12th Annual Report

of the Working Committee

for the year ended 31st March 1967

ENGINEERING EXPORT PROMOTION COUNCIL

World Trade Centre,

14/1B, Ezra Street, Calcutta-1

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Report of the Working Committee

The Committee have pleasure in presenting this report for the year ended 31st March, 1967. The Committee was constituted at the Annual General Meeting held on the 21st November, 1966 and the report that follows covers the period from the 1st April, 1966 to the 31st March, 1967.

ADMINISTRATION

WORKING COMMITTEE

The Working Committee consisted of the following members :

Chairman :

Shri R. L. Rajgarhia

Vice-Chairmen :

Shri G. N. Khaitan — Shri M. L. Shroff

Other Members :

Shri B. S. Agarwal
Shri Raman Bhai Amin/Shri L. N. Birla
Shri A. N. Ahuja
Shri A. K. Bhattacharya
Shri C. R. Bondre
Shri K. L. Chowdhary
Shri S. K. De
Dr. U. P. Ganguly
Shri K. K. Jajodia
Shri S. N. Khaitan
Shri V. P. Malhotra
Shri A. Mowjee
Shri V. K. Nevatia
Shri K. Prosad
Lala Charat Ram
Shri D. D. Saraff
Shri S. P. Saha
Shri S. Singh Roy
Shri Chandubhai C. Udeshi
Dr. Ram Gopal Agarwal
Shri Nagendra Bahadur/Shri S. Sahay
Shri Ghanshyamdas Binani
Shri M. C. Chopra
Shri B. L. Dalmia
Shri M. Dhar
Shri R. R. Handa
Shri B. K. Jhawar
Shri N. Krishnaswamy
Shri H. N. Mirchandani
Shri S. D. Nagpal
Shri N. D. Panjabi
Shri C. N. Pradhan
Shri S. N. Rungta
Shri O. P. Saraff
Shri A. K. Sen
Shri W. N. Talwar

COMMITTEE OF ADMINISTRATION

The Committee of Administration consisted of the following members and held 12 meetings during the year under review :

Chairman

Shri R. L. Rajgarhia

Vice-Chairmen

Shri G. N. Khaitan — Shri M. L. Shroff

Other Members

Shri B. S. Agarwal	Shri A. K. Sen
Shri S. N. Rungta	Shri K. L. Chowdhury
	Shri D. D. Saraff
Shri S. P. Saha	Shri S. Sahay

REGIONAL COMMITTEES AND SUB-COMMITTEES

The list of members of the Regional Committees and Sub-Committees is given in Appendix-I.

REGIONAL CHAIRMAN AND DEPUTY CHAIRMAN

Western Region

Dr. B. V. Bhoota : ... *Chairman*

Shri N. D. Panjabi : ... *Deputy Chairman*

Northern Region

Shri Brijmohan Lall : ... *Chairman*

Shri W. N. Talwar : ... *Vice-Chairman*

Southern Region

Shri A. M. M. Arunachalam : ... *Chairman*

Shri K. Easwaran, Shri K. P. Ramaswamy : ... *Deputy Regional Chairmen*

SECTION I

CERTAIN IMPORTANT DEVELOPMENTS DURING THE YEAR

Projection of Export Target by 1970-71

Although export of engineering products have increased from nearly Rs. 4 crores (pre-devaluation) to Rs. 30 crores (post-devaluation) in the course of the last one decade, our contribution to total export effort has so far been insignificant. In terms of total production of fabricated engineering products, our exports have been less than 2 per cent. A careful thought was, therefore, given to the need for stepping up export of engineering goods during the year under review. It was felt that while every possible effort should be made to ensure that exports increased in general, concentrated efforts should be made in respect of selected items and selected areas. At the suggestion of Shri K. B. Lall, Union Commerce Secretary, the Chairman Shri R. L. Rajgarhia submitted a memorandum to the Government projecting a target of Rs. 100 crores by 1970-71. The projection was as follows :

Items		Target 1970-71 (Rs. in crores)
Railway Wagons		10
Wire Ropes, Wires and Barbed wire		10
M.S. Pipes		10
Heavy Engineering :		10
(a) Cranes, hoists, lift and elevators	3	
(b) Excavators	3	
(c) Road Rollers & other heavy engineering items	4	
Total ..	10	
Machine tools		5
Iron & steel castings		5
Cutting tools and hand tools		5
Automobiles & auto-parts		5
Diesel engines and pumps		5
Bicycles		5
Electric wires & cables		10
Structural fabrication		6
(a) Transmission line towers	3	
(b) Heavy structurals such as bridges, sheds, hangers etc.	3	
	6	
Railway track materials		5
Electric motors, transformers, generators etc.		3
Industrial Plant :		10
(a) Paper		
(b) Cement		
(c) Sugar		
(d) Chemical		
(e) Tea		
(f) Textile		
Total ..		104

In his memorandum to the Government, the Chairman pointed out that the target could be achieved only if some basic problems of the industry were attended to. Subsequently, the Committee of Administration and the Working Committee had the opportunity to consider the memorandum in greater details and formulate their views, so that targets laid down were achieved. In pursuance of the direction given by the Working Committee, detailed discussions were held with leading manufacturers of slected items as well as with different panels. By and large, the targets communicated to the Government were approved by the panels. In some cases, the targets were revised even upwards. The projection of the target of Rs. 100 crores for 1970-71 and highlighting the problems of the industry created a keen interest in the Government as well as the industry. The Secretary, Ministry of Commerce, Shri K. B. Lall, complimented the efforts of the Council and asked it to take suitable action to ensure that the target was achieved. He offered his as well as his Officers' support and co-operation in overcoming the problems facing the industry. We have pleasure in reporting that the projection of a respectable target and presentation of the problems of the industry in unambiguous terms went a long way in getting various concessions and necessary assistance from the Government, references about which have been made at appropriate places in the course of this report.

Devaluation

The most important development during the year under review was devaluation of rupee effective from 6th June, 1966. The main purpose for devaluation was to give a boost to export and restrain imports. Simultaneously with the announcement of devaluation, Export Promotion Schemes which were in vogue were withdrawn. Immediately after the announcement, the Chairman Shri R. L. Rajgarhia led a delegation to wait upon the then Union Minister of Commerce, Shri Manubhai Shah.

The problems arising out of withdrawal of facilities consequent upon devaluation were explained to the Minister. It was pointed out that unless the revised scale of assistance was on par with the facilities available prior to devaluation, exports would receive a serious set-back. Attention of the Minister was drawn to the fact that since many of the engineering products required imported materials, the gains of devaluation would be substantially offset because of increased cost of imported materials. The Minister appreciated the difficulties of the engineering industry and advised that case studies should be made and suitable representation made to the Government. Discussions were also held with officials and a detailed memorandum was submitted to the Government justifying the grant of assistance in one form or the other. Case studies were made for selected items and details were submitted to the Government showing how 57.5 per cent increase in rupee value would not be sufficient and exports of engineering goods would receive a serious setback unless the scale of assistance was on par with assistance obtaining prior to devaluation.

Discussions with officials in Delhi resulted in the announcement of the revised Export Assistance Scheme by the Commerce Minister on the floor of Parliament on 14th August, 1966. The procedure for claiming benefits under the revised Scheme was, however finalised only in September, 1966. The time lag between the date of devaluation and re-introduction of the Scheme in a revised form generated a sense of frustration and uncertainty about the future with the result that the tempo of export which had been set in immediately prior to devaluation slowed down. Exporters having contracts in hand slowed down their despatches. Fresh contracts were not negotiated because of uncertainty about the future. Because of wide publicity given to the effect that devaluation would increase the competitive ability of Indian exporters, pressures were put on exporters to lower the prices. Since a substantial percentage of the export of engineering products was in items with import content ranging from 20% to 50% on an average, dearer in-puts into the export products mopped up substantially the gain of 57.5% in rupee proceeds as a result of devaluation. On the whole, therefore, the new situation created by devaluation affected seriously the exports not only during the year under review, but also its after-effects are going to be felt for sometime in future.

The features of the revised Scheme are—

(a) replenishment of import content to the exporters with permission to use in their own factory for manufacture of all such items for which they hold A/U licences or to transfer to any other manufacturer of the exported product or the components thereof ;

(b) grant of cash assistance ranging from 10 to 20% of the f.o.b. value within a cut-off point of 25% of the f.o.b. value ;

(c) liberal licensing in respect of priority industries with a view to enabling them to utilise their full capacity and lower the cost of production ; and

(d) grant of capital goods to export-based industries to enable them to import plant and balancing equipment, so that they could improve their quality.

The revised scale of assistance was found adequate in certain cases, but inadequate in others. After examining data submitted by exporters, individual cases were brought to the notice of the Government and percentages of import replenishment and cash assistance were revised upwards in certain cases.

Supply of Steel at International Prices

One of the serious handicaps from which exports of engineering products suffered after devaluation was withdrawal of the facility with regard to supply of steel at international prices. Opportunity was taken to discuss this important matter with the Secretary, Ministry of Commerce, Shri K. B. Lall on 4th February, 1967 in Calcutta. We are happy to report that with the active support of Shri Lall and Officers in the Ministry of Commerce, the Council was successful in achieving its objective of getting steel at international prices. Although the scheme for supply of steel at international prices was actually brought into force from 2nd May, 1967, the ground was laid during the period under review. It has now been agreed that steel required by exporters would be available at international prices and that reimbursement of the difference between the JPC price and the international price would be given to exporters. It has further been agreed that extras charged to exporters would also be on the basis of BENELUX extra. It may be noted that this relief has been obtained for the first time in as much as prior to devaluation when the Concessional Price Scheme was obtaining, the difference in the basic prices of steel only was given.

The revised Scheme also provides that replenishment would be given on the recommendation of the Council. Allocation of indigenous steel on advance basis for execution of orders would also be on the recommendation of the Council.

Conferences and Seminars

Prior to devaluation, the Secretariat of the Council was required to devote a lot of time on routine type of work like registration, recommendation of entitlement licence, replenishment etc. After devaluation when the revised Schemes were introduced, the routine type of work was taken from the Council and was given to the Licensing Authorities. This change provided greater opportunities to the Secretariat to concentrate on promotional work. Free from the routine type disposal of applications, Officers of the Council were in a position to establish personal contacts with exporters and attend to their problems. It was also possible for them to organise a series of conferences and seminars which were attended by the representatives from the industry as well as from the Government. These conferences/

seminars provided an opportunity to the exporters to put forward their points of view. Presence of Government Officers at these conferences and seminars helped in clearing doubts and clarifying the position on the spot.

Immediately after the Annual General Meeting, a conference was held in Calcutta on 21st and 22nd November, 1966. It was inaugurated by the then West Bengal Finance Minister, Shri Sailo Kumar Mukherjee and attended by nearly 200 Export Executives from all over the country. On 22nd November, 1966, it was divided into the following seven groups which covered the various aspects of export promotion :

1. Export Marketing
2. Export Assistance
3. Export Credit and Finance
4. Transportation
5. Raw Materials
6. Publicity and Propaganda
7. Competitiveness and Cost Reduction.

The group reports were again considered at a full session and certain resolutions passed. Since this conference was held immediately after the Annual General Meeting, it helped in assessing the prospects for export and the problems of the industry. Crystalisation of views at this conference helped the Council in taking up the matter with the Government as well as appropriate authorities at subsequent months.

Conferences were also held in the following places which were organised either by the Regional Offices or by the Head Office :

16-12-1966	:	Conference of exporters of engineering goods in Baroda under the aegis of the Regional Office in Bombay.
19- 7-1966	:	Conference of exporters of engineering goods in Hyderabad.
10-10-1966	:	Conference of exporters of engineering goods for export to East European countries in Madras under the aegis of the Regional Office in Madras.
20-11-1966	:	Joint conference with AIMO in Bombay.
11- 3-1967	:	Conference of exporters of engineering goods in Ernakulam under the aegis of the Head Office.

Out of the above conferences, the Chairman Shri R. L. Rajgarhia attended the following :

1. Conference of exporters of engineering goods held in Hyderabad
2. Conference of exporters of engineering goods in Ernakulam
3. Conference of manufacturers/exporters of Engineering goods held in Delhi.

Organisation of these conferences helped the Council in ascertaining the views of the exporters as well as placing the views of the Council. A number of points concerning export were discussed at these conferences and clarifications given to exporters on the spot.

While on the subject of conferences, special mention is needed about the conference which was organised by the Council in Vigyan Bhavan, New Delhi. Although the conference was held on 6th April, 1967, preparations were made much in advance. A background paper was prepared during the period under review. Opportunity was taken to project the target of Rs. 100 crores for 1970-71, problems facing the industry and various suggestions which, in the opinion of the Council, could help in stepping up export of engineering products. The conference was a grand success in as much as it was attended by more than 400 representatives from the industry and the Government. It was inaugurated by the Minister of Commerce, Shri Dinesh Singh and was addressed by the Commerce Secretary, Shri K. B. Lall and distinguished industrialists like Shri S. L. Kirloskar, Ex-Chairman, EEPC, Shri P. A. Narielwala, President of the Federation of Indian Export Organisations, Shri Ramanbhai B. Amin, the then President of the Federation of Indian Chambers of Commerce and Industry, Shri M. V. Arunachalam, Managing Director, Messrs. Carborandum Universal Ltd., and Lala Charat Ram, Messrs. Jay Engineering Works Ltd. Addressing the conference, the Chairman Shri R. L. Rajgarhia emphasised upon the need for a change in the outlook on the part of the Government as well as the industry. He also emphasised upon the need for research and development for improvement in design, quality and cost reduction. He impressed upon the industry the urgent need for export particularly at a time when the engineering industry was passing through a period of recession.

SUB-COMMITTEES AND PANELS

Various Sub-Committees were reconstituted at the adjourned 2nd meeting (1966-67) of the Working Committee held on 22nd December, 1966 in Calcutta. Immediately after the re-constitution Sub-Committees started their activities in right earnest. Eighty meetings of different Sub-Committees were held and various problems connected with export effort and implementation of the programme of work of the Council were attended to. Some of the Sub-Committees had regular meetings. Special mention may be made about the Overseas Sub-Committee which held fortnightly meetings after its reconstitution to review the working of the Foreign Offices and to give necessary guidance to them.

