partly or wholly of stainless steel."

The above orders did not, however, apply to the exports of stainless steel products as per Appendix of the Scheme appearing on page No. 56 of the same.

5. In case of transfer of entitlement to manufacturer falling in the jurisdiction of a different licensing authority other than that of the exporter, it was made compulsory to obtain a 'No Objection Certificate' issued in favour of the transferee by the Licensing Authority in whose jurisdiction the transferee falls vide Government letter dated 31-5-1965.

6. Import entitlement could be calculated on the f.o.b. value of exports inclusive of the commission payable to the foreign agents, where such commission did not exceed 5% against exports of engineering goods. The position was reviewed by the Government and it was decided vide letter dated 19-4-65 that Export Promotion Councils and licensing authorities should adopt f.o.b. value as indicated in the invoice of export, without seeking to determine the probable net foreign exchange earnings on an export transaction against applications received on or after 1-4-1965.

7. The question of admission of Third-Party Exports/Payments under E. P. Schemes was considered by the Government and it was decided that as a special case, third-party payment could be accepted subject to the following conditions vide their letter dated 30-11-1965 :

   (a) That in the Bank Certificate the name of the shipper is mentioned by the Bank and the particulars of the Bank Certificate tally with the invoice and the bill of lading.

   (b) That in the Bank Certificate where the name of the shipper is not mentioned, the applicant may be advised to contact the Authorised dealer in Foreign Exchange and get the name of the shipper included in the original Bank Certificate.

   (c) That a declaration is taken from the Agent or the Financiers, as the case may be, whose name appears in the Bank Certificate, to the effect that he has no interest in the exports effected and that the exports were really effected by him on behalf of the shipper and that he has not claimed any entitlement against these exports, and will not in future claim any entitlement against these exports.

   (d) That the other documents like shipping bills, bills of lading and invoices are in the name of the exporters.

8. The question of grant of entitlement on exports to Afghanistan was further reviewed and it was decided to allow normal import entitlement under Special Export Promotion Scheme against all exports to Afghanistan other than those included in Schedule 'B' to the Indo-Afghan Trade Agreement, when these exports were paid for in convertible currency by the importers in Afghanistan. This facility was available in respect of exports during the period 1-10-65 to 30-9-1966.

LIST OF ITEMS FOR WHICH NORMAL IMPORT ENTITLEMENTS WERE ALLOWED ON EXPORT TO AFGHANISTAN (SCHEDULE 'C') IS GIVEN BELOW

1. Automobiles and their spare parts.
2. Tractors
3. Buldozers
4. Compressors
5. Stone Crushing and Polishing equipment
6. Wood working machinery
7. Lathes
8. Road Rollers.
9. Graders
10. Central Airconditioning Equipment
11. Refrigerators
12. Slaughter House Machinery
13. Accounting Machines
14. Iron and Steel Construction material not mentioned under the heading 'Hardware' in Schedule 'B' (see next page)*
15. Generators-portable and fixed.
16. Radio Receivers
17. Telephone and telegraph Apparatus and equipment
18. Cranes

*NOTE : Items mentioned under the Head 'Hardware' Schedule 'B' are as follows :—

Locks and padlocks
Cutlery
Bolts, nuts, screws, and hinges, etc.
Steel furniture and hospital appliances
Scientific instruments of all types
Weighing machines
Surgical and medical instruments
Steel buckets.

9. It was decided by the Government vide their letter dated 6-1-1966 that when the exporter only applied for items licensible by the Iron & Steel Controller, even in that case the E. P. Council should forward the documentary evidence along with the recommendations to the Port Officer, who after examining the documentary evidence, might issue the entitlement certificate and forward it to the Iron & Steel Controller for issue of licence.

10. Against exports of Ghamellas and Enamelwares appearing in Part I(F) and attracting 75% import entitlement, it was made compulsory to import CRCA Sheets within not less than 35% of f.o.b. value for consumption in the exporter-manufacturer's own factory or factories vide Government letter dated 31-5-65 with immediate effect.

11. Import entitlement against exports of Electric Transformers was enhanced from 40% to 75% of f.o.b. value vide Government letter dated 25-9-1965 with effect from the date of the Government letter.

12. The import entitlement against non-ferrous items which was under consideration was reviewed by the Government and the import entitlements were fixed as follows vide Govt. letter dated 25-9-65 with effect from 16-8-1965 :—

	Import entitlement
(i) Bare copper conductors	90%
(ii) All aluminium & ACSR Conductors	90%
(iii) Non-ferrous alloys (copper based hard alloys and soft alloys of tin, lead and antimony)	95%
(iv) Non-ferrous semis (e.g. plates, sheets, strips, tubes, rods etc.) other than aluminium semis	90%
(v) Aluminium semis	90%
(vi) All types/grades and sizes of insulated electric copper cables and conductors and copper winding wires covered or not	90%

Against exports effected, however, before 16-8-65, import entitlement was to be allowed at the rate of 100%.

13. It was decided by the Government to allow import of chasers and other thread cutting tools under the Special Export Promotion Scheme for engineering goods upto 3% of the f.o.b. value vide Government letter dated 3-9-1965 with effect from the date of the letter.

14. In order to facilitate speedy disposal of import applications by the Council, the Government gave a blanket clearance vide their letter dated 16-2-1966 for import of raw materials against exports of certain engineering goods as follows :

Nomenclature of the export product	Items to be permitted for import	Qualifications of import, if any
1. Insulated electric cables and bare electric conductors.	Electrolytic copper wire bars/ wire rods ; E. C. grade aluminium ingots/wire rods/ extrusion ; Pig lead ; high tensile steel wire rods for ACSR Core wire.	Upto the full value of the entitlement for each import item or for any combination of import items.
2. Electrical winding wires	Electrolytic copper wire bars/ wire rods.	Upto the full value of entitlement.
3. Electric Fans	(i) Electrolytic copper wire bars/ wire rods/copper winding wires ; (ii) Electrical steel sheets, condensors, condensor paper.	All import items upto the full value of entitlement except condensors/condensor paper which should not exceed 10% of FOB value of export.
4. Electric motors/transformers	Electrolytic copper wire bars/ wire rods/copper winding wire ; Electrical steel sheets	Upto full value of entitlement for each import item or for any combination of import items.
5. Dry batteries	Zinc	Upto full value of the entitlement.
6. Storage batteries	Pig, lead, Antimony	Pig, lead upto full value of the entitlement ; Antimony not to exceed 20% of the f.o.b. value of export.
7. Complete bicycles	(a) Brazing materials	(a) Not exceeding 10% of the f.o.b. value of export.
	(b) Nickel Anodes	(b) Not exceeding 5% of the f.o.b. value of export.
	(c) Electroplating brighteners and salts	(c) Not exceeding 5% of the f.o.b. value of export.
8. Sewing Machines	(a) Nickel Anodes	Not exceeding 10% of the f.o.b. value of export.
	(b) Electroplating salts and brighteners	Not exceeding 5% of the f.o.b. value of export.
9. Aluminium utensils	Aluminium ingots/Aluminium sheets/Circles	Upto the full value of the entitlement.
10. Brass Utensils/Brass sheets/ circles.	Zinc ; copper	Either of the import items or both upto full value of the entitlement.

Nomenclature of the export product	items to be permitted for import	Qualifications of Import, if any
11. Crown Cork	Tinplate prime	Upto full value of the entitlement.
12. Enamelware	(a) CRCA Sheets ; (b) Chemicals for frit	Either or both the import items upto full value of the entitlement.
13. Galvanised steel buckets and bath tubs.	Zinc ; G. P. Sheets	Either or both the import items upto full value of the entitlement.
14. Steel pipes and tubes Galvanised pipe fittings	Zinc	Upto full value of the entitlement.
15. Tinplate containers, Hurricane lanterns and all other tinplate products	Tinplate prime/Tinplate Waste/ Waste	-do-
16. Transmission Line Towers	Non-rationalised steel sections ; high tensile steel sections ; Zinc	Each item or any combination of import items upto full value of entitlement.
17. Tubular Steel Poles	Zinc	Upto full value of the entitlement.
18. Oil pressure lamps/stoves	Brass sheets/Brass rods/Brass extruded sections ; Copper ; Zinc.	-do-
19. Arc Welding Electrodes	Rutile	-do-

REPLENISHMENT DEPARTMENT

I. Replenishment Scheme

Under the Export Promotion Scheme for engineering goods, indigenous steel, tinplate and pig iron used in the manufacture of engineering items against exports are recommended at concessional export price to the extent of 100% of the actual quantity of raw material used in the manufacture of item of export and 33.1/3% at normal rate.

II. Recommendations

The applications are entertained from the manufacturers/exporters against past exports on quarterly or monthly basis. During the year under review the following quantities of different categories of steel, tinplate and pig iron were recommended to the fabricators in the Eastern Region :

The Following Quantities of Different Categories of Steel, Tinplate and Pig Iron have been Recommended to the Fabricators from the Department.

(Figures in M/T)

Month	No. of meeting held	Steel	Pig Iron	Tinplate
1	2	3	4	5
April 1965	2	404.856	1165.981	—
May	4	4522.806	825.966	—
June	4	1679.510	3792.116	22.000
July	4	4349.317	2072.467	—
August	4	2655.150	1873.405	12.768
September	4	4397.758	264.803	0.539
October	5	5831.534	4648.260	12.206
November	4	1314.387	647.716	7.673
December	6	6679.994	3217.315	54.490
January 1966	4	14014.605	495.976	35.298
February	4	2180.343	1746.462	189.215
March	5	6834.068	3354.682	249.070
Total	50 Nos.	54864.328	24105.149	583.259

GRAND TOTAL .. 79,552.736

III. Supply of Raw Materials

The department also looks after that the fabricators get supply of steel tinplate and pig iron against EPC recommendations on priority basis. In this connection the department attends to the grievances from the fabricators whenever delay occurs in issuing quota certificates for controlled categories of steel or in issuing works orders or delay occurs in physical supply from the producers.

Regarding delay in physical supplies complaint is received every now and then from the fabricators. This issue is taken up with the Iron and Steel Controller, Joint Plant Committee and different producers/suppliers. The matter is also taken up with the Ministry concerned, if necessary.

However, Export Promotion orders enjoy top priority next only to defence. It is also the joint responsibility of the Iron and Steel Controller, Joint Plant Committee and the producers to see that supplies against export promotion orders are effected on priority basis. As such, the joint meeting is held every month at the office of the Iron and Steel Controller to review the supply position and to see that supplies are made to the fabricators regularly. Representatives from the Joint Plant Committee and from the different producers attend the meeting. Representatives from the Ministry of Commerce also remain present in the meeting.

The department keeps an account of the outstanding position of the EPC Quota holders on different producers in outstanding statements on such producers. In the joint meeting the outstanding supply position is discussed in general. The representative from the Council also puts up complaints, if any, received from the fabricators regarding non-receipt of supplies.

During the year under review twelve joint meetings were held. Supplies to exporters throughout the country against EPC quotas are indicated in Appendix III (see page 70).

IV. **Fixation of Standard Net Weight and Wastage of Engineering Items for Export**

Another function of the department is to fix standard net weight and wastage for the new items exported by the fabricators. The details in this respect obtained from the fabricators are put up before the Technical and Development Sub-Committee for its consideration.

V. **Rolling Programme**

Representative from the department of the Council also attends the Rolling Programme meetings held every four months at the office of the Joint Plant Committee, Calcutta. In the said meetings the requirements of the fabricators are put up by the representative of the Council on the basis of details collected from the fabricators.

The Joint Plant Committee is also requested for inclusion in the rolling programme for a particular period for some critical section/sizes of steel the fabricators require in a particular period for execution of export commitment.

CASH SUBSIDY

The Council operated following Cash Subsidy Schemes during the year under review :—

(i) Bicycles and Bicycle components
(ii) Iron Castings
(iii) Steel Pipes and Tubes
(iv) Transmission Line Towers to Nigeria
(v) Ring frames to Ethiopia
(vi) Bright Bars and Shaftings to U.K.
(vii) Railway wagons to East Africa
(viii) Wire Nails and Screws.

Disbursement of Cash Subsidy made during the year amounted to :

(i) Bicycles and Bicycle components	Rs.	13,80,478.81
(ii) Iron Castings	Rs.	1,71,836.14
(iii) Steel Pipes and Tubes	Rs.	14,05,617.07

OVERSEAS DEPARTMENT

Trade Agreements

The Government of India have concluded Trade Agreement with the following countries :

Afghanistan, Austria, Argentina, Burma, Ceylon, Chile, Egyptian Region of the U.A.R., France, Greece, Indonesia, Iran, Iraq, Italy, Japan, Jordan, Korea, Morocco, Pakistan, Sweeden, Switzerland, Sudan, Tunisia and Uganda.

The Government of India have concluded Trade Plans with the following countries :

Bulgaria, Czechoslovakia, Hungary, Poland, Rumania, the U.S.S.R. and Yugoslavia.

The Trade Plan with Poland, G.D.R. and Rumania was concluded only for one year (i.e. for 1965) and with Bulgaria and Yugoslavia for two years (i.e. 1964 and 1965). During the period under review, Trade Agreements as well as Trade Plans concluded or renewed were circulated among the members of the Council along with the salient points contained in such Trade Agreements. Suggestions were also invited from the member firms of the Council for inclusion of new items in the Trade Agreements as and when these agreements were being renewed.

Shipping Space :

The Council also tried to sort out the following shipping space problems encountered by our exporters :

1. **Shipment of AID Cargo to South Vietnam**

It was reported by exporters that they were finding difficulties in shipping goods to South Vietnam since under the U.S. AID Scheme, goods were required to be shipped exclusively by U.S. Flag Vessels but the Sailing of these vessels from India to Saigon were reported to be most infrequent. Due to inadequacy of Shipping space, consignments were subjected to frequent shutouts, extra expenditure by way of warehouse charges etc.

The Council immediately took up the matter simultaneously with the Eastern India Shippers Association, Freight Investigation Bureau and the Ministry of Commerce, New Delhi. As a result of our negotiations, a meeting was held in New Delhi few months ago between the Director (Transport) and the Chief Controller of Chartering in which exporters and shipping brokers of the American Shipping Companies were called upon to participate. It was decided at that meeting that the Chief Controller of Chartering would try to find out Small American Ship to lift cargo to the extent of 7000 tons. The Council, therefore, forwarded a statement of cargo, available for shipment to South Vietnam, to the Director (Transport) and the Chief Controller of Chartering for making necessary shipping arrangements.

2. **Shipment to Ceylon**

Shipment to Ceylon was also a great problem to our exporters because of the fact that the Conference Lines were most reluctant to declare vessels for Colombo on account of the congestion obtaining at that port. Non-Conference Lines, however, declared vessels but at exhorbitant rates.

The Council made continued efforts through several quarters to find a solution to the problem. Ultimately we approached the Shipping Corporation of India to declare Small Vessels with a tonnage lower than 1000 tons presuming that such vessels would get a berth within a fortnight of their arrival.

The Shipping Corporation, however, had no such small vessels, but we are glad to report that they have recently opened a passenger-cargo service between Rameswaram and Talimanner and Small consignments of exports may be shipped by this service.

3. **Shipment to Carribean Ports**

The study made by the Council revealed that there could be tremendous scope for expanding

export of engineering items, such as, Diesel Engines, Pumps, Agricultural Machinery but the main handicap in this respect was the absence of direct sailings. Indirect sailings with transhipment at Christobal proved to be a very costly proposition for export purposes and that too were at long intervals. The Council has recommended to the Ministry that a bi-monthly service between India and Carribean Sea Ports should be established and the matter is now having their attention.

4. **Mudaliar Committee on Freight Rate**

The Government of India appointed a "Committee on Freight Rates" headed by Sir Ramaswamy Mudaliar to go into the details of freight structure in India and made suitable recommendations. In order to help its study, the Council, as requested by the Freight Investigation Bureau, furnished certain information in the form of a proforma in respect of more than 100 items now being exported from India.

5. **General increase in Freight Rates**

During the year under review almost all the Shipping Lines decided to effect a general increase on account of rise in operational costs. Since the general increase would adversely affect export of non-traditional items like engineering which under the existing conditions could hardly bear any additional expenditure in the form of increased freight rates, port charges etc. the Council continued its efforts to get engineering goods exempted from such general increase.

SHIPPING & TRANSPORT SHIPPING FREIGHT CONCESSIONS

As a result of Council's effort and through the co-operation of the Directorate of Shipping, Bombay concessions in shipping freights were secured in a number of cases. Appendix II gives the list of items for which freight concessions were obtained. Thanks are due to Shri T. K. Sarangan, Senior Deputy Director General of Shipping for his active support.

Railway Feight Concession

The Council with the assistance of the Ministry of Commerce was able to secure railway freight concession on the following items with effect from 15th September 1965 :—

1. Choff Cutters.
2. Electric Insulators.
3. Copperware.
4. Bronzeware.
5. Bell-metal ware.
6. Nickel-copper-zinc alloyware.
7. Motor Vehicle parts.
8. Electric Lamps.
9. Electric Wires and Cables.
10. Sugar Mill Machinery.

The concessions granted by the Railway Board were as follows :—

SMALLS

(i) Upto 300 kms	No concession
(ii) 301 to 1000 kms	25% rebate in freight subject to a minimum of the tariff rate for 300 kms. or Class 55B rate for the respective distance, which ever is higher.
(iii) 1001 kms and above ..	40% rebate in freight subject to a minimum of the concession rate as for 1000 kms. or 55B rate for the respective distance, which ever is higher.

WAGON LOADS

(i) Upto 300 kms	No concession
(ii) 301 to 1000 kms	25% rebate in freight subject to a minimum of the tariff rate for 300 kms. or 40B rate for the respective distance, whichever is higher.
(iii) 1001 kms and above ..	40% rebate in freight subject to a minimum of the concession rate as for 1000 kms. or 40B rate for the respective distance, whichever is higher.

The following items for which there was already a 25% general concession from any station to any port of exports were also allowed to enjoy the revised concessions as indicated above.

(1) Gramophones
(2) Crown Corks
(3) Incandescent Lamps (Pressure Lamps)
(4) Steel furniture (Non-folding-cabinet with shelves, tables and sofa sets only).
(5) Steel pipes
*(6) Lathes (Machine tools)
*(7) Batteries
(8) Flourescent tubes
(9) Room Air Conditioners
(10) Electrodes.
*(11) Belting
(12) Building hardware steel butt hinges
(13) Rice mill machinery.
(14) Motor vehicles N.O.C.
*(15) Electric Motors.
(16) Hose Service meters.
(17) Barbed Wire.
(18) Agricultural implements-crowbars and shovels only.
(19) R. S. Pilfer-proof Closures.
(20) Refrigerators.

(21) Paint Brushes
(22) Umbrella Ribs.
(23) Aluminium utensils.
(24) Weld mesh.
(25) Conduit Pipes.
*(26) G. I. Buckets.
(27) Ghamellas.
(28) Hacksaw Blades.
(29) Ferrous—Builders' Hardware.
(30) Power driven pumps (Multistage Industrial Pumps)
*(31) Hurricane Lanterns.
(32) C. I. Flushing Cisterns.
(33) Pressure Stoves.
(34) Water Fittings.
(35) Brass Sheets and Circles.
(36) Brassware.
(37) Stainless steel utensils.
(38) Bicycle Dynamos.
(39) Hand Tools.
(40) Aluminium Conductors.
(41) Enamelled Copper Wire.
(42) D. C. C. Copper Wire.
(43) Single cotton covered copper wire.
(44) Power driven pumps-Horizontal split case Centrifugal pumps.
*(45) Switchgear.
(46) Storage Batteries.
(47) Non-ferrous alloys-gunmetal ingots.
(48) Zip Fasteners.
(49) Construction machinery—Lynx type 70 open tilting drum type concrete mixer of 10×7cft.
(50) Gas Plants.
(51) Railway track fasteners—dogspikes and roundspikes and canted bearing plates.
*(52) C. I. Pipes (Other than spun pipes).
(53) Public address equipment—amplifier 35 volts.
(54) Jute Mill machinery—Jute shuttles and bobins.
*(55) Enamelled ware—mugs only.
(56) Industrial & Scientific instruments :
  (a) Surveyors compass 4″ with stand.
  (b) Clinometer compass 3″ diameter in leather case.
  (c) Prismatic Compass 4″ with stand.
  (d) Sextant complete in box.
  (e) Theodolite with stand and box complete.
  (f) I. O. P. level complete with stand.
  (g) Dumpy level complete with stand.
  (h) Levelling staff (Telescopic) 14.
  (i) Rainguage with stand, strainer etc.
*(57) Ice Cans.
(58) Air Compressor (Broomwade type WR210 portable).
(59) Steel Tubular poles.

(60) Shaping Machines.
(61) T. L. Towers.
(62) Motor cycles and scooters.
(63) Rolling shutters.
(64) Copper sheets.
(65) Power presses (40 ton non-geared-vice).

*50% concession is in force for these commodities between specific pairs of points. The revised rebate in freight will be allowed for movements other than those for which 50% rebate in freight is already in force.

The general rebate of 50% in railway freight applicable to the following commodities were also allowed for movements beyond 300 kms. subject to a minimum equal to the tariff rate for 300 kms.

(1) Electric Fans.
(2) Oil Mill Machinery.
(3) Tin Containers.
(4) Iron Castings.
(5) Diesel Engines.
(6) Bolts, nuts and rivets.
(7) Sewing machines.
(8) Bicycles and bicycle parts.
(9) Steel trunks.
(10) Steel tubes black & galvanised.
(11) C. I. Spun Pipes.
(12) Steel Furniture.

Tariff reduction

The Council continued its efforts to obtain tariff reduction in co-operation with the Union Ministry of Commerce and was successful in socuring tariff reduction on the following items in respect of Australia.

1. Cock's and butchers' knives and blades therefor.
2. Other kitchen or table knives and blades therefor.
3. Pocket knives and blades therefor.
4. Razors and razor blades.
5. Scissors and blades therefor.
6. Household washing machines.
7. Washing and dry-cleaning machines commercial.
8. Plastic processing machines.
9. Domestic Sewing machines heads.
10. Machine tools for working metals and metallic carbide (specified machine etc.).
11. Other machine tools for working metals and metallic carbide.
12. Wood-working machines and appliances (specified types).
13. Other wood-working machines and appliances (protected range).
14. Other wood-working machines (non-protected ranger)
15. Electric fans, office or household.
16. Military, band and orchestral musical instruments.
17. Musical instruments of the lute class (including strings).

18. Other musical instruments.
19. Wooden chairs.
20. Other furniture.

Complaints

At the beginning of the year, there were 47 complaints outstanding from overseas buyers against Indian exporters either for defective supply or for delay in payment of commission. During the year 67 similar complaints were received. The Council in consultation with the Complaint Sub-Committee, was able to settle 49 complaints, the remaining being under negotiation.

Certificate of Origin

During the period under review, 318 Certificates of Origin were issued by the Council.

Tenders

During the year 2,200 tenders received from different countries were circulated among the prospective manufacturers/exporters and in some cases difficulties experienced by them in participation were got removed by the Council with the assistance of the Government of India representatives abroad.

Enquiries

More than 3,300 enquiries were received during the year. These enquiries were received as usual from different countries either direct or through the Commercial Secretaries of India Mission abroad and Council's Foreign Officers. Enquiries were received from following countries.

South East Asia	..	Burma, Cambodia, Ceylon, Hongkong, Japan, Malaysia, Nepal, Pakistan, Philippines, South Vietnam and Thailand.
West Asia	..	Aden, Afghanistan, Bahrein, Iran, Iraq, Jordan, Kuwait, Lebanon, Saudi Arabia.
Africa	..	Egypt, Ethiopia, Ghana, Kenya, Libya, Nigeria, Sudan, Rhodesia, Tanganyika, Uganda.
Europe	..	Belgium, Czechoslovakia, France, Germany, Hungary, Italy, Sweden, U.K., U.S.S.R. and Yogoslavia.
America	..	Canada, U.S.A. and Argentina.
West Indies	..	Br. Guiana, Jamaica & Trinidad.
Oceanic Island	..	Mauritius, Cyprus, Fiji and Malta.

All these enquiries were duly circulated among the prospective manufacturers/exporters and necessary follow-up action was initiated. A large number of enquiries from European and other developed countries were also received. The number of enquiries will further increase in subsequent years.

Dissemination of Market Information

Market Surveys

Following were the market survey reports received from the Commercial Secretaries of Indian Embassies :—

Items		*Country*
Fire Extinguishers	..	Malaya, Singapore, Sarwak and Sabah.
Type-Writers	..	Malaya, Singapore, Sarwak and Sabah.
Scientific Instruments	..	Malaya, Singapore, Sarwak and Sabah.
Hardware	..	Malaya, Singapore, Sarwak and Sabah.
Cutlery	..	Malaya, Singapore, Sarwak, and Sabah.
Surgical Instruments	..	Ghana
Electrical Accessories	..	Kenya
Bicycles	..	Kenya
Radio Receivers	..	Afghanistan
Steel Furniture	..	Aden
Sewing Machines	..	Canada
Diesel Engines	..	Nigeria
Diesel Engines	..	Cambodia
Cast Iron Products	..	Uganda
Cast Iron Soil Pipes	..	U.S.A.