Various panels were also activised and ninety nine meetings were held. These meetings provided an opportunity for the manufacturers/exporters to discuss their problems and submit proposals through the Convenor to the Working Committee for their consideration and appropriate action. Problems regarding the fixation of drawback on industrywise basis, fixation of floor prices, supply of raw materials, preparation of common list for clearance by the Development Wing were some of the common matters discussed by all the panels. Details of number of meetings of different Sub-Committees and Panels held are given in the Appendix. II

RESEARCH AND DEVELOPMENT

An important development during the period under review was the setting up of a Research and Development Sub-Committee The need for research and development has been felt for long, but it was highlighted at the Seminar held on the occasion of the last Annual General Meeting in November, 1966. A Sub-Committee was, therefore, set up with the following terms of reference :

(a) To collect information on world prices of raw materials from other exporting countries and figures of productivity of labour in terms of per man per day of allied products in various countries ;

(b) To collect samples of manufactured goods that stand in competition to the products intended to be exported from India and study the new features of design, finish, materials serviceability incorporated by our foreign competitors ; and

(c) To provide necessary assistance and guidance to the staff in the office as well as to prospective exporters.

This Sub-Committee had the benefit of guidance from Shri M. M. Suri, Director, Central Mechanical Engineering Research Institute, Durgapur, and has in its membership technical persons from leading industries.

CREATION OF EXPORT CONSCIOUSNESS IN THE COUNTRY AND AN IMAGE OF INDIA OVERSEAS

With a view to creating export consciousness in the country special efforts were made during the period under review to bring out supplements in the daily newspapers like the Economic Times and the Financial Express. Supplements were brought out on the occasion of the Annual General Meeting and the conference in Delhi. Such supplements were also brought out on the occasion of the conference in Ernakulam.

Similarly, with a view to creating an image of India as a potential supplier of engineering products overseas, the Council invited Mr. G. Garratt, Associate Editor of "Machinery", one of the most popular international magazines dealing with machine tools and machinery in general, to India and arranged his visits to selected units in Calcutta, Madras, Bangalore, Bombay Poona and Delhi who shared the expenses of the visit of Mr. Garratt. The impression of Mr. Garratt was subsequently serialised in their Journal "Machinery". The experiment proved a grand success.

VISITS OF EXPERTS AND DELEGATIONS FROM ABROAD

In the course of the year, the Council had an opportunity of meeting and discussing problems connected with export of engineering goods with teams of experts and delegations from abroad. Special mention may be made of the following :

1. United Nations Team
2. Trade and Industry Delegation from Libya ; and
3. Czechoslovak Trade Delegation.

Opportunity was also taken to discuss matters connected with export of engineering products with representatives from the World Bank, Ford Foundation and A.I.D. In the course of these discussions, problems facing the industry in the field of export were discussed in details.

Members of the United Nations Expert Team arrived in India on 16th January 1967, at the invitation of the Government of India to assess the scope for increasing production of specified engineering and chemical products for the purpose of export.

Headed by Dr. B. F. Coggan, the team in the course of its stay in India, visited 200 industrial plants in the engineering, chemicals and allied fields which have an export potential and had discussions with several organisations and Government officials for an understanding of the problems facing both

public and private sectors in expanding their exports. The team which was also concerned with identifying products which have a good market particularly in developed countries, assessed the scope for expanding and improving their production both quantitatively and qualitatively and surveyed the potentialities for manufacture of new products. In addition to some of the long-range programmes, the team made observations in regard to many immediate sales opportunities which would be pursued for products being already exported.

The Working Committee met the team on 23rd January, 1967. The Chairman referred, among others, to the absolute need for cost reduction. This could be achieved only if the Indian engineering industry enjoyed a scale of operation, shipping facilities and got required raw materials both indigenous and imported at world prices. There were certain sectors where there was sufficient idle capacity in the country with the result that the cost of production could not be reduced. The idle capacity was, in certain sectors, because of raw material shortages and in others, because of slackness of economic activity in the country although raw materials were available. It had, therefore, to be a happy blending of availability of raw materials required as well as full scale economic activity. The Chairman hoped that the visit of the United Nations Team to different factories and its discussions with representatives of the industry and the Government would help not only in identifying the items which could be developed for export market, but also for highlighting the problems of the industry.

Dr. B. F. Coggan, Leader of the team, referred to certain problems presented to him in the course of discussions with representatives of the industry. He mentioned, in particular, about high shipping freight, export surplus in steel, supply of steel at world prices etc. Opportunity was also taken by the representatives of the industry to discuss with him matters connected with supply of non-standard sections, creation of an image of India overseas, credit facilities, high rate of interest, improvement of design, testing facilities, catalogues etc.

Discussions were also held by the Regional Offices with the team. Addressing a press conference in Delhi prior to its departure, Dr. Coggan said that the team had been impressed with the extent of the industrial base India had already achieved. Obviously, he said "Indian products must be competitive both in price and quality in order to be exportable. In addition there is need to create a new international image of India as a high quality industrialized nation. This must be accomplished if Indian businessmen are to be able to sell in international markets in any significant quantities". Dr. Coggan emphasised the fact that a concerted national effort to learn and apply international marketing technique was necessary. "India has a good supply of men with high technical talent," observed Dr. Coggan, "the problem is to find ways and means to turn this talent into exportable products, and then sell them to the world."

The report of the team was not available till the end of the year, but according to the press reports, the team has identified the following items as having a major export potential :—

Machine tools
Processing plant ;
Equipment and other steel fabricated products ;
Road transport equipment and ancillaries ;
Oil engines ;
Electrical equipment and instrument ;
Re-exportable foreign products having high labour content ;
Cutting and diamond tools ;
Electronic components ; and
Agricultural equipment.

Mr. Jean Baneth of International Bank for Reconstruction and Development, New Delhi, visited the office of the Council on 7th February, 1967 and discussed in detail export of engineering goods after devaluation. Opportunity was taken to discuss with him problems connected with export and reasons for fall in export were indicated. It was pointed out to him that there might be some improvement in future, but the basic problems of the industry, namely, supply of steel and pig iron at world prices would have to be satisfactorily solved. It was emphasised that changes in the policy and procedure should take effect from the date they are announced, but the commitments made by exporters prior to these changes should be honoured. Difficulties of having rupee finance and inability of our exporters to offer medium and long term credit were also brought to his notice.

Trade and Industry Delegation from Libya visited India at the invitation of the Government of India. The delegation was led by Mohamed M. Dakhil. Mr. Dakhil explained in detail to the members the prosperous economic conditions in his country and opportunities it offered to exporters. His country's problem was how to make the best use of money. He pointed out that of late Libya was busily engaged in road construction, hospitals, health centres, harbours, airports, water supply, house-building and school-building etc. It was for the Indian manufacturers/exporters to exploit the opportunities. He complained that while Japanese, French and other exporting countries were participating in trade fairs and exhibitions, sending delegations etc., no such export promotional effort was being made by Indian manufacturers/exporters. There were also opportunities for joint ventures. There were quite a number of Indian engineers working in Libya. They had greatly impressed the Libyan Government and people of Libya. They had already created not only a goodwill for India but confidence in India's ability to set up plants in Libya. Chambers of Commerce and Government Departments would help Indian exporters in getting the list of firms interested in import or joint collaborations. He, therefore, invited Indian exporters to exploit the opportunities in his country.

EXPORT CREDIT AND FINANCE

One of the handicaps in the way of development of export of engineering products has been in regard to credit facilities. Competitive conditons in overseas markets demand that Indian exporters should offer a length of credit which other competitors do. Unfortunately, under the Reserve Bank of India Regulations, Indian exporters are supposed to realise their sales proceeds within a period of 6 months except in the case of selected engineering products where credit could be extended upto 5 years. It was discovered that the period of 5 years in the case of capital goods like industrial plant and machinery was not adequate. The matter was taken up with the Government pleading for extension of the length of credit. The ground paved during the year under review proved useful in as much as only recently the Reserve Bank of India announced that credit could be given upto 7 years in deserving cases and upto 10 years in specially deserving cases.

The Reserve Bank of India introduced a Refinance Scheme under which banks giving finance to exporters could get refinance from the Industrial Development Bank of India provided they charge a rate of interest not exceeding 6%. It was noted that not much advantage was taken by bankers under the Refinance Scheme with the result that exporters continued to face problems in connection with the export finance. Even when the Reserve Bank sanctioned credit upon 5 years, exporters were unable to obtain finance from banks. It was, therefore, felt that a Sub-Committee should go into the question of export finance. Accordingly, the Export Finance Sub-Committee was constituted with the following terms of reference :—

(*a*) To ascertain the nature of difficulties experienced by exporters in regard to grant of credit and availability of funds at concessional rate of interest and to take steps necessary for removing them ; and

(*b*) To establish contacts with the banking and credit institutions with a view to discussing day to day difficulties of exporters and creating public opinion.

The Sub-Committee met the Calcutta Bankers' Association and discussed the whole matter. A memorandum was prepared for discussion with the then Governor, Reserve Bank of India, but unfortunately this had to be postponed because of Governor's cancellation of the programme for his visit to Calcutta. Here again, preparations made during the year brought results subsequently when the Reserve Bank of India announced its liberal credit policy under which banks were asked to give packing credit as well as deferred payment credit at rates not exceeding 6%.

DISCUSSIONS WITH COLLABORATING UNITS

Another important activity which the Council initiated during the year under review was a series of discussions with the collaborating units. Apart from the discussions of the Chairman with the collaborating units in Calcutta, Bombay and Delhi, the Regional Chairmen were also requested to hold discussions individually or in groups with units which were working in collaboration with foreign firms. An effort was made to persuade these units to enter the export market. An assessment was also made as to how far the limitation on franchise stood in the way of their export. It was noted that most of the units were anxious to enter the export field and that either they had full franchise for export or even when they had limited franchise for export, their principals, when approached, were willing to give relaxation. Since collaborating units were manufacturing under the supervision and guidance of their principals whose brands were wellknown in the world, it was felt that they could easily compete in overseas markets. It was also felt that in some cases where the principals got orders, part of supplies could be made by their collaborating units. There was also a possibility of the collaborating firms supplying certain components to their principals provided they could ensure timely delivery. Collaborating units were, therefore, requested to start exporting. These discussions were found to be useful and some of the units specially in the field of cutting tools, hand tools, automobile components and hosiery needles have already started exporting in a substantial way.

SECTION II

EXPORT PERFORMANCE

Export of fabricated engineering goods during the period 1966-67 amounted to Rs. 29.10 crores at post devaluation rate or Rs. 19.68 crores at pre-devaluation rate as against Rs. 18.90 crores in 1965-66 thereby recording an increase of 4 per cent. This export performance was not so much encouraging in view of the fact that the Council planned a target of Rs. 32 crores for the period *i.e.* 60 per cent rise over the performance of 1965-66. Excepting for items like M.S. pipes and tubes, Rly. wagons, telephone equipment, wire ropes, hand tools, transmission line towers and mechanical pumps most of the prominent items had either shown a steep fall or export remained stagnant. Even in the case of above items, increase in export was mainly due to the execution of orders which had been received earlier.

While the fall in export of some of the items such as Diesel Engines was partially due to delay in issuance of import licences/opening of letter of credit by Egypt, or in case of Nigeria it was for the political disturbances or so on, in most of the cases it was due to the fact that exporters were put in dilemma about the future policy of the Government after devaluation when the export assistance scheme was withdrawn. They started losing export enthusiasm when they saw it was taking long time to announce the new scale of assistance on export of engineering goods. Meanwhile the damage took place in the overseas markets where trade links could not be kept suspended for such a long time. Even after the announcement of new scale of assistance, in most of the cases it was found exports were un-

remunerative and in some cases realisation of bare cost of production was not possible. We must mention here that the ice started melting although at a late hour and the things were being settled.

(Value in lakh rupees)

Monthwise Export Performance of Engineering Goods Excluding Steel	1965-66	1966-1967	
		Pre. Dev.	Post Dev.
April	121.23	185.16	185.16
May	131.54	142.86	142.86
Sub-Total ..	252.77	328.02	328.02
June	156.22	157.20	247.57
July	178.47	142.92	225.07
August	144.08	148.60	234.02
September	166.28	114.60	180.47
October	142.50	185.28	291.78
November	151.33	147.61	232.47
December	205.29	183.13	288.40
January	133.04	151.05	237.87
February	164.94	102.63	161.59
March	195.03	228.71	360.17
Total ..	1889.95	1889.75	2787.43
Total (By Sea Route)	1889.95	1889.75	2787.43
Export to Nepal (By Land Route)	..	77.94	122.74
Grand Total ..	1889.95	1967.69	2910.17

COMPOSITION OF TRADE

Out of 71 targetted items, 26 items have surpassed the export performance of 1965-66 and have contributed a sum of Rs. 9.87 Crores or 50% to the total export amounting to Rs. 19.68 Crores (excluding steel) at pre-devaluation rate and remaining 45 items have gone down in export in relation to performance of 1965-66 as may be observed from the Annexure 'A' and 'B'.

EXPORT PERFORMANCE OF INDIAN ENGINEERING GOODS DURING APRIL-MARCH 1966-67

ANNEXURE 'A'—RISE (+)

(Value in lakh rupees)

Principal Items	Apr.-March	Apr.-March 1966-67	
	1965-66	Pre. Dev.	Post Dev.
1. M.S. Pipes, Tubes and fittings	209.88	287.16	428.72
2. Electric Wires and Cables	74.23	74.28	112.43
3. C.I. Products (All sorts) including steel castings ..	70.44	72.91	105.70
4. Hand tools and small tools	51.18	64.47	92.94
5. Rly. Coaches, Locos, Wagons and Parts ..	0.81	61.06	87.27
6. Telephone Equipment	1.91	48.30	73.93
7. Wire and Wire Products	13.86	45.22	68.32
8. Machine Tools (including Metal Working Machinery)	35.60	41.99	60.02
9. Transmission Line Towers & Poles	10.78	35.45	55.12
10. Sewing machines & parts	31.35	33.90	51.56
11. Mechanical Pumps	21.58	35.80	53.95
12. Gramophone Records	20.32	26.04	38.89
13. Textile Machinery	20.42	23.14	35.24
14. Tea Machinery	20.33	22.10	33.96
15. E.P.N.S. Ware	16.99	18.66	28.17
16. Structural Fabrication (Structural Steel & P.A. Tanks)	14.37	18.29	28.67
17. Electric Control Gear, Switch Gear, Transformers, Motors etc.	7.99	16.64	25.63
18. Bolts, Nuts, Rivets and Washers	9.25	12.54	18.33
19. Cutlery	10.58	10.94	16.65
20. Air Conditioners, Refrigerators Water Coolers etc...	6.64	10.70	16.83
21. Flash Lights and Parts	6.03	7.65	11.45
22. Iron Cylinders	4.13	9.24	13.80
23. Air Compressors	1.76	3.12	4.92
24. Train Lighting and Rly. Signalling Equipment ..	2.01	3.01	4.74
25. Electrodes and Welding equipment	2.20	2.45	3.80
26. Shoe Making machinery	1.75	2.28	3.40
Total ..	666.39	987.34	1474.35

ANNEXURE 'B'—FALL (—)

Principal Items	Apr.-March	Apr.-March 1966-67	
	1965-66	Pre. Dev.	Post Dev.
1. Electric Fans & Parts	104.86	102.03	150.03
2. Automobiles and Auto Parts	117.05	100.22	147.11
3. Batteries (Dry and Storage) & Components ..	100.63	94.22	137.60
4. Bicycles and Parts	114.97	90.06	131.66
5. Diesel Engines and Parts	126.20	84.62	122.32
6. Electric Accessories and Appliances.	32.16	28.78	42.18
7. Office Machinery Data Processing machine ..	47.65	28.64	40.22
8. Aluminium Utensils and Capsules	46.63	27.34	38.69
9. Steel Trunks	24.45	22.02	32.32
10. Brass, Bronze, Copper Sheet, Circles, Ingots ..	37.32	21.92	28.03
11. Builders' Hardware including Locks and Padlocks..	44.64	21.86	31.22
12. Steel Furniture	28.30	17.98	26.58
13. Crown Corks	17.36	11.43	16.57
14. Pressure and Non-Pressure Oil Lamps and Stoves ..	20.07	10.07	14.31
15. Water Fittings	12.47	10.60	15.86
16. Oil Mill Machinery	17.60	9.85	15.16
17. G. I. Buckets, Drums etc.	10.86	8.93	13.38
18. Rly. Track Materials	18.94	8.89	12.66
19. Electric Fluorescent Tubes, Fixtures, Lamps ..	8.16	7.99	12.01
20. Tinplate Containers (including tinplate products, others)	13.20	7.62	10.81
21. Umbrellas and fittings	24.94	7.14	10.02
22. Brass and Copper Utensils	14.13	7.02	10.47
23. Jute Mill machinery	23.71	6.95	10.86
24. Stainless Steel Utensils	21.07	6.93	9.39
25. Screws	8.96	6.08	9.15
26. Razor blades	15.61	5.58	8.65
27. Aluminium Sheets, Circles and Foils	6.24	5.27	8.00

Contd.—

Principal Items	Apr.-March	Apr.-March 1966-67	
	1965-66	Pre. Dev.	Post Dev.
28. Radios and Parts	19.72	4.58	5.06
29. Agricultural Implements (Including Sprayers and Machinery)	5.87	4.43	6.74
30. Wooden Furniture	4.69	3.76	5.50
31. Steel Ghamellas and other steel utensils ..	7.51	3.67	5.20
32. Rice and Flour Mill Machinery	6.04	3.16	4.83
33. Instruments Scientific	3.03	2.87	4.16
34. Enamelware	3.60	2.18	3.14
35. Sugar Mill machinery	3.28	2.16	3.34
36. Instruments-Surgical and Medical	2.48	1.89	2.71
37. Printing types and solder bars	2.05	1.58	2.41
38. Public address equipment	1.95	1.57	2.33
39. Fountain pens and ball pens	2.45	1.33	1.88
40. Weighing Equipment and Machinery	2.94	1.24	1.78
41. Zinc Strips and Ingots	1.22	1.08	1.38
42. Typewriters	1.98	1.02	1.55
43. Abrassives and Grinding Wheels	2.35	0.63	1.00
44. Hurricane Lanterns	1.40	0.63	0.89
45. Zip Fasteners	0.44	0.25	0.39
Total ..	1131.08	798.01	1159.55
Total 'A' ..	666.39	987.34	1474.35
Total 'B' ..	1131.08	798.01	1159.55
Others ..	92.48	104.39	153.53
Total Export (Excluding Steel)	1889.95	1889.74	2787.43
Export to Nepal (By Land Route)	—	77.95	122.74
Grand Total (Excluding Steel)	1889.95	1967.69	2910.17

It would be observed from the table appended in the next page that during 1966-67, thirty major commodities have accounted for Rs. 16.40 Crores *i.e.* 83% of the total export excluding Steel of Rs. 19.68 Crores (Pre. Dev.)

	Principal Items	1965-66	(Value in lakh rupees) 1966-67	
			Pre. Dev.	Post Dev.
1.	M.S. Pipes, Tubes and Fittings	209.88	287.16	428.72
2.	Automobiles and Auto parts	117.05	136.16	203.71
3.	Batteries-Dry and Storage	100.63	104.12	153.18
4.	Electric Fans and Parts	104.86	103.75	152.75
5.	Bicycles and Parts	114.97	91.07	133.26
6.	Diesel Engines and Parts	126.20	89.32	129.74
7.	Electric Wires and Cables	74.23	76.22	115.41
8.	Iron and Steel Castings (all sorts)	70.44	72.91	105.70
9.	Hand Tools and Small tools	51.18	64.47	92.94
10.	Rly. Coaches, Locos, Wagons and Parts thereof ..	0.81	61.06	87.27
11.	Telephonic and Telegraphic equipment ..	1.91	48.30	73.93
12.	Wire and Wire Products	13.86	45.99	69.53
13.	Machine Tools	35.60	41.99	60.02
14.	Transmission Line Towers & Poles	10.78	35.45	55.12
15.	Sewing machine and parts	31.35	33.90	51.56
16.	Electric Accessories and Appliances	32.16	30.60	45.05
17.	Processed Aluminium products (including utensils and capsules)	46.53	29.70	42.41
18.	Data processing machines	47.65	28.64	40.22
19.	Mechanical Pumps	21.58	35.80	53.95
20.	Gramophone Records	20.32	26.04	38.89
21.	Textile Machinery	20.42	23.14	35.24
22.	Builders' Hardware including locks and padlocks ..	44.64	22.53	32.27
23.	Tea machinery	20.33	22.10	33.96
24.	Steel Trunks	24.45	22.03	32.32
25.	Brass, Bronze and Copper Sheets, Circles and Ingots	37.32	21.92	28.03
26.	Steel furniture	28.30	19.00	28.19
27.	E.P.N.S. Ware	16.99	18.66	28.17
28.	Structural Fabrication including P.S. Tranks ..	14.37	18.29	28.67
29.	Electric Motors, Switchgear, Transformers etc. ..	9.15	16.64	25.63
30.	Bull Dozers and Excavators	—	12.96	20.42
	Total ..	1447.96	1639.92	2426.26

DIRECTION OF TRADE

An analysis of regionwise export performance reveals that all the regions have registered an increase as may be observed from the following tables :—

(Value in lakh rupees)

Region	April-March 1965-66	April-March 1966-67 Pre. Dev.	April-March 1966-67 Post Dev.	% of increase	Contribution to the total export in 1966-67
1. South East Asia ..	900.16	1204.05	1834.43	34%	38%
2. West Asia ..	632.66	753.95	1109.04	19%	24%
3. Africa ..	445.41	489.58	694.42	10%	15%
4. East Europe ..	151.64	235.73	348.88	55%	8%
5. West Europe ..	193.64	225.50	318.68	16%	7%
6. America ..	64.01	216.47	331.71	238%	6%
7. Others ..	55.70	68.79	104.32	23%	2%
Grand Total (Including Steel) ..	2443.22	3194.07	4741.48	30%	100%

It may be observed from the following table that during 1966-67, thirty major countries have accounted for Rs. 17.61 crores i.e. 89% of the total exports excluding Steel of Rs. 19.68 crores (Pre. Dev.) and recorded an increase of 8% in relation to the export of 1965-66.

(Value in lakh rupees)

Countries	1965-66	1966-67 (Pre. Dev.)
1. South Vietnam	149.49	141.27
2. Kenya	83.77	141.03
3. U. S. A.	55.10	133.65
4. Iran	149.48	133.20
5. Malaysia	145.52	124.69
6. U. K.	100.46	116.68
7. Kuwait	72.84	110.36
8. Nepal	99.53	92.40
9. Nigeria	65.23	85.06

Countries	1965-66	1966-67 (Pre. Dev.)
10. Ceylon	73.06	76.15
11. Iraq	87.71	61.94
12. Egypt	76.86	61.27
13. Czechoslovakia	73.13	53.56
14. Yugoslavia	11.59	42.14
15. East Germany	45.83	39.56
16. Burma	34.75	33.42
17. U. S. S. R.	3.12	33.36
18. Thailand	40.57	32.14
19. Tanzania	30.97	31.04
20. Saudi Arabia	38.70	29.61
21. Aden	41.07	22.93
22. Australia	11.53	21.56
23. Brazil	0.38	20.97
24. Sudan	24.47	20.30
25. Muscat, Oman and Qatar	29.80	20.27
26. Hong Kong	20.21	17.25
27. Canada	2.31	16.78
28. Ethiopia	24.94	16.46
29. West Germany	30.66	16.36
30. Afghanistan	3.59	15.70
Total ..	1626.67	1761.11

SECTION III

(HEAD OFFICE ACTIVITIES)

OVERSEAS DIVISION

The work done in the Overseas Division during the year under review is enumerated below :

TRADE AGREEMENT

The Government of India have concluded Trade Agreements with Afghanistan, Austria, Argentina, Burma, Ceylon, Chile, Egyptian Region of the U.A.R., France, Greece, Indonesia, Iran, Iraq, Italy, Japan, Jordan, Korea, Morocco, Sweden, Switzerland, Sudan, Tunisia and Uganda.

Long term Trade Plans have also been concluded between the Government of India and the Governments of various East European countries viz. Bulgaria, Czechoslovakia, Hungary, Poland

Rumania, U.S.S.R. and Yugoslavia. In these Trade Plans provisions have been made for the export of various engineering items to East Europe. Some of these items are Machine Tools and Small Tools, Pumps, Air conditioners, Fans, Sewing Machines, Steel Pipes and Tubes, Batteries, Razor Blades, Textile Machinery, Castings and Forgings, Railway Equipments etc.

The Government of India have given loans to Indonesia and Ceylon for the purchase of certain engineering goods from India. The credit facilities extended by the Government of India to Indonesia are Rs. 100 million under which the following items can be exported :

1. Aluminium sheets
2. Irrigation Pumps
3. Iron and Steel products
4. Bicycle spare parts
5. Spare parts for oil mills
6. Components spare parts, accessories for Truck and Buses.

A similar Credit Agreement for Rs. 5 crores has been signed on 16th August 1967 betwene the Government of India and Ceylon for the purchase of the following goods from India :

1. Electrical equipments
2. Telecommunication equipments
3. Industrial machinery and machine tools
4. Commercial vehicles
5. Earth moving machinery
6. Construction equipments
7. Railway equipments etc.
8. Pipes and fittings.

TARIFF REDUCTION

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

	Brief description	L.D.C. Preferential rate	Annual quota $ A.
1.	Razor and Razor blades	5%	300,000
2.	Washing and dry-cleaning machines, commercial ..	10%	40,000
3.	Bottling machines, bagging and plasting, Processing machines	20%	200,000
4.	Domestic sewing machine heads	Free	50,000

TENDERS

During the year under review 2,300 tenders received from different countries were circulated among the prospective manufactures/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 representative abroad.

ENQUIRIES

More than 4,000 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, Hongkon, Japan, Malaysia, Nepal, Pakistan, Philippines, South Vietnam and Thailand.
West Asia	:	Aden, Afghanistan, Bahrein, Iran, Iraq, Jordan, Kuwait, Lebanon and Saudi Arabia.
Africa	:	Egypt, Ethiopia, Ghana, Kenya, Libya, Nigeria, Sudan, Rhodesia, Tanganiyka and Uganda.
Europe	:	Belgium, Czechoslovakia, France, Germany, Hungary, Italy, Sweden, U.K., U.S.S.R. and Yugoslavia.
America	:	Canada, U.S.A. and Argentina.
West Indies	:	Br. Guiana, Jamaica and 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.

MARKET SURVEY

Full fledged market survey reports received from the Council's foreign officers and commercial secretaries of Indian embassies :—

Item	*Country*
1. Electric motor ..	East Africa
2. Electric Bulbs, Fluorescent Tubes and Accessories ..	-do-
3. Manhole covers, Soil pipes and Fittings ..	-do-
4. Domestic Refrigerators ...	-do-
5. Malleable Iron Pipe fittings ...	-do-
6. Water Meters ..	Kenya.

Item	*Country*
7. Extra High Voltage Transmission lines ..	U.S.A.
8. A/C Single Phase Home Service meters ..	-do-
9. Sewing machines ..	U.S.A., Singapore.
10. Textile Machinery ..	U.S.A.
11. High Speed tools bits ..	-do-
12. Aluminium Sheets Circles and Disks ..	-do-
13. Electric Fans ..	Combodia, Iran, Singapore, Saudi Arabia.
14. Diesel Engines ..	Canada, Saudi Arabia.
15. Wooden Furniture ..	West Germany.
16. Water Storage Heater ..	Singapore.
17. Small Tools and Hand Tools ..	Canada.
18. Machine Tools ..	Iran.
19. Air Conditioners ..	Thailand.
20. Laboratory Equipment ..	Nigeria.
21. Utensils and Enamelware ..	-do-
22. Furniture ..	-do-
23. Bonded and Coated Abrasives. ..	Singapore and W. Malaya.