The following ad-hoc market survey reports were received from Commercial Attaches of the Indian Missions abroad and also from the Council's Foreign Officers :

Items	*Country*
Wire Nails and Wire Nettings ..	Bahrein, Ethiopia, Iran, Kuwait, Lebanon, S. Arabia, Singapore, Sudan, Thailand.
Small Tools & Hand Tools ..	Afghanistan, Iraq, Jordan, Lebanon, Singapore and Syria.
Hypodermic Needles ..	Lebanon and Singapore.
Printing Machines ..	Kuwait, Singapore and Syria.
Industrial Instruments, Insulating Materials & Accessories ..	Kuwait, Singapore and UAR.
P.V.C. Extruding & Wire Coating Machines	Lebanon and Singapore.
Stone Brakers & Granulators ..	Jordan, Libya, Singapore and U.A.R.
Scientific Instruments ..	Lebanon
Mining Machinery ..	Jordan and U.A.R.
Hydraulic Jacks ..	Aden, Afghanistan, Kuwait, Lebanon, S. Arabia and Syria.
Sluice & Reflux Valves ..	Ceylon, Hong-Kong, Iran, Iraq, Kuwait, Lebanon and Syria.
Radio Grams ..	British Guiana.
Coal Cutters ..	Australia and Sudan.
Weights and Measures ..	Iran.
Geep Flash Light ..	Ethiopia, Europe and U.A.R.
Bicycle and Parts ..	Iran, Sweden & U.S.A.
Auto Parts ..	Ceylon.
Sewing Machines ..	Belgium, Nigeria and Sudan.
Bolts and Nuts ..	U.S.A.
Motors, Scooters & Motor Cycles ..	Nigeria

Items		*Country*
Electric Torches	..	Ceylon
Rice Hullers	..	Iraq
Cast Iron Pipes	..	Iran and Sudan.
Steel Castings	..	U.S.A.
Wires and Cables	..	Dubai
Deepwell Turbine Pumps	..	Ceylon
Drycell Batteries	..	Lebanon
Calculating Machines	..	Sudan
Torch Light Batteries	..	Nigeria
G.I. Pipes and Fittings	..	Ceylon
Household Utensils	..	U.S.A.
Wire Products	..	U.S.A.
Copper & Brassrods & Sheets	..	Syria
Air Compressors	..	Iran.

General Review of Export Promotion Efforts

REPRESENTATION TO THE RESERVE BANK ABOUT FOREIGN EXCHANGE DIFFICULTIES

Members firms continued to draw the attention of the Council to the difficulties experienced by them in regard to foreign exchange. A memorandum was, therefore, addressed to the Governor of the Reserve Bank of India on 23rd February, 1965 to which a detailed reply was received on 1st April, 1965. Since the views of the Reserve Bank on the points raised by the Council would be of interest to members, they are reproduced below :

(1) **Business Visits**

(a) It has been suggested that exchange for business visits may be released on scales higher than those prevailing at present. It may be stated that the current scales of exchange have been fixed in consultation with the Government of India after taking into account the status of the visiting representative, the countries proposed to be visited and the object of the visit. They were revised only in May, 1964 and it is not opportune to enhance them at present.

(b) *Entertainment allowance*

At present this allowance is admissible to Chairmen and top executives of big business houses who are going abroad for independent negotiations or to leaders of trade delegations. In the present difficult exchange position, it is regretted that this allowance cannot be granted to all representatives of business firms going abroad.

(c) *Duration of stay*

In accordance with the policy formulated by the Government of India, exchange is ordinarily released for a period of one month by our regional offices. However, in the case of large export houses, this period is suitably extended by the Central Office of the Bank in Bombay, on the merits of each case. Travelling salesman are generally given exchange initially for a period of 4 months, and applications for release of exchange for continued stay beyond this period are also considered if it is found that the representative has secured good business and extension of stay is likely to result in his securing additional business.

(d) *Visits of number of representatives*

Applications for release of exchange to technical advisers accompanying executives/ directors as exporters are considered favourably.

We may add that Government have decided that exchange should not ordinarily be released for more than one visit in a year to the same businessmen but applications for

resale of exchange for further visits within the same year be allowed, if the necessity of a repeat visit is established. In view of the difficult foreign exchange position, it is necessary that businessmen should complete as much work as possible in one visit and that they should apply for a second visit only, if it is absolutely necessary.

We have been comparatively liberal in releasing exchange for export promotion purposes despite the difficult foreign exchange position. Exchange is released even to the representatives of firms which have not made any exports in the past provided evidence is produced to show that the applicant firm is in a position to ship them and the particular product has a good market abroad. Exchange facilities are granted to more than one representative of the same firm for travel for export promotion provided they are covering different territories.

(2) **Opening of foreign offices**

In the matter of opening of offices by Indian firms we have to satisfy ourselves that exports of the firm are sufficiently large to warrant the opening of an office. Further, such an office should help in earning more foreign exchange to the country. If these conditions are satisfied, we allow the applicant company to open offices abroad. In this regard, we are in fact following a liberal policy in regard to non-traditional items like engineering goods. All applications for opening of offices by Indian firms which are complete in all respects are dealt with expeditiously.

(3) **Remittances of commission on exports**

Under the revised procedure introduced since 1964, exporters can remit through their bankers commission payable by them to their agents abroad without reference to the Reserve Bank, if the agency agreement is registered with the Reserve Bank and the bills regarding exports on which commission is to be remitted are negotiated/sent for collection through that bank. To have proper control over such remittances, we have restricted remittances of commission through the bank which has handled the export documents and which has registered the agency agreement with the Reserve Bank. It is not practicable to allow remittances of commission through a bank other than the one which handled the relative shipping documents.

(4) **Publicity**

Reasonable exchange facilities are provided for advertisement abroad provided the volume and nature of business of the applicant firm are such as to justify the expenditure of foreign exchange and they are for promotion of exports from India. In the context of the present foreign exchange position we cannot agree to the proposal to allow freely exchange facilities as required by the exporters for manufacturers of engineering goods simply on the ground that they are able to provide funds for overseas publicity. Besides, it will not be possible to release exchange as a matter of rule for conducting market survey as the exporters should ordinarily obtain such information through the Export Promotion Councils/other governmental agencies such as Embassies/Trade representatives abroad. In cases where a special survey is considered necessary, applications for release of exchange are considered by the Bank in consultation with the Government, if necessary.

(5) **Blanket Permits**

With the approval of the Ministry of Finance, we introduced in July, 1963 a scheme for issue of Blanket permits to large export houses whose annual exports average over Rs. 20 lakhs during the last 2 years for travel abroad by their representatives. We are at present in correspondence with Government in regard to the continuance of this scheme. We are however not agreeable to consider extension of this scheme to export houses with annual export average of Rs. 5 lakhs to Rs. 10 lakhs. Besides, as this scheme is itself in preliminary stages we cannot delegate authority to our regional offices to issue blanket permits.

(6) **After Sales Service**

It is not possible to allocate specific percentage of export proceeds to enable exporters of engineering goods to send mechanics or engineers to provide effective after-sales service and to meet expenditure of actual service. Specific applications for this purpose are, however, considered by us on merits. Application for GR waivers to send replacement parts etc. are disposed of by our offices without any delay.

(7) **Supply of Samples**

Export of samples is exempt from Export Control in terms of Government of India notification No. 12 (17/FI/4) dated 4th August 1947. In cases where amounts involved are large and Customs ask for no objection certificate from the Reserve Bank, approvals are given expeditiously for export of bonafide free samples.

Since members continued to face difficulties in regard to foreign exchange, opportunity was taken to bring their difficulties to the notice of the authorities concerned through various platforms, including the Sub-Committee appointed to discuss these matters with the Reserve Bank in Bombay.

RUPEE FINANCE

One of the serious problems facing exporters of engineering goods is non-availability of rupee finance and the high cost where such finance is available. Finance for export is required at the stage of production, processing and packing of goods to the point of shipment (Pre-shipment finance) as well as from the stage of shipment to the date of realisation of proceeds from the buyers abroad (Post-shipment finance). In the case of capital goods and machinery equipment, Indian exporters have to fall in line with exporters of industrially advanced countries and offer identical credit terms. Extension of credit normally varies from 6 months to 5 years. The recent credit squeeze and increase in Bank Rate resulting in further increase in the rate of interest at which scheduled banks advance loans to exporters and change in the Export Promotion Scheme withdrawing the facility to get benefits under the Scheme, on the basis of undertaking to produce banker's certificate about realisation of foreign exchange, have further aggravated the situation. The time lag between the export and realisation of benefits is anywhere between nine to fifteen months in the normal circumstances. The result is that many of the promising exporters were in serious financial trouble. The Council took the opportunity of discussing the matter with the President of the Calcutta Bankers' Association twice in the course of the year. Discussions with the President of the Calcutta Bankers' Association revealed that the basic problem, so far as the bankers were concerned, was non-availability of loanable funds. Unless resources of banks were improved, there would not be any substantial change in the situation in spite of certain special facilities announced by the Reserve Bank in favour of exporting industries. It was further learnt that if the bankers advanced loans to exporters beyond the normal liquidity ratio, they

would be subjected to a serious penalty. It was, therefore, necessary that advances to exporters were treated beyond the normal liquidity ratio.

As regards the rate of interest, it was suggested that banks should charge 1% more than the rate at which they got refinance. Opportunity was also taken to discuss the matter with the Managing Director, Export Credit & Guarantee Corporation and arising out of these discussions, representation was made to the Government making the following suggestions for providing rupee finance :—

"(1) We understand that the Export Credit & Guarantee Corporation is already giving a guarantee upto 150 per cent of the f.o.b. value in respect of exports of cotton textiles. In the course of our meeting with the Hon'ble Minister Shri Shah on 3rd May, 1966, the Council was asked to discuss the matter with the ECGC which has since been done. It would appear that the ECGC would have no objection in extending this facility to exporters of engineering goods, if the extension is agreed to by the Government. I would greatly appreciate if you could kindly extend the facility available to exporters of cotton textiles, so that exporters of engineering goods, on the basis of the guarantee given by the ECGC upto 150 per cent of the f.o.b. value, can approach the bankers for grant of credit.

(2) Since the bankers are reluctant against extending credit facilities to exporters unless such export credits are treated over and above the normal liquidity ratio, it would be greatly appreciated, if the Reserve Bank of India is requested to exempt export credit from the liquidity ratio. The present rate of interest is exhorbitant as has been admitted by the Working Group under the Chairmanship of Dr. Chablani. (In fact, the rates have increased since the above report was submitted).

It is suggested that the bankers are requested to extend credit facility to exporters at lower rates of interest as is the practice in other exporting countries and the difference between the normal rates and the concessional rates is reimbursed by the Reserve Bank of India.

(3) Since there is a time lag between the export and realisation of benefits in the form of import entitlement, cash subsidy and drawback, it is suggested that immediately after export has taken place and all the documents in proof of exports have been furnished the Council, should then issue an entitlement certificate clearly specifying the amount to which the exporter is entitled in respect of (a) import entitlement, (b) drawback and (c) cash subsidy.

The entitlement certificate issued by the Council should either be acceptable as a pledgeable document by the Reserve Bank of India and on the basis of this certificate, bankers should extend credit upto 100% of the value of such certificate or the Export Credit & Guarantee Corporation should provide a supplementary finance to the exporters on the basis of the certificates and they should be under obligation to repay the loans within a specified period."

MEETINGS OF CHAIRMEN AND SECRETARIES OF EXPORT PROMOTION COUNCILS

In the course of the financial year under review, two meetings of Chairmen and Secretaries of Export Promotion Councils were held—one on 5th August, 1965 and the other on 21st March, 1966. These meetings offered opportunities for exchanging views on matters of common interest. Some of the important subjects discussed at these two meetings are summarised below :

4th Meeting : held on 5th August, 1965

(i) *Report of the Review Committee on Export Promotion Councils (Prabhu Mehta Committee)*

Recommendations of the Prabhu Mehta Committee were generally agreed to by the Councils except on certain issues about which they had communicated their views to the Government. Arising out of the recommendations, certain decisions were taken as under :

1. It was decided to form a Technical Committee to prepare a model constitution keeping in view the specific recommendations of the Prabhu Mehta Committee.

2. All registered exporters should be members of the Councils and for this purpose, different classes of membership with different rates of subscription might be adopted.

3. The Technical Committee might examine the suggestion regarding appointment of a whole time Executive Vice-Chairman by some of the important Councils.

4. Too many countries should not be included in one visit.

5. Clearance for Sales Teams, Study Teams and Delegations would be given by the Ministry within one month of the submission of the proposals.

6. Publications should, as far as possible, be self-financing.

7. Commodity-wise catalogues would be issued by the Councils.

(ii) *Export Assistance*

In case there were commodities whose exports, given over and above the normal assistance, were expected to rise substantially, a well documented cause should be prepared by the trade for seeking tax credit assistance.

(iii) *Increased processing of commodities before export*

The need for increased processing of commodities before export was stressed. All the Councils were asked to devote special attention to this matter. It was desired that Technical

Committees were constituted for the purpose and wherever necessary assistance of the MDF would also be invoked in suitable cases.

5th Meeting : held on 21st March, 1966

(i) *Consultation with E. P. Councils regarding Trade Agreements*

It was suggested that E. P. Councils be consulted regarding the items to be included in the Trade Agreements and wherever possible, specific quantity or value limits be fixed for export of non-traditional items. Export Promotion Councils were asked to write to the Government from time to time about the items to be included in the Trade Agreements.

(ii) *Promotion of export to West Europe*

In regard to export to West Europe, it was suggested that export be done through one organisation named "WESEUR" handling export of cotton textiles. With reference to export of engineering goods to West Europe, it was suggested that confidence be built in European markets in India's ability to manufacture quality products through the collaborators operating in India. Supplies of engineering goods could be made to such collaborating units in India who could certify the quality of such supplies.

(iii) *Simplification of drawback procedure*

In regard to difficulties in obtaining drawback, it was suggested that a high powered Committee be set up with the Chairman and members of the Central Board of Indirect Taxes associated with it. The drawback procedure should be simplified and provision made for automatic regulation of rates of drawback with changes in duties.

(iv) *Rupee Finance*

Having regard to the difficulties in getting rupee finance, it was suggested that advances made to exporters by bankers be deemed outside the liquidity ratio of banks.

(v) *Utilisation of idle capacity in engineering industry*

With reduced off-take by railways as well as reduced demands in other fields, it was suggested that the idle capacity be utilised for developing export.

(vi) *Modernisation of engineering industry*

It was suggested that facility be made available to the engineering industry to undertake modernisation on the lines of the facilities given by the NIDC to the textile industry.

(vii) It was suggested that Councils should hold seminars and symposia in important industrial centres to explain the manufacturers and exporters the benefits available on exports. The local Chambers of Commerce could be appointed as agents for Councils for these purposes.

Federation of Indian Export Organisations

The Memorandum and the Articles of Association of the Federation of Indian Export Organisa-

tions (FIEO) having been finalised, steps were initiated to start work. The Council joined the Federation as one of its founder members. Since, in the initial stages, many of the administrative matters including the appointment of staff, finding out of the premises of the offices, registration etc. had to be done, the Federation started its activities right earnest towards the end of the financial year. The draft programme of work was prepared keeping in view the activities of the Federating units and ensuring that there was no duplication of activities.

It is hoped that the Federation would succeed in achieving the main objective, namely, promoting the development of export trade, co-ordinating the export promotion activities of its constituent members.

Ford Foundation Team on Export Promotion

The Ministry of International Trade (now called Ministry of Commerce) of the Government of India requested the Ford Foundation to sponsor an international team to survey India's effort—its trade organisation, approaches and techniques, and its manpower and training requirements. The team was divided into two groups—one visiting the eastern region and the other visiting the western region. The team which visited Calcutta on 24th November, 1964 consisted of the following :

Mr. Alexander O. Stanley, Leader

Dr. Elio Tosarelli, Member

Mr. Herbert William Vallender, Member

Dr. M. C. Grossman, Member

Difficulties affecting India's export of engineering goods were brought to the notice of the team. The work initiated by the Ford Foundation Team was followed up by the Ford Foundation, Delhi. Discussions were held with the representatives of the Ford Foundation particularly Dr. Grossman and Robert C. Repetto and the information required by the Ford Foundation from time to time was furnished to them.

Standing Committee to Examine Suggestions on Export Promotion

The third meeting of the Chairmen and Secretaries of Export Promotion Councils and Commodity Boards recommended that a Standing Committee be set up with Joint Secretary (Export Promotion) as Chairman and the Director of Export Assistance and five Chairmen or their nominees of Export Promotion Councils as members to receive and examine suggestions regarding Export Promotion Schemes from time to time and make recommendations to Government. The Government accepted the recommendation and set up a Standing Committee as detailed below :

1. Shri S. Hamid, Joint Secretary, (Export Promotion) .. .. Chairman
2. Shri J. Banerjee, Director (Export Assistance) .. .. .. Member
3. Dr. D. Banerjee, Chairman, Chemicals and Allied Products Export Promotion Council .. .. Member
4. Shri M. P. Alexander, Chairman, Marine Products Export Promotion Council .. .. .. Member

5. Shri Raman M. Patel, Chairman, Plastics & Linoleums Export Promotion Council .. .. .. Member

6. Dr. R. K. Singh, Secretary, Engineering Export Promotion Council .. Member

7. Shri S. Viswanath, Sr. Director, Cotton Textiles Export Promotion Council Member

The first meeting of the Standing Committee was held on 22nd March, 1966 and the suggestions received from different Export Promotion Councils were discussed.

Quality Control and Pre-shipment Inspection

While encouraging exporters to introduce their products in foreign markets the need to project the image of India as a supplier of quality goods was not overlooked. The Export Inspection Council, in consultation with this Council, therefore decided to bring engineering goods under the purview of the Quality Control and Pre-shipment Inspection Scheme on priority basis. The first item to be covered with effect from 15-11-65 was cast iron soil pipes on account of the fact that these soil pipes were in demand in a sophisticated market like the U. S. A.

On 30th March, 1966 the Scheme was extended to the following light engineering items :—

1. Brass Utensils.
2. Pocket Knives.
3. Oil Pressure Stoves.
4. Butchers Knives.
5. Bread Knives.
6. Ghamellas.
7. Carving Knives.
8. Cooks Knives.
9. Mild Steel Buckets for general use.
10. Padlocks.
11. Copper Utensils.
12. Forks (Table, Fish, Pastry and Serving) made of Brass, Nickel Silver and Stainless Steel.
13. Tower Bolts.
14. Oil Pressure Lanterns.
15. Mild Steel Wire Nails.
16. Mild Steel Sliding Door Bolts for use with Padlocks.
17. Umbrellas.
18. Mortice Locks (Vertical type).
19. Scissors.
20. Wire gauge for general purposes.
21. Table Knives, Dessert Knives and Fruit Knives.
22. Hinges.
23. Spoons made of Stainless Steel, Brass and Nickel Silver.
24. Drawer Locks, Cup-board Locks and Box Locks.
25. Galvanised Steel barbed wire for fencing.

Since the U. K. was the principal market for Indian Cast Iron Manhole Covers, it was considered necessary to bring the item under the purview of the Scheme. With effect from 1st July, 1966 manhole covers are subject to quality control and pre-shipment inspection.

Development of Export of Sophisticated Items

Over the year the composition of trade has remained more or less constant about 30 items contributing 80% of the country's export of engineering goods. The Technical Sub-Committee of the Council was, therefore, re-designated as Technical & Development Sub-Committee to advise the Council in regard to diversification of export to include more sophisticated items. On the advice of this Sub-Committee studies are now being conducted in respect of the following items :

1. Diamond Tools.
2. Telephone and Telegraph equipment and apparatus.
3. Foundry equipment.
4. Boilers.
5. Train Lighting Equipment.
6. Hoist and Lifting Tackle.
7. Laboratory apparatus.
8. Mining Equipment.
9. Steel Castings (all types).
10. Wagons.
11. Structurals.
12. Weights and Measures.

The Technical and Development Sub-Committee has also been rendering valuable assistance in locating suitable manufacturers for items in demand in developed countries thereby infusing an element of selectivity as recommended by the Selectivity Committee.

Fixation of Minimum Prices

Instances were being brought to the notice of the Council from time to time of exporters resorting to interse competition which not only tended to reduce the foreign exchange realisation but also to have a disquieting effect on the market. The principal items involved were C. I. Soil Pipes, C. I. Manhole Covers, C. I. Spun Pipes and Steel Furniture. Minimum prices in respect of these products were, therefore, fixed in consultation with the panels concerned.

ECAFE SESSION IN DELHI

The ECAFE held its 22nd Session from 22nd March to 4th April, 1966. Delegates from about 30 countries from Asia, Far East, the U. S. S. R. and the U. K. attended this session. The Council in collaboration with the Exhibition Directorate, Ministry of Commerce, organised an exhibition of engineering products in Delhi on the occasion of the ECAFE Session. The Exhibition was opened on 22-3-66. Among the distinguished visitors was Mr. U. Nyun, ECAFE's Executive Secretary. The Exhibition which was organised in a record time of less than ten days covering an area of 10,000 sq. ft. was declared a grand success.

Among the important decisions taken at the Session, mention may be made of the following : It was decided to form—

(1) (a) Asian Development Bank.
(b) Asian Institute for Development and Planning.
(c) Asian Institute for Statistics.
(d) Asian Productivity Council and
(e) Asian Industrial Council,

for economic growth and co-operation amongst Asian countries.

(2) A meeting of 77 developing countries should be convened including advanced countries to help secure greater export opportunities for developing countries and thus reduce their reliance on outside Aid.

Committee to Review Working of Export Promotion Councils

The Government of India set up a Committee under the Chairmanship of Shri Prabhu V. Mehta on 9-9-1964 to review the working of Export Promotion Councils.

The Committee submitted its recommendations in April, 1965 and the following are its important recommendations :—

(1) The Committee recommended for a simpler and uniform Constitution for the Export Promotion Councils.

(2) A positive move forward for making it obligatory for all those registered with the Council to be members of the Councils.

(3) In the interest of democratic function of the Councils, provision should be made for conciliation or similar procedure so that resort to legal remedies are minimised.

(4) There should be judicious bifurcation of developmental and administrative functions and the developmental aspect should be the major concern of Chief Executive of the Council, who may be designated as Executive Director.

(5) Delegations should be directed towards non-traditional markets, where a previous market survey has shown the existence of a good potential for developing exports. In sofar as traditional materials are concerned the Council should send Sales Teams.

(6) The Council should endeavour to invite at least one or two teams from abroad for the purpose of studying India's export capacities in particular commodities, to make actual purchase to satisfy themselves of the quality of Indian products.

(7) A more systematic approach to settle the commercial disputes be made and a standard contract form for use by the exporters should be adopted or at least a clause relating to arbitration provided for inclusion in the respective contracts.

(8) The organisational base for giving guidance and assistance to entrepreneurs and exporters for establishment of joint ventures and for promoting exports of capital equipment and services should be strengthened. To supplement the work at Governmental level for this purpose a separate non-official organisation should be created.

(9) Some of the Councils should also concern themselves with problems of price control and stabilisation.

ACCOUNTS

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

R. K. SINGH
Secretary

R. H. MODY
Chairman

Appendix I

REGIONAL COMMITTEES

BOMBAY

Dr. B. V. Bhoota .. Regional Chairman
Shri N. D. Punjabi .. Deputy Regional Chairman

Other Members

Shri G. T. Advani
Shri M. M. Amersey
Shri F. S. Baldiwala
Shri A. K. Bhimani
Shri C. R. Bondre
Shri L. D. Char
Shri Bharat G. Doshi
Shri M. L. Mansukhani
Shri Ram Malani
Shri T. R. Mulchandani
Shri D. S. Narayan
Shri K. S. Nevatia
Shri C. N. Pradhan
Shri N. D. Sahukar
Shri Ramanlal M. Shah
Shri G. D. Thakoor
Shri Moizbhai
Shri Mulraj Goculdas
Sheth Bahubali Gulabchand
Shri F. A. Jasdanwala
Shri N. L. Jain
Shri H. N. Khira
Shri P. L. Kirloskar
Shri R. R. Kamani
The Joint Chief Controller of Imports & Exports, Bombay
The Joint Director (Export Promotion), Bombay
The Deputy Iron & Steel Controller, Bombay
The Director (Export Promotion) Government of Maharashtra, Bombay.
The Director of Industries, Government of Gujarat, Ahmedabad.
The Director of Industries, Government of Madhya Pradesh, Bhopal.
Vidharbha Industries Association, Nagpur.

DELHI

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Shri Brij Mohan Lal .. Deputy Regional Chairman

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Shri Jaidev Kapur
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Shri V. P. Punj
Shri Lajpat Rai
Shri A. S. Rana
Shri O. P. Saraf
Shri W. N. Talwar
Shri K. Rajagopalan
Development Officer (EPE)
Ministry of Commerce, New Delhi
Shri S. K. Sen,
Joint Chief Controller of Imports & Exports,
New Delhi.
Director of Industries :
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(b) U. P.
(c) Rajasthan
(d) Jammu & Kashmir
(e) Punjab and
(f) Himachal Pradesh

MADRAS

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Shri Uma Shanker

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Regional Chairman, Delhi
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MADRAS REGION

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Controller (E. P. Cell),
Representing the J.C.C.I.&E., Madras.