Following to ad-hoc market survey reports were received from the commercial secretaries of Indian embassies and Council's foreign officers.

Item	*Countries*
1. Automobile batteries ..	U.S.A.
2. Metallic Abrasives ..	-do-
3. Carbon Metallic ..	-do-
4. Chain Pulley Blocks ..	Singapore
5. Electric Hoists ..	-do-
6. Plumber Blocks ..	-do-
7. Aluminium Louvers ..	-do-
8. Radio Valves/Transistor Diodes ..	-do-
9. Battery Chargers ..	-do-
10. Public Address Equipment ..	-do-
11. Water meters ..	-do-
12. Weighing machines ..	-do-

Items		*Countries*
13. Sprayers	..	Singapore, Beirut
14. Generating Set	..	Singapore
15. Grain Driers	..	New Zealand
16. Tea Machinery	..	Malaysia
17. Enamelled copper wire	..	Singapore
18. Battery operated trunks	..	-do-
19. Steel Doors and Windows	..	-do-
20. Domestic equipment and appliances and switchgear	..	Ethiopia
21. Electric Fans	..	Aden
22. Bicycles and parts	..	Aden, New Zealand, Morocco
23. Sewing machine	..	Morocco
24. Water meters	..	Kuwait
25. Wire and Wire products	..	U. S. A.
26. Tableware and Cutlery	..	-do-
27. Locks and Padlocks	..	Saudi Arabia
28. Textile machinery	..	Nigeria
29. Air conditoners	..	Singapore
30. Pulling and lifting machines	..	-do-

FOREIGN OFFICES

The Council has established offices in various commercial centres of the world to look after the interest of Indian exporters. These foreign offices have been responsible in securing numerous enquiries and as a result of their efforts many orders have been received by our exporters. With the setting up and expansion of the foreign offices export of engineering goods has increased manifold. A statement showing the export performance of Indian engineering goods (excluding steel semis) to regions covered by the respective foreign officers is given below :—

(Value in lakh rupees)

Foreign Office	1965-66	1966-67	
		Pre. Dev.	Post Dev.
Chicago	63.93	173.22	264.84
London	107.83	124.57	178.86
Dusseldorf	63.85	45.56	65.66
Singapore	645.83	657.44	982.68
Beirut	577.60	523.67	748.49
Nairobi	175.56	227.36	322.10
Sub-Total ..	1634.60	1751.82	2562.63
Other Countries Including East Europe (not covered by Foreign Office)	255.35	215.87	347.54
Grand Total (Excluding Steel)	1889.95	1967.69	2910.17

BEIRUT

The Foreign Office, Beirut covers the following area :—

Aden, Afghanistan, Bahrein, Iraq, Iran, Lebanon, Jordon, S. Arabia, Kuwait, Syria, Turkey, Egypt, Tunisia, Libya, Cyprus, Algeria, Morocco and Trucial States.

The Foreign Officer, Beirut has played a very important role in boosting up our export to his region by forwarding market survey reports on different types of engineering goods and study tour reports on various projects underway involving investment opportunities. During the year under review the Foreign Officer visited UAR, Libya and Cyprus and submitted his reports which were very helpful to Indian Exporters in planning their export programmes.

Tenders and enquiries emanating from the countries covered by the Beirut Office have also been received through the Foreign Officer during the year under review and circulated among the manufacturers/exporters concerned.

He extended all possible assistance to individual representatives of Indian manufacturers/exporters visiting Beirut Office in introducing them to leading importers, commercial organisations, government departments and purchasing authorities etc. and obtaining commercial information to their interest.

Total export to this region decreased from Rs. 5·78 Crores in 1965-66 to Rs. 5.24 Crores during the year under review showing a decrease of 9% (Pre-Devaluation). The following is a statement of export of engineering goods to each of the countries coming within the jurisdiction of Foreign Officer, Beirut.

BEIRUT (MIDDLE EAST AND NORTH AFRICA)

(Value in lakh rupees)

Foreign Offices	1965-66	1966-67	
		Pre. Dev.	Post Dev.
Aden	41.07		35.23
Afghanistan	3.59		23.22
Algeria	2.02		0.46
Bahrein	18.64		16.84
Egypt	76.86		91.49
Iran	149.48		194.12
Iraq	87.71		88.43
Jordon	5.56		2.31
Kuwait	72.84		167.83
Lebanon	6.87		6.99
Libiya	10.25		9.05
Morocco	2.17		9.74
Muscat, Oman	29.81		28.26
Qatar	34.92		45.29
Sudan	24.47		29.40
Syria	3.25		4.88
Turkey	3.67		3.62
Tunisia	4.36		0.01
Yemen	0.06		0.32
Total ..	577.60	523.67	748.49

SINGAPORE

The following countries are covered by the Foreign Office, Singapore :—

Australia, Burma, Singapore, Malaysia, Indonesia, Thailand, Cambodia, Philippines, South Vietnam, Laos, Taiwan, New Zealand, South Korea, Fiji and all Pacific Islands.

The Foreign Officer, Singapore has made a thorough study of the composition and the direction of Malaysia's import trade of various engineering goods, highlighting the possibilities of exporting the specific engineering items from India.

During the year under review market surveys on the following items were conducted by the Foreign Officer and circulated among the manufacturers/exporters concerned.

Chain pulley blocks, electric hoist, plummer blocks aluminium louvers, air conditioners, battery chargers, water meters, weighing machines, power sprayers, generating sets, enamelled copper wires, steel doors and windows, pulley and lifting machines etc.

Besides these reports he has forwarded tender notices, enquiries in respect of various engineering goods issued in Malaysia, Indonesia, Thailand and Philippines, during the year under review. He has also rendered all possible assistance to the representatives of the Indian manufacturers/exporters visiting Singapore in making their tour a success.

Apart from sending commercial information of interest to Indian exporters the Foreign Officer visited the Bangkok Fair and sent a composite report on his visit which has been found of immense use by the trade.

The export of engineering goods to this region increased from Rs. 6.46 crores in 1965-66 to Rs. 6.57 crores during the year under review showing an increase of 2% (approximately) at pre-devaluation rates. A statement of export of engineering goods to each of the countries covered by Foreign Office, Singapore is given below :—

(Value in lakh rupees)

Foreign Offices	1965-66	1966-67	
		Pre. Dev.	Post Dev.
Australia	11.54		32.28
Burma	34.75		51.56
Combodia	0.37		0.42
Ceylon	73.06		114.17
Fiji	4.33		3.14
Formosa	0.48		7.54
Hongkong	20.21		24.69
Indonesia	7.72		4.05
Japan	3.31		19.15
Laos	1.74		0.02
Malaysia	145.52		185.09
Nepal	99.53		263.09
New Zealand	6.29		11.37
Pakistan	40.96		0.22
Philippines	5.96		11.45
South Korea	....		0.89
S. Vietnam	149.49		206.36
Thailand	40.57		47.19
Total ..	645.83	657.44	982.68

CHICAGO

The Foreign Office, Chicago covers the following area :—

North, Central and South American countries including Caribbean Sea Islands.

The Council's Office in Chicago was opened in 1965. During the period under review a number of enquiries and tenders were received from the Foreign Officer and were circulated amongst the exporters concerned.

The Foreign Officer conducted extensive market surveys on a number of items like Extra High Voltage Transmission Line, A/C Single Phase Home Service Meters, Sewing Machines, Textile Machinery, Aluminium Sheets, Circles, Abrasives, Carbon Metallic. The Survey reports were circulated amongst the exporters concerned.

The Foreign Officer rendered assistance to different businessmen of India who visited U.S.A. for export of engineering goods.

Exports of engineering goods to U.S.A. during 1966-67 amounted to Rs. 2.65 crores excluding Steel Semis which on conversion at pre-devaluation rate stands at Rs. 1.73 as against Rs. 0.64 crores in 1965-66 thereby recording an increase of 314% over 1965-66. The following detailed statement of export bears testimony to the above.

CHICAGO (Whole North and South America)

(Value in lakh rupees)

Foreign Offices	1965-66	1966-67	
		Pre. Dev.	Post Dev.
Brazil	0.38		33.06
Canada	2.31		26.07
U.S.A.	55.10		202.97
Others	5.14		2.74
Total	63.93	173.22	264.84

NAIROBI

The Foreign Office, Nairobi covers the following countries.

Kenya, Uganda, Tanzania, Madagascar, Zambia, Ethiopia, Nyasaland, Congo, Sudan and Somalia.

The office in Nairobi is rendering valuable assistance to the Indian exporters in various ways. During the period under review a large number of enquiries and tenders were received from the Foreign Officer which were circulated amongst the interested firms. The Foreign Officer conducted market surveys on various items *viz.* Electric Motors, Electric Bulbs, Fluorescent Tubes and Accessories. These reports were circulated among the interested exporters.

The Foreign Officer also rendered assistance to different Indian businessmen during their visits to East African countries in connection with the Trade Delegations, settlement of complaints, establishing business contacts etc.

The export of engineering goods to East African countries increased from Rs. 1.76 crores in 1965-66 to Rs. 2.28 crores during the year under review showing increase of 28% (Approx.) at pre-devaluation rates. Export to each of the countries covered by the Nairobi Office is shown in the table below :—

NAIROBI (E. Africa and Central Africa)

Foreign Offices	1965-66	1966-67	
		Pre. Dev.	Post Dev.
Ethiopia	24.94		24.76
Kenya	83.77		203.91
Madagascar	0.35		1.90
Malawi	10.83		17.26
Mali	0.35		—
Mazambiq	0.70		4.28
Rhodesia	6.01		0.09
Somaliland	2.75		1.72
Tanzania	30.97		45.43
Uganda	11.73		14.55
Zambia	3.16		8.20
Total	175.56	227.36	322.10

DUESSELDORF

The Foreign Office in Duesseldorf covers the following region :—

Belgium, France, Netherlands, Luxemburg, West Germany, Italy, Czechoslovakia, Hungary, Yugoslavia, U.S.S.R., Poland, German Democratic Republic and Switzerland.

Like previous years, the Foreign Officer started the year 1966-67 with renewal of the contacts he had established with the European businessmen and Chambers of Commerce. Stationed in Duesseldorf, the Foreign Officer was very active in creating the image of Indian Engineering Industry both in the East and West European countries. During the period under review the Foreign Officer visited a number of palaces *viz.*, Koln, Hamburg, Rotterdam, Remscheid, Wolfsburg, Dortmund, Darmstadt, Brussels, Warsaw, East Berlin, Prague, Belgrade, Bucharest, Sofia etc.

The Foreign Officer sent reports on the above visits to the Head Office and suitable action was taken on such reports. The Council participated in the Hannover Fair for the third time and the Foreign Officer was present at the Fair as in-charge of our Pavillion. A total number of 41 Indian engineering firms participated in this fair and a total numbe of 216 enquiries were circulated amongst the members concerned. The Foreign Officer sent certain valuable enquiries for castings for auto industry, hand tools, small tools, shots and grits, builders' hardware, wire ropes, auto parts etc. The Foreign Officer,

rendered services to the visiting Indian businessmen and assisted them in negotiating business relations. During February-March, 1967, the Foreign Officer visited India and had discussions with exporters of Indian engineering goods at different factories during this visit.

With the assistance of the Foreign Officer, Indian firms received certain orders from the European buyers, some of which are for Taps and Dies, Bench Vices, Twist Drills, Head Lamps, Files, Bright Drawn Bars, Hydraulic Press Castings etc.

The Export of engineering goods to E.C.M. countries decreased from Rs. 0.64 crores in 1965-66 to Rs. 0.46 crores during the year under review showing a decrease of 28% (approx.) at pre-devaluation rates. The following statement shows the export performance to each country belonging to the E.C.M.

DUESSELDORF (E.C.M.)

(Value in lakh rupees)

Foreign Offices	1965-66	1966-67	
		Pre. Dev.	Post Dev.
Belgium	1.45		5.41
France	10.28		15.34
Hollands	17.34		16.56
Italy	4.12		4.09
West Germany	30.66		24.26
Total	63.85	45.56	65.66

LONDON

The Foreign Office in London covers EFTA countries.

During the third year of operation, the London office of the Council made a tremendous progress in our export programme.

Among the new engineering products introduced into the highly competitive market of the U.K. are grey iron castings for machine tools, machine tool accessories such as hand scrapped cast iron surface plates, lathe chucks etc.

Considerable ground work has been completed for the introduction of additional items such as car batteries, HMT machine tools, simpler machines like bench drills, universal wood working machines, auto accessories and tools, abrasives, expanded metal and weld mesh, quick change chucks, reamer holders, rockwell hardness testing machines, garden tools etc.

An important programme for introducing about a dozen luxury coaches/passenger buses to ply on the roads of the U.K. and some of the other EFTA countries, has been launched. The Foreign Officer has also been able to break the stiff resistance in the British market for the introduction of chilled iron shots and grits by establishing high level contacts.

The EFTA markets offer a good scope for our malleable iron castings. The bulk of the potential for these special castings exists in the automobile industry. The Foreign Officer has been able to interest

prominent firms like Perkins, Fords, BMC, Leylands Vickers etc. in our malleable iron castings. These enquiries are under negotiation and we expect that a substantial business will result in.

During August 1966, the Foreign Officer visited India and had discussions with exporters of Indian engineering goods at different industrial centres of the country. He also inspected certain factories during this visit.

The export of engineering goods to EFTA countries increased from Rs. 1.08 crores in 1965-66 to Rs. 1.25 crores during the year under review showing an increase of 16% (approx.) at pre-devaluation. Export to each of the EFTA countries has been as follows :—

LONDON (EFTA)

(Value in lakh rupees)

Foreign Offices	1965-66	1966-67	
		Pre. Dev.	Post Dev.
Austria	1.09		0.33
Denmark	2.73		4.01
Norway	0.29		0.25
Sweden	1.86		5.96
Switzerland	1.40		1.16
U.K.	100.46		167.14
Total	107.83	124.57	178.86

PUBLICITY AND PUBLIC RELATIONS DIVISION

The work done in the Publicity & Public Relation Department during the year under review are enumerated below :—

EXTERNAL PROPAGANDA

JOINT FOREIGN PUBLICITY SCHEME (1966-67)

We made allocations of Rs. 6,00,000/- to 76 member-firms under the Joint Foreign Publicity Scheme 1966-67.