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Shri D. Dorairaj
Shri P. S. Kashyap
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Shri Y. N. Tiwary

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Representative from
The Hyderabad Asbestos Cement Products Ltd., Hyderabad
The Deputy Director (Export Promotion), Madras
The Assistant Iron & Steel Controller, Madras.

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Shri Brij Mohan Lal
Shri L. R. Mago
Shri V. P. Punj
Shri A. S. Rana
Shri O. P. Saraf
Shri W. N. Talwar
Shri K. Rajagopalan,
Development Officer (EPE), New Delhi
Shri S. K. Sen,
Joint Chief Controller of Imports and Exports, New Delhi
Shri I. S. Bedi,
Asstt. Controller of Imports and Exports, C.L.A., New Delhi
Shri S. B. Basu
Asstt. Iron & Steel Controller, New Delhi
The Director of Industries :

(a) Delhi
(b) Punjab
(c) U. P.
(d) Rajasthan
(e) Himachal Pradesh
(f) Jammu & Kashmir

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Shri H. C. Goel
Shri Mahabir Kapoor
Shri N. L. Khanna
Shri Romesh Khosla
Shri Lajpat Rai
Shri O. P. Saraf
Shri K. K. Sehgal
Shri Manmohan Singh
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The Director of Industries :

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(b) Punjab
(c) Rajasthan
(d) U. P.
(e) Himachal Pradesh
(f) Jammu & Kashmir

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Shri O. P. Saraf, Deputy Convenor
Shri Harish Bhargava
Shri Blinksworth
Shri H. C. Goel
Shri Rama Shanker Gupta
Shri K. G. Khosla
Shri Gandherv Sen
Shri K. Rajagopalan
Development Officer (EPE) Ministry of Commerce, New Delhi

Administration Sub-Committee

Shri S. S. Taluja, Convenor
Shri Brij Mohan, Deputy Convenor
Shri A. N. Ahuja
Shri L. R. Mago
Shri V. P. Punj

Replenishment Sub-Committee

Shri V. P. Punj, Convenor
Shri H. C. Goel, Deputy Convenor
Shri G. L. Gupta
Shri R. Handa
Shri O. P. Saraf
Shri R. L. Saxena
Shri A. N. Shoor
Shri K. Rajagopalan,
Development Officer (EPE), Ministry of Commerce, New Delhi
Representative of the Ministry of Steel & Mines, New Delhi
The Director of Industries :
(a) Delhi, (b) U. P., (c) Rajasthan, (d) Punjab, (e) Jammu & Kashmir and (f) Himachal Pradesh.

BOMBAY

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Shri M. L. Mansukhani
Shri M. M. Amersey
Shri P. V. Shah

Shri L. D. Char
Shri Sanat Shah
Shri V. Mehrotra
Shri C. N. Pradhan
Shri Sudhir Vora
Shri V. Narayan
Shri G. Raman
Shri H. R. Aslot
Shri M. G. Vohra
Shri H. N. Bhansali
Shri N. L. Jain
Shri P. P. Bawale
The Jt. Director (Export Promotion) Govt. of Maharashtra, Bombay
Director (Export Promotion) J. C. C. I. & E. Bombay
Dy. Iron & Steel Controller, Bombay

Registration and Entitlement Sub-Committee (Non-Ferrous and Stainless Steel)

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Shri A. K. Bhimani, Dy. Convenor

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Shri G. T. Shah
Shri S. H. Kotak
Shri Madanlal Gupta
Shri E. T. Kanthawala
Shri M. K. Kothari
The Jt. Chief Controller of Imports and Exports, Bombay
The Jt. Director (Export Promotion), Bombay
The Dy. Iron & Steel Controller, Bombay
The Director (Export Promotion) Govt. of Maharashtra, Bombay

Replenishment Sub-Committee

Shri N. D. Panjabi, Convenor
Shri M. M. Munshi, Dy. Convenor

Members

Shri F. X. A. D'Souza
Shri I. D. D'Souza
Shri B. V. Shah
Shri H. N. Khira
Shri F. S. Baldiwala
Shri S. P. Shah
Shri K. S. Nevatia
Shri H. T. Petiwala
Shri D. N. Mehta

Shri P. D. Dixit
Shri M. G. Valia
Shri V. K. Nevatia
Dr. R. G. Kulkarni
The Jt. Director (Export Promotion), Bombay
The Dy. Iron & Steel Controller, Bombay
The Director (Export Promotion), Govt. of Maharashtra, Bombay

Technical Sub-Committee

Shri E. T. Kanthawala, Convenor
Shri F. X. A. D'Souza, Dy. Convenor

Members

Shri I. D. D'Souza
Shri M. M. Munshi
Shri F. A. Jasdanwala
Shri A. K. Bhimani
Shri K. K. Joshi
Shri M. C. Sukhranwala

Administration Sub-Committee

Dr. B. V. Bhoota, Convenor
Shri N. D. Panjabi, Deputy Convenor

Members

Shri F. S. Baldiwala
Shri F. A. Jasdanwala
Shri Bharat G. Doshi
Shri E. T. Kanthawala
Shri C. R. Bondre
Shri N. D. Sahukar
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Complaints Sub-Committee

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Shri R. M. Mehta
Shri Rashid Munshi
The Jt. Director (Export Promotion), Bombay

Appendix II

SHIPPING FREIGHT CONCESSIONS ALLOWED DURING 1965-66

Commodity	Destination		Freight reduction		Basis
	From	To	From	To	
1	2	3	4	5	6
Textile Diesel Engines	Cochin	Persian Gulf Port (Lower)	Rs. 83.00	Rs. 57.00	Per C. M.
	-do-	Port (Upper)	Rs. 95.00	Rs. 68.00	Per C. M.
Bicycles	Bombay	USA/Canada	Sh. 353/6 Sh. 393/6	Sh. 250/- Sh. 283/-	Per C. M. Per 1000 Kg.
Aluminium Conductors	Calcutta, Visakhapatnam & Kakinada	Brunei (with transhipment)	Sh. 340/-	Sh. 230/-	Per 1000 Kg.
Mild Steel Bars	Bombay	Persian Gulf Ports	Rs. 70.00	Rs. 55.00	-do-
C. I. Manhole Covers	-do-	Damman	Rs. 85.00	Rs. 78.50 Rs. 72.00	-do- Per C. M.
Stoves, Blow lamps, Lanterns, Burners & spare parts	Bombay, Madras, Saurashtra Ports & Mormugao	Hong Kong	Sh. 164/-	Sh. 150/-	Per C. M.
Sewing Machines	East Coast of India	USA Pacific Ports	$ 82.45 $ 59.15	$ 39.00	Per 100 Kg. Per C. M.
Agricultural Implements & Parts N. O. S.	-do-	-do-	$ 82.45 $ 59.15	$ 44.25 $ 39.50	Per 100 Kg. Per C. M.
Iron & Steel Products, viz. Angles, Plain	Calcutta, Madras, Kakinada & Visakhapatnam	-do-	$ 82.45	$ 31.75	Per 1000 Kg.
Bars	Calcutta, Madras, Kakinada & Visakhapatnam	USA Pacific Ports	$ 82.45	$ 31.75	Per 1000 Kg.
Billets & Blooms	-do-	-do-	-do-	$ 30.00	-do-
Rails & accessories including Spikes	-do-	-do-	-do-	$ 32.75	-do-
Rods, Wire Welding	-do-	-do-	-do-	$ 34.50	-do- or C.M.
Rounds	Calcutta, Madras, Kakinada & Visakhapatnam	-do-	$ 82.45	$ 31.50	Per 1000 Kg. or C. M.
Slabs	-do-	-do-	-do-	$ 31.50	-do-
Plates	-do-	-do-	-do-	$ 31.50	-do-
Electric Cables Wires & Conductors	Bombay	Hong Kong	Sh. 164/-	Sh. 150/-	Per C. M.
-do-	Bombay	Malaysia	Sh. 143/-	Sh. 130/-	Per 1000 Kg. or C. M.
Mild steel, Round Bars, Rods, Steel Castings & Bright Steel Bars	Saurashtra, Bombay and Tuticorin	Bangkok (direct)	Sh. 135/-	Sh. 125/-	Per 1000 Kg.

Commodity	Destination		Freight reduction		Basis
	From	To	From	To	
1	2	3	4	5	6
Aluminium Sheets	India	Port Said & Suez	Sh. 235/- Sh. 210/- Sh. 247/-	Sh. 167/6 Sh. 150/- Sh. 180/-	Per 1000 Kg. Per C. M. Per 1000 Kg.
	-do-	Alexandria, Istanbul & Lattakia	Sh. 222/6	Sh. 162/6	Per C. M.
	-do-	Beirut & Piraeus	Sh. 255/- Sh. 230/-	Sh. 187/6 Sh. 170/-	Per 1000 Kg. Per C. M.
	-do-	Akaba, Algiers Izmir, Famagusta, Safaga, Sfax, Salonika, Tangier, Tripoli & Tunis	Sh. 260/- Sh. 235/-	Sh. 192/6 Sh. 175/-	Per 1000 Kg. Per C. M.
Pipe, Steel upto and including 4″ inside diameter strapped or bundled	West Coast of India	United States Atlantic and Gulf Ports	$. 90.75 $ 106.75	$ 26.50 (Contract) $ 31.00 (Non-contract)	Per 1000 Kg. -do-
Over 4″ inside diameter, loose or bundled	West Coast of India	United States Atlantic and Gulf Ports	$ 65.00 $ 90.75	$ 31.75 (Contract) $ 35.25 (Non-Contract)	Per C. M. Per 1000 Kg.
Over 4″ inside diameter, loose or bundled	-do-	-do-	$ 76.25 $ 106.75	$ 37.25 (Contract) $ 41.25 (Non-Contract)	Per C. M. Per 1000 Kg.
Steel Products including round bars, joists etc.	Calcutta	Main Australian Ports	Sh. 220/-	Sh. 200/-	Per 1000 Kg.
Electric Cables, Wires & Conductors of all sorts	Bombay	Malaysia	Sh. 130/-	Sh. 107/-	Per 1000 Kg./ C. M.
Mild Steel Bars	Bombay	Hong Kong	Sh. 105/-	Sh. 90/-	Per 1000 Kg.
Tools & Parts hand, not powered, including axes	East Coast of India Ports	USA Pacific Ports	$ 59.15	$ 35.25	Per C. M.
Pressure Stoves, Lanterns and spare parts	Bombay, Saurashtra & Tuticorin	Bangkok	Sh. 201/- (direct) Sh. 252/-	Sh. 175/- Sh. 235/- (with transhipment)	Per C. M. -do-
Wire Ropes Steel ½″ to 1-1/8″ dia.	Calcutta	Canada	Sh. 478/- Sh. 666/-	Sh. 308/6 Sh. 343/6	-do- Per 1000 Kg.
Barbed Wire in Coils	Calcutta	Aden	Rs. 100.00	Rs. 84.65 (less 10% deferred commission)	-do-
Tools & Parts not powered including axes (upto $ 1000 value per freighted ton)	Calcutta	Canada	Sh. 478/-	Sh. 235/-	Per C. M.
Wire Barbed in Coils	All Indian Ports	Port Said	Sh. 235/- Sh. 210/-	Sh. 162/6 Sh. 145/-	Per 1000 Kg. Per C. M.