A list showing the names of the member-firms to whom the allocations were granted is given below :—

	Name	Brands	Amount allocated (Rs.)
WESTERN REGION (BOMBAY)			
1.	Allied Lamp Exporters	.. Helex	4,000.00
2.	Ajit Industries, ...	.. Kwality, Winding	4,000.00
3.	Bajaj Electricals Ltd.	.. Bajaj, Kassels	4,000.00
4.	Forge and Blower Co.	.. Varuna	4,000.00
5.	Hind Cycles Ltd.	.. Admiral, Norton Speed, King	6,587.92
6.	Indian Cable Industries	.. Finolex	4,000.00
7.	Kamani Tubes Pvt. Ltd.	.. K	4,000.00
8.	Pearl Metal Works	.. Pearl	4,000.00*
9.	Ruston and Hornsby (I) Ltd. ..	.. Ruston	4,000.00*
10.	Tayabi Bucket Factory	.. Horse and Tayabi	4,000.00
11.	Batliboi and Co. Pvt. Ltd. ..	.. Dpe, Vikram, Flowmore, Gem, Star, Mepro	4,300.00
12.	Cooper Engg. Ltd.	.. Cooper	6,500.00
13.	Chase Bright Steel Ltd.	.. CBS	4,500.00
14.	Godrej and Boyce Mfg. Co. Pvt. Ltd.	.. Godrej	4,700.00
15.	Jyoti Ltd.	.. Jyoti	5,400.00
16.	Kamani Metals & Alloys Ltd. ..	.. K	5,800.00
17.	Kirloskar Oil Engines Ltd. ..	.. Kirloskar	74,500.00
18.	Kirloskar Bros. Ltd.	.. Kirloskar	5,900.00
19.	Kamani Engg. Corpn. Ltd. ..	.. K	5,900.00
20.	Lallubhai Amichand (P) Ltd. ..	.. Cycle and Queen	18,000.00
21.	Metro Exporters Pvt. Ltd... ..	.. —	5,000.00
22.	Numex Engineers	.. Numex	7,400.00
23.	Shri Ambica Tubes	.. Ambica	5,000.00*
24.	Tata Engg. & Locomotive Co. ..	.. Tata Benz, Telco, P & H	18,900.00
25.	Chandan Metal Products Pvt. Ltd. ..	.. Chandan	4,000.00
26.	Kirloskar Cummins Ltd.	.. Cummins	4,000.00
27.	Sayaji Iron and Engg. Co. Pvt. Ltd. ..	.. Prabhat	4,000.00

	Name	Brands	[Amount allocated (Rs.)
EASTERN REGION (CALCUTTA)			
1.	Aluminium Cables & Conductors (U.P.) Pvt. Ltd.	Alcond	5,000.00
2.	American Refrigerator Co. Ltd.	Arco & Arco Bush	4,000.00
3.	Bengal Enemel Works Ltd.	Tiger	5,000.00
4.	Challenge Engg. Works	Delux	4,000.00
5.	Cromelite India Pvt. Ltd.	Steel Master	4,000.00
6.	E.M.C. International	EMC	4,000.00
7.	Hindustan Gas and Indus. Ltd.	Scissors	4,000.00
8.	Indo Sewing Pvt. Ltd.	Panama, Poller Champion	4,000.00
9.	Indian Cable Co. Ltd.	Paramite Cables & Cableco	5,000.00
10.	Jain Steel Fabricators	JSF	4,000.00
11.	National Insulated Cable Co.	Nicco	4,000.00*
12.	Orient Steel and Wire Indus.	Orient	4,000.00*
13.	Ramchander Heeralall	H & Tiger	4,000.00
14.	Shree Krishna Pvt. Ltd.	Sarathi, Cobra	4,000.00
15.	United Engg. (E) Corpn.	Excoell, Tiger Wolf, Lion Diamond	4,000.00
16.	Usha Martin Black (Wire Ropes) Ltd.	.. Usha, Steel Wire Ropes	4,000.00
17.	Vinar Ltd.	.. Himalux Structo	4,000.00
18.	Agarwal Hardware Works Pvt. Ltd. ..	.. Ahw Or Ah	18,000.00
19.	Associated Battery Makers (East) Ltd.	.. Index	12,700.00
20.	Banwarilal Purshottamdas	.. Iron Master	4,700.00
21.	D. N. Singha and Co.	.. DNS	7,500.00
22.	Harbanslal Malhotra and Sons ..	.. Bharat, Panama Prince, Cat, Regal Boxer, Wasp.	7,900.00
23.	Jay Engg. Works Ltd.	.. Usha	60,200.00
24.	Jindal India Pvt. Ltd.	.. Jindal	6,000.00
25.	Jeewanlal (1929) Ltd.	.. Crown	9,000.00
26.	Orient General Indus. Ltd. ..	.. Orient	25,100.00
27.	Union Carbide (I) Ltd.	.. Eveready Natex,	33,950.00
28.	Indian Oxygen Ltd.	.. Quasi Arc.	4,000.00

Name	Brands	Amount allocated (Rs.)
NORTHERN REGION (NEW DELHI)		
1. Ahuja Radios Ltd.	Ase, Ahuja	4,000.00
2. Aero Engg. Works	Pionters	4,000.00
3. Escorts Ltd.	Escorts, Ajanta	5,000.00
4. Ganesh Flour Mills Co. Ltd.	Ganesh, Delite	4,000.00
5. Hindustan Dowidat Tubes	Dowidat	4,000.00
6. Kay Iron Works	Kay	4,000.00
7. Payen Talbros Pvt. Ltd.	Talbros, Gasket	4,000.00
8. S.P. Engg. Corpn.	SP	4,000.00
9. Saru Smelting and Refining Pvt. Ltd.	Saru	4,000.00*
10. Victor Tools Corpn.	Victor	4,000.00
11. Raodmaster Indus. (I) Ltd.	Rami, Alka and Spacemen	4,600.00
12. Bharat Steel Tubes Ltd.	—	4,000.00
13. Electronics Ltd.	Gulmarg, Arctic Challenges	4,000.00
14. Jain Tubes Co, (1964) Ltd.	JTC	4,000.00
15. K. G. Khosla and Co. Pvt. Ltd.	Khosla	4,000.00
SOUTHERN REGION (MADRAS)		
1. Aluminium Industries Ltd.	Alind	8,950.00
2. Ashoke Leyland Ltd.	Comet	4,000.00
3. Hindustan Machine Tools Ltd.	Hindustan	14,000.00
4. Indian Telephone Indus.	ITI	5,000.00
5. Kirloskar Electric Co. Ltd.	Kirloskar	5,000.00
6. Tube Investments of India Ltd.	Grand, Champion and Kohinoor	4,000.00

Asterisk mark indicates that although the member-firms were given assistance under Joint Foreign Publicity Scheme 1966-67 but failed to send their required contribution.

EXTERNAL PUBLICITY

To build up the image of Indian industry in foreign markets the Council periodically publishes advertisements, and during the period under review we released our advertisements in the following regions :—

East Africa (Nairobi and Kampala),
Middle East (Beirut, Damascus and Baghdad),
Far East (Singapore), the U.K. and West Germany.

OVERSEAS JOURNAL : INDIAN ENGINEERING EXPORTER

The Council also publishes a monthly overseas journal entitled Indian Engineering Exporter with the primary object of keeping the overseas buyers informed about the Indian engineering goods having export potential.

The Journal contains articles written by specialists on the progress and attainments of heavy, medium and light engineering goods.

The copies of the publication are widely distributed in Overseas Markets.

Indian Engineering Exporter reaches the hands of selected buying organisations abroad, foreign representatives in India and trade representatives of the Government of India in foreign countries, chambers of commerce in India and abroad.

PARTICIPATION IN HANNOVER FAIR, 1967

The Council has been participating in the Hannover Fairs since 1965. Each year our participation in the fair has been well acclaimed. It has been possible to steadily increase the interest of Western buyers. The extent of interest generated can be noticed from the increasing number of trade enquiries which we have received during the last three years.

1965	..	118
1966	..	183
1967	..	218

Hannover Fair is an important international trade fair. The scope of display is confined to technical goods only.

This year we participated in the following two sections of the exhibition :

(1) Metallurgical Products & Components	Hall No. 3	Area : 50 sq. metre.
(2) Small Tools and Small Machines	Hall No. 7	Area : 50 sq. metre.

In addition, we also set up an information stall in the International Centre. We arranged the visit of 13 member-firms to the Fair. The presence of these representatives of the participating member-firms at the EEPC Stall helped to a great extent in the finalisation of trade enquiries on the spot.

The engineering goods of 41 member-firms were displayed. Besides, arrangements were made to transfer some of the goods from EEPC Showroom in Duesseldorf to the Fair.

EXHIBITIONS/FAIRS/DISPLAYS ABROAD :

International Engineering and Marine Exhibition London :

The Council was entrusted with the responsibility of organising India's participation in International Engineering and Marine Exhibition in London 1967. Accordingly arrangements were made to procure maximum number of exhibits from member-firms. Approved exhibits were shipped from Bombay and Calcutta. A brochure on our participation in the above exhibition was brought out for distribution during the Exhibition.

3rd International Engineering show—15th to 20th August 1966 Syd ney (Australia)

The Council organised India's participation in the above exhibition. Exhibits from 55 member-firms comprising Drilling Machine, Diesel Engines and Pumpset, Lathe, Hacksaw blades, small tools and cutting tools, castings, bolts and nuts, electric fans and sewing machines etc. were displayed. An attractive brochure was brought out on this occasion. Shri D. K. Bakshi, Public Relations Officer was deputed to Sydney prior to the commencement of exhibition to organise the exhibition. Our participation in the Exhibition was a great success in as much as all the exhibits meant for sales were disposed of, agency arrangements were negotiated and the image of industrialised India was projected.

First Asian International Trade Fair, Bangkok—17th November to 10th December, 1966

Although the Directorate of Exhibitions organised India's participation in the above fair, the Council played an active role in deciding as to the items for display and procuring exhibits from member-firms. Discussions were held in Calcutta with Col. M.L.C. Kambu, Director of the Fair and also with Col. V. V. Dev, Director of India Pavilion. A team of three experts was sent to Bangkok for a period of one week before the commencement of the Fair to decide on the lines of India's participation, especially to find out what items should be displayed and to suggest effective ways of publicity. Our Foreign Officer in Singapore was deputed to Bangkok during the Fair and inquiries received at the Fair were promptly forwarded to the firms concerned for follow up.

Besides the above, this Council organised participation in the following exhibitions/fairs/show-rooms/trade centres :—

1. National Agricultural and Trade Fair, Dar-Es-Salaam—2nd to 7th July, 1966.
2. Budapest Fair—26th to 30th May, 1966.
3. Brussels Show—16th to 18th May, 1966.
4. Izmir International Trade Fair—25th August to 20th September, 1966.
5. 13th International Fair Damascus—25th August to 20th September, 1966.
6. Zagreb International Autumn Fair, 1966.
7. Plovdiv International Fair, 1966.
8. Indian National Exhibition, Belgrade—3rd to 18th July, 1966.
9. Universal and International Exhibition (Expo. '67) Montreal.
10. Metal Working and Wood Working Machineries Exhibition, Singapore.
11. 1st Ghana International Trade Fair, Accra 1966.
12. Leipzig Spring Fair, 1967.
13. Display of Interior Decors in India Trade Centre, Kabul.
14. India Trade Centre, Cairo.

Trade Delegations

Reports of trade delegations to West Europe and West Africa and also that of the delegation to North Africa were printed and circulated amongst member-firms and other interested parties.

Study Teams

With a view to studying the market for different types of engineering goods, the Council sent 13 Study teams. (Both composite as well as individual) to the following regions :

South East Asia	6 Teams
West Asia	2 ,,
East Afriea	2 ,,
West Europe	2 ,,
USA and Canada	1 Team
	13 Teams

Reports received from the teams were scrutinised and useful extracts thereof were circulated amongst member-firms concerned.

Two composite study teams were sent consisting of five members in each team to West Asia and South East Asia jointly sponsored by the Council and the All India Automobile and Ancillary Industries Association for studyng the possibilities of exporting products of Automobile and Ancillary industries.

Foreign Visitors

During the period under review the following foreign visitors were received and put in touch with the exporters of the items in which they were interested, shown around the showroom and also meetings arranged with exporters concerned. Arrangements were also made to take them round the factories manufacturing the items in which they were interested :

1. *Jordanian Delegation :*

   Mr. Ibrahim Zeine — *Leader*
   Mr. Said Matouk
   Mr. Misban Zmily
   Mr. Mohammed Yusuf Taher
   Mr. Walid Asfour.

2. *United Nations Delegation :*

   Mr. B. F. Coggan — *Leader*
   Mr. R. A. Pasterezyk
   Mr. O. V. Soskuty
   Mr. Nathan Fragen
   Mr. Marion Geiger
   Mr. Czufin

3. *Trade and Industry Delegation from Libya :*

   Mr. Mohammed M. Dakhil — *Leader*
   Mr. Ibrahim Alsousi
   Mr. Mohamed Abu Hajar
   Mr. Ismail Ben Lamine
   Mr. Ferjani
   Mr. Haj Mohamed Alshaibani
   Mr. Abdulkader Abuharrus

4. *Czechoslovakian Trade Delegation :*

   Mr. I. Drtina
   Mr. I. Koblic
   Mr. R. Macek.

5. Col. M. L. C. Kambu,
   Director General
   Foreign Economic Relations
   Thailand.

6. Mr. G. Bhuyan
   Bengazi.

7. Mr. P. C. Doshi
   Arlington Height
   Illinois, Chicago.

8. Mr. R. K. Young,
   Industrial Engineering Ltd.,
   Melbourne.

9. Mr. A. Dessau,
   J. Gerber and Co. Inc.,
   New York.

10. Mr. Hans Pohlen,
    World Bank Export.

11. Mr. Abdul Ali Essa Al Nooh,
    General Merchant,
    Manama, Bahrain.

12. Mr. P. B. Courtney,
    Director,
    M/s. Heywood Tool Co.,
    Heywood Lan CS.

13. Mr. Mohun Persad Coorah,
    Mohun Persad Coorah and Co.,
    Mauritius.

14. Mr. Som Chand Shah,
    Director,
    Acif Limited.

15. Mr. T. S. Kotecha,
    Director,
    Seva Mills Ltd.

16. Mr. Lorenz Christensen
    Denmark.

17. Mr. J. B. Wood,
    General Manager,
    Federated Engineers Ltd.
    Sydney.

Informal Meetings

During the year under review the following informal meetings were arranged :—

(1) Luncheon Meeting with Shri K. B. Lall, ICS, Secretary, Ministry of Commerce to discuss problems of Exporters.

(2) Meeting with Shri K. R. Narayanan, India's Ambassador designate to Thailand to discuss problems and prospects of export to South East Asia.

Directory of Indian Engineering Exporters—Sixth Edition

Copies of the Directories were sold from Head Office as well as from Regional Offices. Additional copies were air freighted to our Foreign Offices as per their requests received from time to time. The Directory was appreciated by the Indian Missions abroad and also by individual importers and Chambers of Commerce and Trade Associations overseas.

A revised edition of the Directory could not be brought out as there was no provision of funds in the budget.

Internal Propaganda

A sum of Rs. 40,000 was earmarked for publication of our advertisements.

To create and invigorate export consciousness amongst the manufacturers/exporters of engineering goods and adherence to quality control measures, the Council periodically releases advertisements to different newspapers of standing.

The advertisements were published in economic and financial newspapers and technical journals.

PERIODICALS

Foreign Trade of India, Capital, Indian Finance, Commerce, Eastern Economist and Major Industries of India.

HOME BULLETIN (FORTNIGHTLY)

With a view to keeping the exporters/manufacturers of engineering goods well-informed about the latest developments of trading conditions (engineering goods having export potential) prevailing in Overseas markets and furnishing them with all information on trade enquiries, commerce, tenders, shipping intelligence, exhibitions and trade fiars, the Council publishes Home Bulletin every fortnight. Presently we are printing 2,500 copies of the Bulletin.

The copies of the Bulletin were distributed amongst the member-firms, subscribers, Government officials, chambers of commerce, foreign trade missions in India and trade representatives of India in overseas countries.

The publication has been found to be of much importance to exporters of engineering goods.

Export statistics of engineering goods were published in the Bulletin every month.

E.E.P.C. AT WORK

In order to apprise the exporters/manufacturers and others of the role of Council's activities, the Council has brought out a pamphlet illustrating the scope of its activities in which the Council is predominantly engaged.

The pamphlet also mentions the activities of the Council in India and abroad, the visits of the Indian delegations and study-cum-sales teams, brand publicity, publications and the task ahead. In addition, information has been published on advertisement tariffs of Home Bulletin and Indian Engineering Exporters, Council's foreign offices as well as regional offices.

THINGS AN EXPORTER SHOULD KNOW

This booklet helps the exporter to know the procedures that are required to be followed while entering the export trade. Exhaustive information has been furnished in respect of processing of enquiry, shipping and customs formalities, quality control and pre-shipment inspection, exchange control formalities, negotiation of shipping documents, drawback and other subjects of interest to exporters.

The publication has been found to be of much use not only to exporters of engineering goods but to exporters in general.

NEWSPAPER SUPPLEMENTS

With a view to disseminating information on engineering goods having export potential and removing the difficulties of the manufacturers of engineering goods, the Council arranged publication of Special Supplements in newspapers :—

(1) Economic Times and
(2) Financial Express

PRESS CONFERENCE AND PRESS RELEASES

During the period under review the following Press Conferences were arranged and press notes issued :—

	Subject	Date of publication
1.	Impact of devaluation and consequential decisions on export of engineering goods, consequences of delay in announcement of a new policy	9th July, 1966.
2.	Engineering goods export heading towards total collapse..	11th October, 1966.
3.	Export of cable industry at crossroads	19th November, 1966.
4.	Export executives suggest measures for boosting up engg. goods export	23rd November, 1966.
5.	Seminar on exports of machine tools makes recommendations for boosting of exports	7th February, 1967.
6.	Fall in engineering exports causing serious concern-EEPC outlines programme of work	9th December, 1966.

SEMINARS

Exporters conference was organised on the occassion of Annual General Meeting. Machine Tools seminar was also organised by us in collaboration with Indian Institute of Foreign Trade wherein leading exporters/manufacturers from all over the country took active part.

EXHIBITIONS WITHIN INDIA

Permanent Exhibitions in Calcutta/Delhi/Madras

Certain rotational changes were effected in these centres. The rentals were collected from participants.

All the Foreign Delegations and the individual businessmen who visited Calcutta/Delhi/Madras were shown round the exhibitions. Comments received from the foreign dignitories are maintained in the visitors book appreciating the idea of having such exhibition and the manner in which display has been arranged.

Show Window at Udyog Bhavan, New Delhi

One of the four Show Windows at the entrance of the Udyog Bhavan was made available to the Council in December, 1966 for display of selected engineering goods from member-firms. The Directorate of Exhibitions have allotted the show window to us for a period of one year. Selected exhibits of member-firms were displayed by rotation.

Passports, Visas and Foreign Exchange

An advice was received from the Ministry that the applications for the release of exchange for the business travel abroad should be routed through the Council.

A meeting was, therefore, held with Shri P. V. Ramachandran, Dy. Controller, Reserve Bank of India, Calcutta on 13th December, 1966 and the points to be considered before recommending release of foreign exchange to representatives of member-firms for business trips abroad, opening of foreign offices etc. were ascertained. The conditions for recommending issue of blanket permit were also obtained. Necessary assistance was rendered to member-firms for release of foreign exchange from time to time. Efforts were also made to obtain details of results of business trips of representatives of member-firms who were assisted in obtaining release of foreign exchange.

Necessary assistance was rendered to representatives of member-firms for obtaining passports and visas when approached.

Registration and Replenishment Division

The work done in the Registration and Replenishment Division during the year under review is enumerated below :—

From 1st April, 1966 to 5th June, 1966, that is before devaluation, the Special Export Promotion Scheme for Engineering Goods, which was in force during the last year, was in vogue. Under the Scheme, engineering products were classified in three broad headings, *viz.* General Engineering and Electrical Manufactures, Machinery and Transport Equipment and Non-Ferrous Semis, alloys get import licences for the export products covered under the Scheme at the specified rates of import entitlement which varied from 20% of FOB value to 95% of FOB value of exports. Merchant-Exporters had, however, to nominate some manufacturers of the same group of the exported goods for the purpose of getting import licence, compulsorily.

Manufacturers-exporters or nominated manufacturers could import raw materials which were covered in the permissible list of items of import or for which they held valid A.U. licence.

The Special Export Promotion Scheme for Engineering Goods was withdrawn with effect from 6th of June, 1966 as a consequence of devaluation. The Government fixed last date for submission of import application by the exporters to the Council and for forwarding recommendations by the Council to the Licensing Authorities for exports effected upto 5th June, 1966. Last date for submission and forwarding of application for advance payments, received upto 5th June, 1966 was fixed by the Government. The Council accordingly issued all the recommendations to the licensing authorities within the last date as fixed by the Government.

The new Export Assistance Scheme for registered exporters was announced by the Government in August, 1966, under which exporters were allowed import replenishment to the actual import content and cash assistance at fixed percentage of FOB value varying from 10% to 20%.

At the time of announcement of the new Export Assistance Scheme for engineering goods, about 175 items were covered under the Scheme allowing import replenishment licences and cash assistance at a percentage of FOB value of exports. Subsequently, a number of other engineering goods have been included in the Scheme by way of issuance of clarification circulars by the Ministry of Commerce, New Delhi. Only the manufacturers-exporters and nominated manufacturers can get import replenishment licences in their name. Merchant-Exporters cannot get import replenishment licences in their own name. They have compulsorily to nominate some manufacturers for getting the replenishment licences. In comparison with the provision prevailing under the erstwhile Export Promotion Scheme, the scope of nomination under the new Scheme is restricted inasmuch as the nominated manufacturers are required to be registered with the Government Registering Authority for manufacture of exported products or parts or components thereof. Subsequently, the scope has a little been broadened and the manufacturers of raw materials required for the purpose of manufacture of the exported goods, may be nominated. It was the general interpretation of the provision of the new Scheme that the replenishment licences could only be utilised for import of some raw materials, intermediaries, components, spare parts, which were required for the purpose of manufacture of the exported products or components thereof, provided such items were covered by a valid A.U. licence held by the licence manufacturers or cleared by the Directorate General of Technical Development, New Delhi. The provision has been made clear by the Ministry of Commerce, New Delhi by issuing a public notice to the effect that import licences could be utilised for import of any raw materials for actual consumption in the factory of the licensee upto 31-5-1967 provided such items were covered by valid A.U. licence

by the licencee or cleared by the DGTD, New Delhi. From 1-6-1967, however, such licences can only be utilised for import of any raw materials other than stainless steel raw materials, provided such items are covered by valid A.U. licence held by the licensee or cleared by the DGTD, New Delhi.

At the time of announcement of the Scheme it was provided that exporters only could submit applications for grant of cash assistance and no nomination was permitted. The above provision was relaxed subsequently and it was provided that where exports were effected by the Recognised Export Houses, cash assistance might be disbursed in favour of the manufacturers nominated by the recognised Export Houses, whose products were exported by them.

The applications for import replenishment licences and cash assistance were to be submitted only on quarterly basis in the prescribed forms to the office of the licensing authorities during the month succeeding the quarter alongwith the export documents. The export documents are bill of lading, shipping bill duly authenticated by the Customs and invoice duly attested by the negotiating banks. Import licence fee is Rs. 50/- on a flat basis irrespective of the value of the licence applied for. The Government has subsequently permitted the exporters to submit application for import replenishment licences and for cash assistance on monthly, two monthly and quarterly basis. Such applications, however, are to be submitted during the month succeeding the month, two months or quarter for which the applications are preferred.

Unlike in the past, import licences were granted for import from General Currency Area against exports effected to the Rupee Payment Area.

At the time of announcement of the new Scheme, no rate of assistance was fixed on exports of non-ferrous semis other than aluminium semis, cables and wires with aluminium conductors (AAC and ACSR) and non-ferrous alloys. Subsequently, Government announced the following rates of assistance :

	Scale of assistance/% of FOB Value	
	Import licence	Cash assistance
1. Non-ferrous semis other than aluminium ..	90%	—
2. Cables and wire with aluminium conductors (AAC and ACSR)	90%	10%

Till the last September of 1966, no announcement was made regarding export assistance on non-ferrous semis. Exporters were in expectation of getting some sort of assistance in the form of import replenishment licence and cash assistance. At last, announcement was made in October, 1967 banning the exports of non-ferrous alloys other than aluminium alloys from 4-10-1967.

Representation was made to the Ministry of Commerce, New Delhi to allow assistance to exports already effected after devaluation upto the date from which the order came into force. But the Ministry of Commerce, New Delhi, has regretted its inability to allow any assistance on exports of the item. No scale of assistance has also been fixed on exports of aluminium alloys.

Gas Mantles and Ship Repair Services, which were covered under the purview of the Port Authorities, were brought under the purview of the new Export Assistance Scheme for engineering goods and registration of firms for export of the items was transferred to this Council without break in their registration.

At the time of announcement of the new Scheme, no provision was made for exports of Stainless Steel Products. Announcement was made in October, 1966 for exports of stainless steel products allowing import of stainless steel raw materials at a specified weight for each kilogram of stainless steel products exported.

The firms who were registered with the Council under the erstwhile Export Promotion Scheme were automatically registered with the Council under the new Scheme. In regularising the registration of the firms, we took a careful step to see as to whether the firms exported during the last 18 months or not and show-cause notices were served to the exporters who did not have any export performance to their credit during the last 18 months and actions for deregistration as per provision under the old as well as new Scheme was initiated.

We issued registration certificates to 304 firms who had export performance to their credit or export orders in hand upto 31st March, 1967.

REPLENISHMENT DEPARTMENT

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

1. SUPPLY OF RAW MATERIALS

The Department also looks after that the fabricators get supply of steel, tinplate and pig iron against EPC recommendation on priority basis. In this connection, the department attends to the grievances of the fabricators whenever delay occurs in planning of indents or in issuing works orders or whenever the delay occurs in physical supply from the producers. The department keeps an account of the outstanding position of the EPC quota holders on different producers in outstanding statements. In the joint meeting the outstanding supply position is discussed in general.

2. ROLLING PROGRAMME

Representative from the department of the Council also attended 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 the details collected from the fabricators.

Consequent upon devaluation of rupee on 5th June, 1966 the Special Export Promotion Scheme was abolished with effect from 6th June, 1966. From 6th June, 1966, Green Form Scheme for allocation of steel, pig iron and tinplate was introduced and the Scheme was operated by the Director (Export Production) Ministry of Commerce, New Delhi. The Scheme was in force upto 31st December, 1966.

Next, the Press Note of the Ministry of Commerce announced the Scheme of priority supply of iron and steel for production of fabricated engineering products for export. This Scheme was in force from 1st January, 1967 to 1st May, 1967. Under the Scheme the Council has recommended iron and steel at normal rate only.

From 2nd May, 1967, the Scheme for Reimbursing the difference between Domestic and International Prices on Steel and Pig Iron to fabricators of engineering goods for Export has been introduced by the Joint Plant Committee.