Commodity	Destination		Freight reduction		Basis
	From	To	From	To	
1	2	3	4	5	6
Wire Barbed in Coils (Contd.)	All Indian Ports	Alexandria Istanbul & Lattakia	Sh. 247/6 Sh. 222/6	Sh. 175/- Sh. 157/6	Per 1000 Kg. Per C. M.
		Beirut & Piraeus	Sh. 255/- Sh. 235/-	Sh. 182/6 Sh. 165/-	Per 1000 Kg. Per C. M.
Wire Barbed in Coils	All Indian Ports	Akaba, Algiers, Famagusta, Izmir Safaga, Salonika, Sfax, Tangier, Tripoli & Tunis	Sh. 260/- Sh. 235/-	Sh. 187/6 Sh. 170/-	Per 1000 Kg. Per C. M.
Manhole Covers	India	Europe	Sh. 250/-	Sh. 195/- Sh. 175/- (Value not exceeding Rs. 1000 per freight ton)	Per 1000 Kg. Per C. M.
Batteries, Dry Cell	Calcutta, Visakhapatnam & Kakinada	Suva & Lautoka (with transhipment)	Sh. 469/-	Sh. 460/-	Per 1000 Kg.
Elec. Cables, Wires etc.	Bombay	Saigon	Sh. 222/- Sh. 273/-	Sh. 165/- (Direct) Sh. 212/- (with transhipment)	Per 1000 Kg/ C. M.
	Bombay	Bangkok	Sh. 201/- Sh. 252/-	Sh. 160/- (Direct) Sh. 212/- (with transhipment)	-do-
Conductors, Aluminium-packed	East Coast of India	U. S. Atlantic & Gulf Ports	$ 99.75 $ 117.25	$ 71.75 (Contract) $ 84.25 (Non-contract)	Per 1000 Kg. -do-
C. I. Pipes, Fittings & Manhole Covers	Calcutta	Australia	Sh. 288/6 Sh. 206/6	Sh. 200/- Sh. 175/-	Per 1000 Kg. Per C. M.
Mild Steel Round Bars	Bombay	Jeddah	Rs. 96.00	Rs. 80.00	Per 1000 Kg.
Centrifugal Pumps	Bombay	Assab. Massawa, & Djibouti	Rs. 114.00	Rs. 90.00	Per C. M.
	-do-	Aden	Rs. 109.00	Rs. 80.00	Per C. M.
	-do-	Jeddah, Mukalia	Rs. 143.00	Rs. 100.00	Per C. M.
Bailing Hoops	All Indian Ports	Port Said & Suez	Sh. 235/-	Sh. 140/- (Value n/e Rs. 800/- per 1000 kg.)	Per 1000 Kg.
				Sh. 162/6 (Value exceeding Rs. 800/- but n/e Rs. 1335/- per 1000/- kg.)	Per 1000 Kg.
Bailing Hoops	All Indian Ports	Port Said & Suez		Sh. 182/6 (Value exceeding Rs. 1335/- per 1000 kg.)	Per 1000 Kg.
	-do-	Alexandria, Istanbul & Lattakia	Sh. 247/-	Sh. 152/6 (Value n/e Rs. 800/- per 1000 kg.)	Per 1000 Kg.

Commodity	Destination		Freight reduction		Basis
	From	To	From	To	
1	2	3	4	5	6
Bailing Hoops (Contd.)	All Indian Ports	Alexandria, Istanbul & Lattakia		Sh. 175/- (Value exceeding Rs. 800/- but n/e Rs. 1335/- per 1000 kg.)	Per 1000 Kg.
				Sh. 195/- (Value exceeding Rs. 1335/- per 1000 kg.)	Per 1000 Kg.
	-do-	Beirut & Piraeus	Sh. 255/-	Sh. 160/- (Value n/e Rs. 800/- per 1000 kg.)	Per 1000 Kg.
				Sh. 182/6 (Value exceeding Rs. 800/- but n/e Rs. 1335/- per 1000 kg.)	Per 1000 Kg.
				Sh. 202/6 (Value exceeding Rs. 1335/- per 1000 kg.)	Per 1000 Kg.
	-do-	Akaba, Algiers, Izmir, Safaga, Salonika, Sfax, Tangier, Tripoli & Tunis	Sh. 260/-	Sh. 165/- (Value n/e Rs. 800/- per 1000 kg.)	Per 1000 Kg.
				Sh. 187/6 (Value exceeding Rs. 800/- but n/e Rs. 1335/- per 1000 kg.)	Per 1000 Kg.
				Sh. 297/6 (Value exceeding Rs. 1335/- per 1000 kg.)	Per 1000 Kg.
Wire Bailing	All Indian Ports	Port Said & Suez	Sh. 235/-	Sh. 182/6	Per 1000 Kg.
			Sh. 210/-	Sh. 165/-	Per C. M.
	-do-	Alexandria, Istanbul & Lattakia	Sh. 247/6	Sh. 195/-	Per 1000 Kg.
			Sh. 222/6	Sh. 177/6	Per C. M.
	-do-	Beirut & Piraeus	Sh. 255/-	Sh. 202/6	Per 1000 Kg.
			Sh. 235/-	Sh. 185/-	Per C. M.
	-do-	Akaba, Algiers, Famagusta, Izmir, Safaga, Salonika, Sfax, Tangier, Tripoli & Tunis	Sh. 260/-	Sh. 207/6	Per 1000 Kg.
			Sh. 235/-	Sh. 190/-	Per C. M.
Pipes & Tubes, Iron & Steel, Straight, wrought drawn	All Indian Ports	U.K./Continent	Sh. 172/6 (Bore n/e 50 mm)	Sh. 152/6	Per 1000 Kg.
			Sh. 187/6 (Bore n/e 4" 100 mm)	Sh. 167/6	-do-
Iron Shots & grits	Calcutta	U.K./Continent	Sh. 310/-	Sh. 152/6	Per 1000 Kg.
Mild Steel Bars & Rods	Bombay	Australian Main Ports	Sh. 209/-	Sh. 180/-	Per 1000 Kg.
Kerosene and Pressure Stoves including spare parts and Hurricane Lanterns	All Indian Ports	Port Said & Suez	Sh. 235/-	Sh. 182/6	Per 1000 Kg.
				Sh. 165/-	Per C. M.
	-do-	Alexandria, Istanbul & Lattakia	Sh. 247/6	Sh. 195/-	Per 1000 Kg.
				Sh. 177/6	Per C. M.

Commodity	Destination		Freight reduction		Basis
	From	To	From	To	
1	2	3	4	5	6
Complete Passenger Buses	Bombay, Saurashtra & Tuticorin	Straits	Sh. 355/-	Sh. 320/-	M. O. A.
		Bangkok	Sh. 498/- (direct)	Sh. 448/-	M. O. A.
		Saigon & Djakarta	Sh. 600/- (with transhipment)	Sh. 540/-	M. O. A.
Manhole Covers	Calcutta	Persian Gulf	Rs. 132.00	Rs. 120.00	Per 1000 Kg.
Iron & Steel Nails	All Indian Ports	U.K./Continent	Sh. 212/6	Sh. 195/-	-do-
Pressure Stoves, Lanterns & Spare parts	India	Akaba	Sh. 200/-	Sh. 190/-	Per C. M.
Pipes exceeding 12″ (300 mm) bore but not exceeding 15″ (375 mm) bore	All Indian Ports	Port Said & Suez	Sh. 235/-	Sh. 142/6	Per 1000 Kg.
	-do-	Alexandria, Istanbul & Lattakia	Sh. 247/6	Sh. 155/-	-do-
	-do-	Beirut & Piraeus	Sh. 255/-	Sh. 162/6	-do-
Pipes exceeding 12″ (300 mm)	All Indian Ports	Akaba, Algiers, Famagusta, Izmir, Salonika, Safaga, Sfax, Tangier, Tripoli & Tunis	Sh. 260/-	Sh. 167/6	Per 1000 Kg.
Pipe exceeding 15″ (375 mm) bore but n/e 18″ (450 mm) bore	-do-	Port Said & Suez	Sh. 235/-	Sh. 157/6	Per 1000 Kg.
	-do-	Alexandria, Istanbul & Lattakia	Sh. 247/6	Sh. 170/-	-do-
	-do-	Beirut & Piraeus	Sh. 255/-	Sh. 177/6	-do-
	-do-	Akaba, Algiers, Famagusta, Izmir, Safaga, Salonika, Sfax, Tangier, Tripoli & Tunis	Sh. 260/-	Sh. 182/6	-do-
Bolts, Nuts & Rivets	Calcutta	Manila	Sh. 232/-	Sh. 216/-	-do-
Hardware	Calcutta	Manila	Sh. 232/-	Sh. 216/-	-do-
Steel Rails	Calcutta	Port Sudan	Rs. 134.40	Rs. 76.50	-do-
Sewing Machines	Calcutta	Australia	Sh. 310/6 Sh. 222/-	Sh. 288/6 Sh. 206/6	-do- Per C. M.
Razor Blades	Calcutta	U.S.A. Atlantic	$ 77.25 $ 107.25	$ 59.25 $ 66.00	Per C. M. Per 1000 Kg.
Pipes & Tubes Metallic—all types of Metal value n/e Rs. 1000 per Frt. ton	All Indian Ports	Port Said & Suez	Sh. 235/- Sh. 210/-	Sh. 175/- Sh. 157/6	Per 1000 Kg. Per C. M.
	-do-	Alexandria, Istanbul & Lattakia	Sh. 247/6 Sh. 222/6	Sh. 187/6 Sh. 170/-	Per 1000 Kg. Per C. M.

Commodity	Destination		Freight reduction		Basis
	From	To	From	To	
1	2	3	4	5	6
Pipes & Tubes Metallic—(*Contd.*)	All Indian Ports	Beirut & Piraeus	Sh. 255/- Sh. 230/-	Sh. 195/- Sh. 177/6	Per 1000 Kg. Per C. M.
	-do-	Akaba, Algiers Famagusta, Izmir, Safaga, Salonika, Sfax, Tangier, Tripoli & Tunis	Sh. 260/- Sh. 235/-	Sh. 200/- Sh. 182/6	Per 1000 Kg. Per C. M.
Centrifugal Pumps	Bombay, Saurashtra Ports & Tuticorin	Bangkok (direct) Bangkok (with transhipment)	Sh. 201/- Sh. 252/-	Sh. 188/- Sh. 219/-	Per C. M. Per C. M.
Centrifugal Pumps	Bombay, Saurashtra Ports and Tuticorin	Saigon (Direct	Sh. 222/-	Sh. 208/-	Per C. M.
		Saigon (with transhipment)	Sh. 273/-	Sh. 261/-	Per C. M.
Diesel Engines Industrial & Agricultural	-do-	Bangkok (direct)	Sh. 201/-	Sh. 188/-	-do-
	-do-	Bangkok (with transhipment)	Sh. 252/-	Sh. 219/-	-do-
	-do-	Saigon (direct)	Sh. 222/-	Sh. 208/-	-do-
	-do-	Saigon (with transhipment)	Sh. 273/-	Sh. 261/-	-do-
Water Meters	-do-	Bangkok (direct) Bangkok (with transhipment)	Sh. 201/- Sh. 252/-	Sh. 188/- Sh. 219/-	-do- -do-
	-do-	Saigon (direct)	Sh. 222/-	Sh. 208/-	-do-
Bolts & Nuts packed both in cases as well as in bags.	India	U.S.A.	$ 99.75	$ 39.25	Per 1000 Kg.
Steel Bars	East Coast of India	U. S. Atlantic & Gulf Ports	$ 107.25 (Contract)	$ 32.50	Per 1000 Kg.
			$ 126.00 (Non-contract)	$ 38.00	-do-
Spray Painting Guns	Saurashtra Ports, Bombay and Tuticorin	Saigon (direct)	Sh. 273/-	Sh. 222/-	Per 1000 Kg. or C. M.
Kerosene Lanterns & Hurricane	West Coast of India	U. S. A. Atlantic Gulf Ports	$ 59.25 (Contract)	$ 45.00	Per C. M.
			$ 69.50 (Non-contract)	$. 52.75	-do-
C. I. Frying Pans	Calcutta, East Coast of India	U. S. A.	$ 77.25 (Contract)	$ 35.25	-do-
			$ 77.25 (Non-contract)	$ 41.25	-do-
			$ 107.25 (Contract)	$ 39.25	per 1000 Kg.
	Calcutta, East Coast of India	U. S. A.	$ 107.25 (Non-Contract)	$ 46.00	Per 1000 Kg.
Wire Mesh	West Coast of India	U. S. A. Atlantic & Gulf Ports	$ 71.50 (Contract)	$ 27.50	Per C. M.

Commodity	Destination		Freight reduction		Basis
	From	To	From	To	
1	2	3	4	5	6
Wire Mesh—*(Contd.)*			$ 84.00 (Non-contract)	$ 32.25	Per C. M.
			$ 99.75 (Contract)	$ 30.50	Per 1000 Kg.
			$ 117.50 (Non-contract)	$ 35.75	-do-
Appliances, Electrical Household	Calcutta, East Coast of India	U. S. A. Atlantic & Gulf Ports	$ 77.25 (Contract)	$ 59.25	Per C. M.
			$ 90.75 (Non-contract)	$ 69.50	-do-
			$ 107.25 (Contract)	$ 66.00	Per 1000 Kg.
			$ 126.00 (Non-contract)	$ 77.50	-do-
Lamps & Parts	-do-	-do-	-do-	-do-	-do-
Lighting Fixtures and Parts	-do-	-do-	-do-	-do-	-do-
Lock Smithware	-do-	-do-	-do-	-do-	-do-
Tools, Machine and Parts	-do-	-do-	-do-	-do-	-do-
Metal Fastenings (bolts, nuts etc)	-do-	-do-	$ 44.50 (Contract)	$ 39.25	-do-
			$ 52.25 (Non-contract)	$ 46.00	-do-
Pipes or Tubes, Steel (upto and including 4" outside diameter)	-do-	U. S. A. Atlantic & Gulf Ports	$ 28.50 (Contract)	$ 27.50	-do-
			$ 33.50 (Non-contract)	$ 32.50	-do-
Sewing Machines, heads and Parts	East Coast of India and Calcutta	-do-	$ 42.00 (Contract)	$ 39.00	Per C. M.
			$ 49.25 (Non-contract)	$ 45.25	-do-
			$ 46.75 (Contract)	$ 43.50	Per 1000 Kg.
			$ 55.00 (Non-contract)	$ 51.00	-do-
Tools & Parts hand not powered including axes	-do-	-do-	$ 38.00 (Contract)	$ 35.25	-do-
			$ 44.50 (Non-contract)	$ 41.25	-do-

Appendix—III

THE SUPPLY OF THE FOLLOWING QUANTITIES OF STEEL, PIG IRON AND TINPLATE TO THE FABRICATORS HAS BEEN RECORDED DURING THE YEAR UNDER REVIEW

Month	Durgapur	Bhilai	Rourkela	IISCO	TISCO	Total	Durgapur	Bhilai	Total
1	2	3	4	5	6	7	8	9	10
April 1965	...	225.00	2095.00	...	210.00	2530.00	2562.00	1705.00	4267.00
May 1965	...	...	2575.00	642.00	881.00	4098.00	1158.00	1416.00	2574.00
June 1965	...	...	359.00	645.00	274.00	1278.00	2542.00	1482.00	4024.00
July 1965	...	...	149.00	255.00	146.00	550.00	1343.00	2809.00	4152.00
August 1965	23.00	...	206.00	408.00	3453.00	4090.00	802.00	431.00	1233.00
September 1965	66.00	20.00	477.00	593.00	1080.00	2236.00	945.00	217.00	1162.00
October 1965	216.00	317.00	725.00	524.00	906.00	2688.00	95.00	1459.00	1554.00
November 1965	957.00	637.00	2579.00	568.00	1260.00	6001.00	738.00	566.00	1304.00
December 1965	...	100.00	3064.00	640.00	3763.00	7567.00	859.00	1987.00	2796.00
January 1966	...	220.00	712.00	594.00	2734.00	4260.00	183.00	661.00	844.00
February 1966	326.00	...	752.00	990.00	1595.00	3663.00	855.00	545.00	1400.00
March 1966	626.00	292.00	5995.00	856.00	2358.00	10127.00	93.00	555.00	648.00
TOTAL	2214.00	1811.00	19688.00	6715.00	18660.00	49088.00	12175.00	13783.00	25958.00

Auditors' Report to the Members

We have audited the Balance Sheet of ENGINEERING EXPORT PROMOTION COUNCIL (Limited by Guarantee) as at 31st March, 1966 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) Certain entries in the accounts of the Duesseldorf Branch, which require further clarification have been brought to the notice of the Working Committee and the same are under further checking by the Council. Necessary adjustments, we have been told, will be made in the accounts on receipt of further details/information from the said Branch.

(3) 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 the case of the Balance Sheet, subject as aforesaid, of the state of affairs of the Council as at 31st March, 1966 and

(b) In the 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 (as amended) have been kept by the Council so far as appears from our examination of those books. Proper returns adequate for the purpose of our audit have been received from Indian & Foreign Branches which have not been visited by us ; and

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

1-B, Old Post Office Street,
Calcutta, the 3rd day of November, 1966.

SINGHI & CO.
Chartered Accountants.

As at 31.3.65 Rs. P.	LIABILITIES	Rs. P.	Rs. P.
	RESERVE AND SURPLUS :—		
	INCOME & EXPENDITURE ACCOUNT—		
6,25,226.35	As per last Balance Sheet	2,58,945.25	
— 3,66,281.10	*Add :* Balance being excess of Income over Expenditure for the year transferred from Income & Expenditure Account	545.01	2,59,490.26
2,58,945.25			
	CURRENT LIABILITIES & PROVISIONS :—		
	(A) CURRENT LIABILITIES—		
1,31,600.00	Grant-in-aid received in advance against Rent	—	
4,06,463.11	Sundry Creditors	5,35,605.74	
2,00,000.00	Amount due to Marketing Development Fund (since paid)	—	
1,16,103.81	Unspent Contribution of Joint Foreign Publicity Scheme	65,516.68	
19,000.00	Subscription received in advance	45,000.00	
13,025.00	Contribution received in advance towards Exhibition	30,900.00	
36,065.24	Liability for excess of Cheques drawn over Bank Balance (Book Overdraft)	2,10,781.10	
—	Temporary Overdraft from Bank	5,192.32	
9,039.28	Other Advances	2,450.86	
1,40,837.37	Other Finance (Suspense)	1,41,860.18	
2,43,200.00	Marketing Development Fund	5,02,286.57	
94,178.06	Provident Fund Trust Fund (partly deposited as per contra)	1,45,874.22	
	(B) PROVISIONS—		
—	Staff Gratuity Fund (not specifically invested)	25,000.00	
61,733.19	For Expenses	1,24,266.14	18,34,733.81
17,30,190.31	Carried over		20,94,224.07

PROMOTION COUNCIL

GUARANTEE)

AS AT 31st MARCH, 1966

As at 31.3.65 Rs. P.	ASSETS		Rs. P.	Rs. P.
	FIXED ASSETS :—			
2,50,019.76	As per Schedule 'A' annexed			3,38,970.23
	CURRENT ASSETS, LOANS & ADVANCES :—			
	(A) CURRENT ASSETS—			
	Stock of Paper, Publications and Stationery (Paper and Stationery at cost and publications at selling price except a publication titled "Prosperity Through Export" which has been valued at realisations upto 30-9-66) (As taken, valued & certified by the			
43,295.62	Management)		27,743.53	
	Sundry Debtors (Unsecured) Debts outstanding for a period exceeding six months :			
	Considered Good	95,682.24		
36,238.97	Considered Doubtful and not provided for	7,546.02		
			1,03,228.26	
	Other Debts (Considered Good)			
52,415.05	Sundry Bills		77,700.47	
10,053.02	Contributions Receivable (exceeding six months)		26,353.60	
23,756.90	Cash Balance on hand (including at Foreign Offices Rs. 1,942.68 and Postage Stamps Rs. 17.94)		5,189.74	
4,76,672.00	Cheques in hand		3,00,539.28	
1,36,646.25	Money-in-Transit		1,07,000.00	
	Balances with Scheduled Banks—			
	In India	19,134.15		
	at Foreign Offices	6,145.63		
91,004.63	Non-Scheduled Banks at Foreign Offices	1,568.87		
			26,848.65	
11,20,102.20	Carried over		6,74,603.53	3,38,970.23

As at 31.3.65 Rs. P.	LIABILITIES	Rs. P.	Rs. P.
17,30,190.31	Brought forward		20,94,224.07

CONTINGENT LIABILITY NOT PROVIDED FOR—

In respect of advertisement Bills under Joint Foreign Publicity Scheme and not yet ascertained Rs. 32,758.34 P. (Previous year Rs. 1,16,103.81 P.)

NOTES :—

(1) Foreign Currency has been converted as follows at pre-devaluation rates of Exchange—
   (a) West Germany D. M. .84 = Re. 1/-
   (b) Straits Dollar 1 = Rs. 1.55P.
   (c) East African Currency Sh. 1-6d=Re.1/-
   (d) Lebanese Currency 66 Piastras=Re.1/-
   (e) United Kingdom £. 1 = Rs. 13.55 P.
   (f) United States of America U.S. $1 = Rs. 4.75 P.

(2) Every member of a Company other than the Officials of Government, undertakes to contribute to the assets of the Company in the event of the same being wound up during the time that he is a Member, or within one year afterwards, for payment of the debts and liabilities of the Company contracted prior to the date on which he ceases to be a member and of the costs, charges and expenses of winding up the same, and for adjustment of the rights of the contributories amongst themselves, such amount as may be required not exceeding Rs. 500/-.

(3) Advances include amount due from Vice-Chairman Rs. 5.89 (since paid). Maximum balance at any time during the year Rs. 424.75 P.

(4) Estimated value of Contracts remaining to be executed on Capital account and not provided for Rs. 18,000/- (Advance paid Rs. 2,000/- by deposit in Savings Bank Account and Pass Book deposited with with Vehicle Supplier).

(5) Advances include Rs. 1,20,000/- for the construction of permanent Exhibition in Delhi. Though construction completed within the year but expenses not provided as Exhibition starts from 1st April, 1966.

17,30,190.31			20,94,224.70

PROMOTION COUNCIL

GUARANTEE)

AT 31st MARCH, 1966

As at 31.3.65 Rs. P.	ASSETS	Rs. P.	Rs. P.
11,20,102.20	Brought forward	6,74,603.53	3,38,970.23
	CURRENT ASSETS, LOANS & ADVANCES (*Cont'd*)		
	(A) CURRENT ASSETS—(*Cont'd*)		
	Maximum amount due from Non-Scheduled Banks at Foreign Offices at any time during the year—		
	Deutsche Bank, Duesseldorf 147.98		
	Dresdner Bank, Duesseldorf 44.05		
	The First National Bank of Chicago, Chicago 39,900.95		
	The British Bank of Middle East, Beirut 20,292.65		
—	Post Office Savings Bank Account	2,000.00	
2,43,200.00	Balance with a Scheduled Bank (For Marketing Development Fund)	5,02,286.57	
90,215.90	Provident Fund Bank Account with State Bank of India	1,41,374.33	
			13,20,264.43
	(B) LOANS & ADVANCES— (Unsecured, Considered Good)		
1,30,402.83	Advances (recoverable in cash or in kind or for value to be received and/or to be adjusted)	3,11,827.78	
3,245.93	Units in Franking Machine	2,407.75	
13,659.60	Prepaid Expenses	12,594.38	
1,24,667.60	Security Deposits (including Foreign Offices Deposits Rs. 21,600.23 P. of which Rs. 7,000.00 P. is under dispute)	1,03,403.69	
4,696.25	Suspense Pending Adjustments	4,755.81	
			4,34,989.41
17,30,190.31			20,94,224.07

As per our report annexed

1-B, Old Post Office Street,
Calcutta, the 3rd day of November, 1966.

SINGHI & CO.
Chartered Accountants

For the year ended 31.3.65

EXPENDITURE

Rs. P.		Rs. P.	Rs. P.
	To ADMINISTRATION WITHIN INDIA		
3,24,973.64	Salaries & Allowances (including Staff Welfare Rs. 15,340.30 P. and Provident Fund Rs. 12,999.19 P.)	3,79,701.51	
—	Ad-Hoc Provision for Gratuity	25,000.00	
1,25,971.75	Rent	1,67,208.88	
1,16,795.02	Printing, Stationery, Postage & Telegrams, Telephones etc.	1,13,326.88	
2,687.35	Electricity	7,810.82	
—	Chairman & Secretary's visit to Foreign Office & Other Foreign Countries	34,078.64	
33,623.04	Travelling & Conveyance	31,806.64	
8,336.60	Motor Car Up-keep	9,616.80	
66,587.90	Miscellaneous Expenses (including Brokerage for premises Rs. 11,350/-)	45,391.22	
2,09,938.25	Regional Office Expenses (as per Schedule 'B')	3,61,641.55	
			11,75,582.94
	,, ADMINISTRATION OUTSIDE INDIA		
4,24,280.47	Foreign Office Expenses (as per Schedule 'B')		5,80,976.31
	,, TRADE DELEGATION & STUDY TEAMS		
5,06,032.46	(including total expenses for tours commenced during the year but completed in 1966-67 inclusive of unsupported vouchers as approved by the Working Committee and provision Rs. 30,395.73P.)		4,35,533.14
	,, PROPAGANDA OUTSIDE INDIA		
	Advertisement 79,420.76		
53,927.08	*Less :* Sales of Calendars 12,035.00	67,385.76	
4,66,062.68	Joint Foreign Publicity	5,29,985.94	
23,39,216.24	Carried over	5,97,371.70	21,92,092.39

PROMOTION COUNCIL

GUARANTEE)