RECOMMENDATIONS UNDER REPLENISHMENT SCHEME

(Figures in M/T)

Month	No. of meeting held	Steel	Pig Iron	Tinplate
April 1966	2	742.369	3,602.233	Nil
May 1966	1	1,620.676	245.725	5.097
June 1966	2	3,220.806	3,319.638	109.585
July 1966	2	1,502.380	3,474.230	9.124
August 1966	2	1,862.001	3,138.084	51.280
September 1966	1	4,201.924	903.377	Nil
October 1966	Nil	Nil	Nil	Nil
November 1966	Nil	Nil	Nil	Nil
December 1966	1	218.404	1,352.962	Nil
January 1967	Nil	Nil	Nil	Nil
February 1967	Nil	Nil	Nil	Nil
March 1967	Nil	Nil	Nil	Nil
Totals ..	11 Nos.	13,368.560	16,036.249	175.086
GRAND TOTAL ..		29,579.895		

The representative from the Council attended the special meetings for Rolling Programme of the main producers held every quarter of a year.

During the year under review four meetings were attended and a total quantity of 13481 m/t of difference section/sizes of angles, bars, channels etc. were put up for rolling against export promotion demand by different fabricators.

DIFFICULTIES IN REGARD TO SUPPLIES OF STEEL

Immediately after the announcement of rupee devaluation, monthly meetings which were held under the Chairmanship of the Iron & Steel Controller for reviewing the outstandings were discontinued. This deprived the Council as well as exporters of an opportunity to review the outstandings. The matter was, therefore, taken up with the Iron & Steel Controller and monthly review meetings were started towards the close of the year under review. Complaints of delays in getting supplies continued. Individual cases were taken up with the Iron & Steel Controller as well as the producers.

SHIPPING AND TRANSPORT DIVISION

The work done in the Shipping & Transport Division during the year under review is enumerated below :

SHIPPING FREIGHT CONCESSION

The Council in co-operation with the Freight Investigation Bureau, Directorate General of Shipping, Bombay, secured Ocean Freight Concessions in a number of cases. The enclosed statement gives the details of concessions secured (Annexure I).

SHIPPING SPACE

The Council, as usual, continued its efforts to solve the shipping space problems encountered by our exporters, of which particular mention of the following may be made :—

(1) Shipment of AID Cargo to South Vietnam

The main handicap in shipment to South Vietnam was the insistance of the U.S. AID Authorities that the goods ordered under U.S. AID must be shipped per American Flag Vessels which were generally not available.

The Council took up the matter through the Ministry, with the U.S. AID Authorities who ultimately agreed that they would not raise objection to shipment from India to Saigon through non-U.S. Flag Vessels when U.S. Flag Vessels were not available, but freight for such shipments would have to be met by the Consignees in Vietnam in free foreign exchange. The Government of Vietnam agreed to make available the needed amount of foreign exchange in order to facilitate the timely movement of cargoes abroad through non-U.S. Flag Vessels when U.S. Flag Vessels were not available. The exporters were informed accordingly.

(2) Shipment of Ceylon

Shipment to Ceylon was also a great problem to our exporters since the Agreement lines were reluctant to declare vessels to Colombo due to congestion. The Council continued its efforts to solve the problems and finally approached the Shipping Corporation of India to help tide over the situation.

The Corporation opened a Passenger-Cargo Service between Rameswaram and Talimanner but having found the service inadequate for our exporters, the Council again took up the matter with the Additional Director General of Shipping for establishment of regular Cargo Services.

(3) Shipment to Caribbean Ports

The Council followed up its proposal with the Ministry of establishment of a direct bi-monthly service between India and Caribbean Sea Ports at reasonable freight rates in view of the vast export potential of Indian engineering goods in the area. The Additional Director General of Shipping was also approached for implementation of the proposal which still remained under his consideration.

ASSESSMENT OF FREIGHT ON VOLUME BASIS

It was reported that assessment of freight on volume basis was a problem to exporters since freight charged on volume basis was much higher than that on weighment basis. The Council took up the matter with the Additional Director General of Shipping.

The problem of assessment of freight on C.I. Pipes from India to U.S.A. Atlantic Ports had already been solved since the Conference agreed to charge freight on weight basis.

Details in respect of other items facing similar difficulty were being collected.

GENERAL INCREASE IN FREIGHT RATES

The question of general increase in freight rates effected by the Shipping Lines/Conferences from time to time was also taken up with the Additional Director General of Shipping and the Eastern India Shippers' Association. The Council continued its efforts to secure exemption of engineering items from the general increase. It was represented that due to general increase, the concessional freight rates which were secured through years of efforts were also increased. Concessional freight rates were fixed by the Conferences only when they were satisfied that the incidence of the existing freight could not be borne by the items concerned. The general increase, therefore, seriously disturbed the export programme finalised by the exporters on the basis of the concessional freight rates which should remain effective for a reasonable length of time to ensure that long-term commitments were not disturbed.

RAILWAY FREIGHT REBATE

(1) Simplification of the procedure for refund of railway freight rebate

The existing procedure for refund of railway freight rebate was found elaborate and time-consuming, which resulted in blocking of capital of exporters. It was, therefore, proposed to the Railway Board that the system of direct railway freight concession under bond at the time of booking should be introduced. In order to convince the Railway Board of the lacuna in the existing procedure, long list of instances of delays on the part of railways in settling the claims of refunds was furnished to the Director (Transport), Ministry of Commerce in the proforma suggested by him. The case was still under consideration of the Ministry and the Railway Board.

The Council also assisted the exporters in getting the refund, as and when reported of the delay.

(2) Extension of Railway Freight Concession to Bolts and Nuts for Assembly of Transmission Line Towers for export

One of our member-firms in Bombay represented that they received a very big order for supply of Transmission Line Towers to Nigeria. In order to assemble the Line Towers, they placed an order with a Calcutta firm for supply of 800 tonnes of Bolts and Nuts to their factory for proper galvanisation. Since the bolts and nuts were required for export purposes, they asked for extending the existing 50% railway freight concession to include the transaction also.

The Council duly recommended the case and the Railway Board was good enough to extend the concession.

(3) Anomaly in Freight Concession for Steel Tubes and Steel Pipes

The Railway Board granted 50% freight concession for Steel Tubes and 25% for Steel Pipes. Since there was no difference between Steel Pipes and Steel Tubes, the Council recommended to the Railway Board for eliminating the disparity in the concession. After protracted correspondence, the Railway Board granted 50% concession for Steel Pipes also subject to the minimum weight condition *viz.* W/205 B.G., W/130 M.G., W/80 N.G.

The exporters, however, complained that since it was not possible to load more than 110 qtl. of Steel Pipes in a four-wheeled B.G. Wagon, they were not in position to avail of the benefit on account of the above minimum weight condition. The Council, therefore, made repeated representations to the Ministry of Commerce and the Railway Board for waiving the weight condition.

The Railway Board finally agreed that the concession would also be admissible in cases where the minimum weight condition was not fulfilled and the freight was charged at small rates on actual weight.

(4) **Extension of freight concession on Air compressor of all types and makes**

Railway freight concession granted to Air Compressor for export was initially made restricted to a particular brand "Broomwade Type WR-210 Portable Diesel." The Council took up with the Railway Board for extension of the concession to all types and makes. The Railway Board was good enough to extend the concession accordingly.

ANNEXURE—1

SHIPPING FREIGHT CONCESSIONS

Commodity	Destination		Freight reduction		Basis
	From	To	From	To	
1	2	3	4	5	6
Reminder of wagon	Calcutta, Visakhapatnam and Kakinada	Port Swettenham	Sh. 18/-	Sh. 80/-	per Cu. Metre
Iron & Steel NOE in coils or on Peels	All Indian Ports	Port Said and Suez	Sh. 235/- Sh. 210/-	Sh. 85/- Sh. 75/-	per 1000 kgs. per Cu. metre.
	-do-	Alexandria Istanbul & Lattakia	Sh. 247/6 Sh. 210/6	Sh. 97/6 Sh. 87/6	per 1000 kgs. per Cu. metre.
	-do-	Beirut and Piraeus	Sh. 255/- Sh. 230/-	Sh. 105/- Sh. 95/-	per 1000 kgs. per Cu. metre.
	-do-	Akaba, Algiers, Famagusta, Izmir, Safaga, Salonika, Sfax, Tangier, Tripoli & Tunis	Sh. 260/- Sh. 235/-	Sh. 110/- Sh. 100/-	per 1000 kgs. per Cu. metre.
Frying pan	Calcutta	Canada	Sh. 478/- Sh. 666/-	Sh. 247/6 Sh. 275/6	per Cu. metre. per 1000 kgs.
Sewing machine	Calcutta	Manila	Sh. 232/-	Sh. 197/- (gross)	per Cu. metre.
Concrete Mixers	Bombay	Kuwait	Rs. 118	Rs. 57	-do-
Pressure Stoves & Lanterns	Calcutta	Manila	Sh. 232/-	Sh. 151/- (gross)	-do-
Iron & Steel Barbed wire : (i) in coils measure not excdg. 1.25 C.M. per 1000 kilos	India	U.K/Continent	Sh. 542/6	Sh. 170/-	per 1000 kgs.

ANNEXURE—1.

SHIPPING FREIGHT CONCESSIONS

Commodity	Destination		Freight reduction		Basis
	From	To	From	To	
1	2	3	4	5	6
(ii) in coils measurement excdg. 1.25 Cu. metres per 1000 kilos	India	U.K./Continent	Sh. 542/6	Sh. 135/- or Sh. 210/-	per Cu. metre. per 1000 kgs.
Jerricans and Petrolcans	All Indian Ports	Port Said & Suez	Sh. 225/-	Sh. 105/-	per C.M.
	-do-	Alexandria, Istanbul & Lattakia	Sh. 237/6	Sh. 117/6	-do-
	-do-	Beirut & Piraeus	Sh. 245/-	Sh. 125/-	per C. M.
	-do-	Akaba, Algiers Famagusta, Izmir, Safaga, Salonika, Sfax, Tangier Tripoli & Tunis	Sh. 250/-	Sh. 130/-	-do-
C.I. Brake Block Soilings	India	West Germany	Sh. 180/-	Sh. 150/-	per 1000 kgs.
Aluminium Conductors	Calcutta	Rangoon	Rs. 74.50	Rs. 60.00	-do-
Electric fans	Bombay	Australia	Sh. 225/- Sh. 202/6	Sh. 216/6 Sh. 155/-	-do- per C. M.
Pressure stoves & pressure lamps	Calcutta, Visakhapatnam and Kakinada	Penang, Port Swettenham and Singapore	Sh. 118/-	Sh. 106/-	per Cu. metre.
	-do-	Bankok & Saigon	Sh. 166/-	Sh. 120/-	-do-
	-do-	Hongkong	Sh. 158/-	Sh. 115/-	-do-
	-do-	Japan	Sh. 188/-	Sh. 170/-	-do-
Enamelware	Calcutta, East Coast of India	U.S. Atlantic and Gulf Ports	$ 77.25 (contract) $ 90.75 (non-contract)	$ 45.00 $ 52.75	-do- -do-
Bars	Calcutta, Madras & Visakhapatnam	U.S. Pacific Ports	$ 88.75	$ 26.50	per 1000 kgs.
Empty Steel Cylinders	Calcutta, Madras, Kakinada & Visakhapatnam	-do-	$ 83.50	$ 36.00	per Cu. metre.
Castings, Roller Rings Cast Iron	-do-	-do-	$ 80.75	$ 26.50	per 1000 kgs.
Steel Rods in coils	Calcutta, East Coast of India	U.S. Atlantic & Gulf Ports	$ 107.25 (contract) $ 126.00 (non-contract)	$ 39.75 $ 46.75	-do-
M.S. Reinforcing Round Bars	Calcutta	Bangkok	Sh. 139/-	Sh. 125/-	-do-
Dies & Taps (not hardware)	All Indian Ports	U.K./Continent	Sh. 332/6 Sh. 300/-	Sh. 255/- Sh. 230/-	per 1000 kgs. per Cu. metre.
Brassware	Bombay, Cochin Alleppey & Tuticorin	U.S. Pacific Ports	$ 60.75	$ 48.50 $ 54.25	-do- per 1000 kgs.

ANNEXURE—1.

SHIPPING FREIGHT CONCESSIONS

Commodity	Destination		Freight reduction		Basis
	From	To	From	To	
1	2	3	4	5	6
Steel Tee. Bars & Angles (measuring not more than 2″ in width and/or height and not more than 30′ in length with f.o.b. value not excdg. $ 125.00 per 1000 kilos)	Calcutta	U.S. Atlantic Ports	$ 35.00 $ 39.00	$ 28.75 $ 32.00	per Cu. metre. per 1000 kgs.
Bicycles	Calcutta, East Coast of India	U.S. Atlantic & Gulf Ports	$ 57.00 (contract) $ 67.00 (Non-contract)	$ 38.50 $ 45.25	per Cu. metre. -do-
Ventilators	Madras	W. Africa	Sh. 291/-	Sh. 167/6	per Cu. metre.
Pipes, Iron & Steel Bundles or strapped on pallets	Bombay, Cochin Alleppey & Tuticorin	U.S. Pacific Ports	$ 63.50	$ 34.50	-do-
Steel furniture new in wooden cases	-do-	-do-	$ 63.50	$ 52.75	-do-
Iron or steel viz. Metal expanded	Calcutta, Madras, Kakinada & Visakhapatnam	-do-	$ 88.75 $ 63.50	$ 39.50 $ 35.50	per 1000 kgs. per Cu. metre.
Wire-mesh or netting	Bombay, Cochin Alleppey Tuticorin	-do-	$ 88.75 $ 63.50	$ 30.50 $ 27.50	per 1000 kgs. per Cu. metre.
Cutlery N.O.E.	Indian Ports	U.K. Continent	Sh. 332/6 Sh. 300/-	Sh. 317/6 Sh. 287/6	per 1000 kgs. per Cu. metre.
			(Less 10% deferred rebate or 9½% immediate rebate)		
C.I. Manhole covers	Calcutta	Vancouver Canada	$ 88.00 or $ 63.50	$ 32.50	per 1000 kgs. per Cu. metre.
Buckets	-do-	-do-	-do-	$ 36.50	-do-
Iron & Steel Products, metal expanded	Calcutta, Madras, Kakinada & Visakhapatnam	U.S. Pacific Ports	$ 88.75 or $ 63.50	$ 39.50 or $ 35.50	per 1000 kgs. or per Cu. metre.
Manhole covers	Calcutta	Jeddah	Rs. 211.70	Rs. 188.00	per 1000 kgs.
Pressure stoves, lanterns and spare parts	Bombay	Manila	$ 28.35 (Direct shipment) $ 31.60 (With transhipment)	$ 21.00 $ 29.40	-do-
Tubular steel Structures	Bombay	Manila (Direct) -do- (with transhipment)	Sh. 269/- Sh. 290/-	Sh. 150/- Sh. 240/-	per 1000 kgs. -do-
Conduit pipes	Calcutta	Australia	Sh. 310/6	Sh. 200/-	per 1000 kgs.
G. I. Wire Rat traps	Bombay	Lower Gulf (Persian) Ports, (Muscat, Dubai, Immsaid etc.)	Sh. 104/-	Sh. 85/-	per Cu. metre.
	-do-	Upper Gulf (Persian) Ports, (Khorramshahr Basrah etc.)	Sh. 125/-	Sh. 103/-	-do-

ANNEXURE—1.