FOR THE YEAR ENDED 31st MARCH, 1966

INCOME

For the year ended 31.3.65 Rs. P.		Rs. P.	Rs. P.
	BY MEMBERSHIP SUBSCRIPTION (including Rs. 9,500/- for 1964-65 and Rs. 1,000/- for 1963-64)		
3,31,500.00			4,61,000.00
	,, SPECIAL CONTRIBUTION		
	Towards Joint Foreign Publicity Scheme transferred from last year's Account	1,16,103.81	
	Less : Amount forfeited	21,550.91	
		94,552.90	
	Add : Contribution received during the year	3,24,287.74	
		4,18,840.64	
2,33,031.33	*Less* : Unspent Balance carried forward	65,516.68	
			3,53,323.96
—	J. F. P. Contribution forfeited Towards Trade Delegations & Study Teams Expenses	3,45,081.25	24,550.88
	Add : Transferred from last year's Account	26,412.00	
		3,71,493.25	
	Less : Carried forward for adjustments against Study Teams Expenses to be		
3,70,294.17	incurred in 1966-67	43,705.00	
			3,27,788.25
	,, GRANTS RECEIVED UNDER MARKETING DEVELOPMENT FUND BROUGHT FORWARD FROM LAST YEAR	60,758.89	
	Received during the year	34,08,927.00	
		34,69,685.89	
	Add : Refund against previous year's disbursements	156.20	
		34,69,842.09	
	Less : Disbursements	29,67,555.52	
		5,02,286.57	
—	*Less* : Carried over to Balance Sheet	5,02,286.57	—
	,, GRANT-IN-AID FROM GOVERNMENT OF INDIA (including Grant-in-Aid for Rent		
12,10,885.00	Rs. 1,31,600/-)		19,44,971.00
1,701.96	,, MISCELLANEOUS RECEIPTS		3,827.03
21,47,412.46	Carried over		31,15,461.12

For the year ended 31.3.65 Rs. P.	EXPENDITURE		Rs. P.	Rs. P.
23,39,216.24	Brought forward		5,97,371.70	21,92,092.39
	TO PROPAGANDA OUTSIDE INDIA (*Cont'd*)			
	Brochures, Leaflets, Directory, Overseas Journal & Foreign Publications (after adjustment of stocks and including cost of Blocks)	3,08,798.53		
32,792.73	*Less :* Sales and advertisement receipts	2,00,178.74		
			1,08,619.79	
10,100.53	Exhibition (including Hanover Fair Expenses Rs. 62,062.44 P.)		78,138.09	
8,569.41	Entertainment to Foreign Delegations etc. in India		6,926.74	
606.50	Showroom & Trade Centre		—	
				7,91,056.32
	,, PROPAGANDA WITHIN INDIA			
37,961.69	Advertisement		34,895.81	
	Home Bulletin (after adjustment of Stocks)	55,322.64		
35,601.73	*Less :* Sales and advertisement receipts	13,010.58		
			42,312.06	
	*Journal & Books (after adjustment of stocks)	49,506.32		
4,409.80	*Less :* Sales of Publication	16,938.85	32,567.47	
92.50	Exhibitions		69,283.45	
12,142.81	Entertainment		3,079.41	
—	Market Study & Research Programme		1,157.39	
2,893.26	Samples		1,363.87	
				1,84,659.46
24,84,387.20	Carried over			31,67,808.17

*including expenses for Book Prosperity through export

PROMOTION COUNCIL

GUARANTEE)

FOR THE YEAR ENDED 31st MARCH, 1966

For the year ended 31.3.65 Rs. P.	INCOME	Rs. P.	Rs. P.
21,47,412.46	Brought forward		31,15,461.12
—	BY SPECIAL CONTRIBUTION FROM WEST GERMAN GOVT. TOWARDS HANOVER FAIR EXPENSES		23,809.51
	,, SPECIAL CONTRIBUTIONS FOR		
—	Permanent Exhibitions	80,375.00	
	Hanover Fair	16,500.00	
			96,875.00
	,, RECEIPTS FROM SALE OF DRILL		
	Sale Proceeds (including Closing Stock Rs. 293/-)	3,459.44	
113.29	*Less* : Cost of Paper and Printing Charges	3,122.50	
			336.94
3,623.52	,, PROFIT ON SALE OF OFFICE CAR		—
—	,, SUNDRY CREDIT BALANCES & EXCESS PROVISIONS WRITTEN BACK		9,557.22
4,767.11	,, INTEREST ON SHORT TERM CALL DEPOSIT		—
—	,, INTEREST ON POST OFFICE SAVINGS BANK ACCOUNT		29.34
3,66,281.10	,, BALANCE—being excess of Expenditure over Income transferred to Balance Sheet		—

NOTES :—

(1) All unutilised Air Passage and unspent Travellers cheques in respect of Study Teams & Delegations are adjusted in the account as and when received.

(2) Subscriptions due from Members for 1964-65 and 1965-66 amounting to Rs. 46,500/- not accounted for as their dues were not received till date.

(3) Salary & Allowances, Regional & Foreign Offices expenses include Provident Fund Contributions Rs. 21,883.21 P.

25,22,197.48	Carried over	32,46,069.13

ENGINEERING EXPORT

(LIMITED BY

INCOME & EXPENDITURE ACCOU

For the year ended 31.3.65 Rs. P.	EXPENDITURE	Rs. P.	Rs. P.
24,84,387.20	Brought forward		31,67,808.17
	To Sundry Adjustments (relating to previous year)		
	Debit	29,061.30	
489.38	Credit	3,196.33	
			25,864.97
—	,, Interest on Temporary Bank overdraft		43.67
	,, Auditors' Remuneration		
	Audit Fee	4,000.00	
4,102.00	In Other Capacity	856.00	
			4,856.00
—	,, Loss on sale of Office Equipment		158.73
33,218.90	,, Depreciation and Write Offs		46,792.58
	,, Balance—being excess of Income over Expenditure transferred to Balance Sheet		
—			545.01
25,22,197.48			32,46,069.13

PROMOTION COUNCIL

GUARANTEE)

FOR THE YEAR ENDED 31st MARCH, 1966

For the year ended 31.3.65 Rs. P.	INCOME	Rs. P.	Rs. P.
25,22,197.48	Brought forward		32,46,069.13

NOTES :—(Cont'd)

(4) Propaganda outside India Account—Joint Foreign Publicity includes payment during the year for previous years Rs. 1,821.50 P.

(5) Trade Delegations and Study Teams expenses include Rs. 3,679.29 P. against which the contribution of Rs. 6,000/- credited in the Income & Expenditure Account of the previous year.

(6) Grant-in-Aid from Government of India includes Rs. 63,371.00 P. against previous year, the balance received/adjusted during the year on ad-hoc basis amounting to Rs. 18,81,600/-

(7) Sale of Publications have been taken on Cash Basis

(8) Share of Recurring expenditure of Permanent Exhibition at Calcutta has been accounted for under the following heads :

Salaries	Rs.	4,487.46 P.
Printing, Postage etc.	Rs.	91.43 P.
Electricity	,,	2,800.96 P.
Miscellaneous Expenses	,,	747.06 P.

(9) Exhibitions Rs. 69,283.45 P. includes Rs. 46,719.47 P. being construction cost of Permanent Exhibition at Calcutta written off

(10) Stock of Publications lying at Branch Offices have not been adjusted.

(11) Previous year's figures have been regrouped wherever found necessary

25,22,197.48	32,46,069.13

As per our report annexed

1-B, Old Post Office Street,
Calcutta, the 3rd day of November, 1966.

SINGHI & CO.
Chartered Accountants.

SCHEDULE "A" of FIXED ASSETS annexed to and forming part of the Balance Sheet as at 31st March, 1966

Description	Cost to 31.3.1965	Additions during the year	Sales/adjustments during the year	Total Value of Assets to 31.3.1966	DEPRECIATION AND WRITE OFFS				Net Value as at 31.3.1966 as per Balance Sheet	Net Value as at 31.3.1965 as per last Balance Sheet
					Upto 31.3.1965	For the year	Less on sales adjustments	Total upto 31.3.1966		
	Rs. P.	Rs. P.	Rs. P.	Rs. P.	Rs. P.	Rs. P.	Rs. P.	Rs. P.	Rs. P.	Rs. P.
Motor Car and Other Vehicles	70,480.62	323.95	—	70,804.57	24,343.76	9,275.28	—	33,619.04	37,185.53	46,136.86
Furniture, Fixtures, Electric Fittings, Office Equipment, Air Conditioner, Telephone Installation etc.	*2,79,759.58	96,685.97	2,677.52	3,73,768.03	79,071.03	31,672.86	80.00	1,10,663.89	2,63,104.14	2,00,688.55
Assets under Joint Ownership with other Export Promotion Councils	—	40,806.95	—	40,806.95	—	5,304.93	—	5,304.93	35,502.02	—
Library	6,576.94	523.70	—	7,100.64	3,382.59	539.51	—	3,922.10	3,178.54	3,194.35
Total	3,56,817.14	1,38,340.57	2,677.52	4,92,480.19	1,06,797.38	46,792.58	80.00	1,53,509.96	3,38,970.23	2,50,019.76
Figures for the Corresponding previous year as at 31.3.1965	2,23,214.80	1,36,044.14	12,441.80	3,56,817.14	82,248.80	33,218.90	8,670.32	1,06,797.38	2,50,019.76	

NOTES :— (1) Profit or Loss on sale of Furniture has been adjusted wherever the original cost is ascertainable.
*(2) Furniture etc. include Deposit with P. & T. Department for Telephone Installation under O.Y.T. Scheme Rs. 4,500/- (original amount), written off proportionately,

ENGINEERING EXPORT PROMOTION COUNCIL
LIMITED BY GUARANTEE

SCHEDULE "B" annexed to and forming part of the Income & Expenditure account for the year ended 31st March, 1966.

OFFICES	EXPENSES				Total	For the year ended 31.3.1965
	Salary	P. F. Contributions	Rent	Miscellaneous		
	Rs. P.	Rs. P.	Rs. P.	Rs. P.	Rs. P.	Rs. P.
I. REGIONAL OFFICES						
(1) Bombay	82,089.75	2,621.90	67,806.45	52,301.51	2,04,819.61	1,15,391.97
(2) New Delhi	49,033.22	1,451.11	18,471.67	23,222.27	92,178.27	49,488.57
(3) Madras	36,468.58	1,215.33	12,431.94	14,527.82	64,643.67	45,057.71
Total	1,67,591.55	5,288.34	98,710.06	90,051.60	3,61,641.55	2,09,938.25
II. FOREIGN OFFICES						
(1) London	49,786.46	876.11	33,020.77	56,089.26 (including Brokerage Rs. 3,289.37)	1,39,772.60	91,864.88
(2) Duesseldorf	51,535.78	874.20	41,785.20	50,758.40	1,44,953.58	1,22,754.27
(3) Beirut	36,305.44	714.41	10,674.22	35,696.91	83,390.98	64,744.77
(4) Singapore	38,977.68	587.27	15,438.00	23,053.99	78,056.94	74,461.97
(5) Nairobi	25,116.70	543.69	11,888.66	23,545.29	61,094.34	70,454.58
(6) Chicago	22,194.65	393.50	18,959.41	32,160.31	73,707.87	—
Total	2,23,916.71	3,989.18	1,31,766.26	2,21,304.16	5,80,976.31	4,24,280.47

ENGINEERING EXPORT PROMOTION COUNCIL

	Telephone	Telegram
Head Office :		
Engineering Export Promotion Council, 14/1B, Ezra Street, Calcutta-1	34-7896 (2 lines) 34-8454 (3 lines)	OCEANBORNE
Regional Offices :		
BOMBAY Engineering Export Promotion Council, Commerce Centre (2nd floor), Tardeo Road, Bombay-34	37-1425	OCEANBORNE
MADRAS Engineering Export Promotion Council, Sire Mansion (3rd floor), 123, Mount Road, Madras-6	87501	OCEANBORNE
NEW DELHI Engineering Export Promotion Council, D-55, Defence Colony, New Delhi-3	75442	ENEXPROM
Foreign Offices :		
BEIRUT (LEBANON) Engineering Export Promotion Council (India), Comestra Building, (Opp. Mobil Offices) Wardieh Square, Beirut (Lebanon)	24-8369 24-4423	ENPROCIL
CHICAGO (U.S.A.) Engineering Export Promotion Council (India), 333, North Michigan Ave. Suite 514 Chicago, Illinois 60601 (U.S.A.)	236-2162 (Area Code 312)	ENEXPROCIL
DUESSELDORF (WEST GERMANY) Engineering Export Promotion Council (India), Indische Technische Handelsberatung, 4, Duesseldorf, Immermannstr. 59, Duesseldorf (West Germany)	35-9277	OCEANBORNE
LONDON Engineering Export Promotion Council (India), Rooms 18 to 21, 2nd floor, Berkeley Square House, Berkeley Square, London-1	Hyde Park 9808	INDENGG
NAIROBI (KENYA) Engineering Export Promotion Council (India), P.O. Box No. 2030, St. George House, Parliament Road, Nairobi (Kenya)	26080	ENPROCIL
SINGAPORE Engineering Export Promotion Council (India), 2/1B, Amber Mansions, Orchard Road, P.O. Box 6, Killeney Road, Post Office, Singapore-9	35457	OCEANBORNE


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