SHIPPING FREIGHT CONCESSIONS

Commodity	Destination		Freight reduction		Basis
	From	To	From	To	
1	2	3	4	5	6
C. I. Manhole Covers & frames Gully Grantings & Frames	Calcutta	Canada	$ 88.00	$ 32.50	per 1000 kgs.
Empty drum Iron and steel	East Coast of India	U.S.A.	$ 34.75 (Contract)	$ 26.25	per Cu. metre.
			$ 40.75 (Non-contract)	$ 30.50	-do-
Engg. goods & electrical equipments of all descriptions such as machinery & parts, electric motors and diesel engines etc.	Madras & Nagapattinam	Penang & Singapore	Sh. 139/- Sh. 195/-	Sh. 125/- Sh. 175/-	per Cu. metre. per 1000 kgs.
	-do-	Port Swettenham	Sh. 148/- Sh. 205/6	Sh. 133/- Sh. 185/-	per Cu. metre. per 1000 kgs.
Structural frame-ware and steel collumns and Hallow Steel Shell (Part of Asbestos Cement Plant & machinery)	Bombay	Damman	Sh. 116/- Sh. 104/-	*Sh. 96/- *Sh. 86/-	per 1000 kgs. per Cu. metre.
	*(For Lower Gulf Ports) plus the usual differential of Sh. 23/- per ton for shipment to Damman plus the appropriate long length and heavy lift additionals.)				
Steel tubes, black & galvanised	Bombay	Main Australian Ports	Sh. 225/- Sh. 202/6	Sh. 200/- Sh. 175/-	per 1000 kgs. per Cu. metre.
Enamelware	Calcutta	Port of Spain	$ 145.75	$ 65.00	per Cu. metre.
Bicycle saddles	Bombay	Canada	$ 41.50	$ 37.75	per Cu. metre.
Galvanised steel tubes	East Coast of India	Australia	Sh. 225/-	Sh. 200/-	per 1000 kgs.
Steel shell	Bombay	Glassgow	Rs. 12,000 (Sh. 217/6 per C.M.)	Rs. 8,400 (£400)	per shell.
Cast iron ballast weights	Calcutta.	U.K.	Sh. 265/-	Sh. 165/-	per 1000 kgs.
Electricity meters	Bombay, Madras, Saurashtra Ports and Murmugoa	Japan	$ 34.55	$ 23.20	per Cu. metre.
-do-	Bombay	Georgetown	$ 79.00	$ 55.00	-do-

OTHER ACTIVITIES

COMPLAINTS

At the beginning of the year under review, there were 65 complaints outstanding from overseas buyers against Indian exporters, the nature of the complaints being as given below :—

Defective supply	19 cases
Delay in execution of order	19 „
Payment of commission	16 „
Short Shipment	2 „
Non-refund of deposit money	1 case
Payment of demurrage charges	2 cases
Supply not according to specifications	3 „
Non-supply of Spare parts	1 case
Non-fulfilment of collaboration agreement	1 „
Overcharging in Bill	1 „

During the year the following 56 complaints were received :—

Defective supply	13 cases
Delay in execution of order	16 „
Delay in payment of commission	17 „
Short Shipment	5 „
Non-payment of cost of drawings	1 case
Payment of demurrage charge	1 „
Supply not according to specifications	2 cases

From an analysis of the nature of complaints, it will appear that overseas buyers mainly complained against delay in payment of commission, delay in execution of orders and defective supply.

Regarding payment of commission, most of the exporters stated that the delay was due to non-receipt of Reserve Bank's permission in time. The Council, therefore, held several meetings with the Deputy Controller of Reserve Bank who assured that there would be no delay in issuing permission provided the exporters submitted their applications properly.

As for delay in execution of orders, the exporters observed that lack of Shipping Space or other factors beyond their control stood in the way of executing the orders. The Freight Investigation Bureau is trying hard to solve the Space Problem. We hope, with their efforts the number of complaints of this nature will reduce in future.

The Council, however, in consultation with the Complaint Sub-Committee was able to settle 69 complaints, the remaining being under negotiation.

PROBLEMS CONNECTED WITH DRAWBACK OF DUTY

During the year under review, necessary assistance was rendered to the members in getting the drawback rates and claims settled. The distinct feature is that the Council set up a Drawback Sub-Committee under the Convenorship of Shri Chandubhai C. Udeshi to discuss the problems and take up the matter with the Government for expeditious fixation of the rates and settlement of the claims. The Sub-Committee met thrice during the year. During the year the Government of India had, in

principle, agreed to the fixation of the drawback rates on several items on industrywise basis. Data in this regard was collected for the following items and forwarded to the Ministry. The rates are being worked out :—

(1) Electric Motors ;
(2) Transformers ;
(3) Electric Fans ;
(4) Pressure Stoves and Lanterns ;
(5) A.A.C. and A.C.S.R. Conductors ;
(6) Power Cables ;
(7) Wire Ropes.

While the items has been brought under Schedule I of the Drawback Rules and the rate has been announced for Steel Wire Ropes—Steel content only. Representation has been made to the Government to revise the rate of Steel Wire Ropes including the fibre core element.

PANEL DIVISION

The work done in the panel division during the year under review is given below :

In order to find out ways and means of increasing exports, activities of the 31 Panels of the Council were intensified and during the period 1966-67, 91 meetings of different panels were held. Opportunity was taken at these panel meetings to review the export performance of individual items and to discuss the problems affecting the export of the engineering industry.

Out of the 31 panels covering various engineering products, 16 panels had been most active and had frequent meetings, to discuss export problems under their purview. With a view to enabling members from different parts of the country to participate in the meetings and deliberations, meetings of the panels were held at different centres. The number of meetings held by different panels during the year 1966-67 are given below :

(1)	Iron and Steel Castings	11 meetings
(2)	Electric Motors, Transformers Generators, Switchgear, Controlgears, Air-conditioners and Refrigerators ..	7 ,,
(3)	Fasteners including wire & wire products	5 ,,
(4)	Mild Steel Pipes, tubes and fittings	5 ,,
(5)	Light Engineering manufactures not elsewhere specified including agricultural implements	5 ,,
(6)	Wires and Cables including electrical housing accessories ..	5 ,,
(7)	Electric fans	4 ,,
(8)	Metal containers and closures including tin containers, buckets, steel drums and barrels.	4 ,,
(9)	Non-ferrous semis and manufactures	4 ,,
(10)	Fabricated steel structurals	4 ,,
(11)	Industrial Mill stores and accessories	3 ,,
(12)	Industrial plant and machinery	3 ,,
(13)	Furniture—all types	3 ,,

(14)	Household utensils other than stainless steel	3 meetings
(15)	Railway tracks and signalling materials	3 ,,
(16)	Stainless steel products	3 ,,
(17)	Bicycles	2 ,,
(18)	Domestic builders and miscellaneous hardware including wire and wire products.	2 ,,
(19)	Machine Tools, cutting and small tools	2 ,,
(20)	Pumps (all sorts)	2 ,,
(21)	Umbrellas and fittings	2 ,,
(22)	Railway wagons and components	2 ,,
(23)	Sewing machines and parts	1 meeting
(24)	Radios, Gramophone Records and public address equipment	1 ,,
(25)	Heavy Engineering manufactures not elsewhere specified ..	1 ,,
(26)	Dry and storage batteries	1 ,,
(27)	Diesel engines	1 ,,
(28)	Automobiles including ancillaries and accessories ..	1 ,,
(29)	Electric lamps including fluorescent tubes and fittings ..	1 ,,

Some of the major decisions taken at these panel meetings are as under :

Panels	Decisions
(1) *Iron and Steel Castings.*	(1) Minimum export prices for 10 ft. C.I. Pipes were fixed for U.S.A.
	(2) The panel allowed 15% commission for export of C.I. roller rings to U.S.A.
	(3) It was decided that concessional prices of pig iron be made available for commitments entered into prior to devaluation and where supplies were effected after 6th June, 1966.
	(4) Minimum export price was brought down to Rs. 551 per m/t. in respect of countries in West Asia and Africa as also for South East Asian countries excepting Singapore and Malaysia.
	(5) It was decided to take suitable steps to get shipping freights reduced in respect of C.I. Castings to enable exporters to stand competition in the overseas markets.
	(6) It was decided to diversify export of castings to meet the demands of sophisticated markets.

Panels	Decisions
(2) *Electric Motors, Transformers, Generators, Switch-gears, Control-gears, Air-conditioners and Refrigerators.*	(1) With a view to increasing the competitive position of electrical equipment like electric motors, transformers, switchgears etc. it was decide that an attempt be made to persuade manufacturers of electrical steel stampings and winding wires to extend voluntary help to exporters of electrical equipment by supplying these materials at concessional prices.
	(2) It was decided to approach the Government to give additional assistance to air-conditioners, refrigerators and water coolers.
	(3) It was decided to get the duty drawback for transformers fixed on per KVA basis.
	(4) It was decided to get the import replenishment for power driven pumps fitted with electric motors fixed at 40% of the f.o.b. value.
(3) *Fasteners including wire and wire products.*	(1) With a view to avoiding inter se competition for steel wire ropes, a sub-committee was constituted to go into the question of finalising minimum export prices for East European countries specially Yugoslavia.
	(2) It was decided to approach the Government for allowing indigenous steel to exporters at international prices.
(4) *Mild Steel pipes, tubes and fittings.*	(1) Minimum export price for export of M.S. Pipes to Iran were fixed.
	(2) It was decided to write to the Government to grant cash subsidy on exports made prior to devaluation and payments received after that date.
	(3) It was decided to take up the matter with the Railways to waive the condition of minimum mileage of 300 km. and weight conditions for availing Railway freight concession.
(5) *Light engineering manufactures not elsewhere specified including agricultural implements.*	(1) It was recommended that the system of 'Green Form' for replenishment of indigenous material *viz.* iron and steel should be abolished and the previous system of recommendation by the Council be re-introduced.

Panels	Decisions
	(2) Steps be taken to get the import licences issued expeditiously to exporters as also claims for cash subsidy.
	(3) It was recommended that calculation of the f.o.b. prices should be made according to the documents submitted by the exporters and not on the basis of figures shown in the Customs challan.
	(4) Indigenous materials should be supplied at concessional rates against exports effected on or before 6th June, 1966.
	(5) It was viewed that the export policy should be on a long term basis, so that, exporters can enter into long term agreements with overseas buyers.
	(6) It was decided that uniform freight rates should be applicable on exports effected from any Indian ports.
	(7) The Reserve Bank should adopt a liberal policy for granting foreign exchange to exporters to survey overseas markets.
	(8) It was decided that the Government should be approached for enhancement of the present scale of assistance for steel trunks, cutlery, lanterns and pressure stoves.
(6) *Wires and cables including electrical housing accessories.*	(1) It was decided to approach the Government for fixation of drawback rates for PVC Aluminium conductors in line with copper conductors.
	(2) A sub-committee each for cables and AAC/ACSR Conductors was constituted to go into the enquiries received from overseas countries and to give advice in respect of competent manufacturers who were in a position to handle the same.
	(3) Minimum export prices for AAC and ACSR Conductors were fixed for South East Asian countries excepting Ceylon.
	(4) It was decided to represent to the Government for allowing cash subsidy in respect of copper wires and cables (insulated).

Panels	Decisions
(7) *Electric fans.*	(1) It was decided to approach the Government to fix duty drawback on fans and components on all-industry basis.
	(2) It was decided that essential raw materials like winding wires and steel stampings be made available to exporters at concessional prices.
	(3) It was decided to bring out a catalogue on ceiling and table fans.
	(4) It was decided to obtain export figures of foreign competitors like Japan, Hongkong and Taiwan for information of the members.
(8) *Metal containers and closures including tin containers, buckets, steel drums and barrels.*	(1) The panel was of the view that the present scale of assistance on export of metal containers including tin containers, buckets steel drums and barrels was not adequate and recommended for taking up the matter with the Government.
	(2) Withdrawal of concessional prices of steel has made export uneconomic proposition. It was decided that the Government be requested to re-introduce concessional prices.
	(3) The Panel noted with concern the absence of direct sailings to some of the West Asian and West African ports, which was affecting the exports. It was decided that the matter be discussed with the authorities concerned.
(9) *Non-ferrous semis and manufactures.*	(1) The panel expressed concern over the Government decision banning export of non-ferrous alloys and recommended that the matter be taken up again with the Ministry.
	(2) The panel decided that the Government be requested to consider the commitments made prior to the ban imposed on export of non-ferrous alloys specially when these commitments were supported by Letters of Credit.
(10) *Fabricated steel structurals.*	(1) In view of the difficult supply position of steel, it was decided to associate two representatives of the industry with the sub-committee set up under the Chairmanship of the Iron and Steel Controller.

Panels	Decisions
	(2) It was decided to inform the Government that procedure for supply of indigenous steel under the 'Green Form' was not working satisfactorily.
	(3) It was decided to request the Foreign Officer to survey the Indonesian market in view of the loan of Rs. 10 crores granted to that country.
	(4) It was decided that the Government be requested to consult the industry for inclusion of engineering items prior to finalising Trade Agreements.
	(5) It was decided that exporters receiving enquiries but not interested in the items should pass them on to the Council for circulation to the interested members.
	(6) It was decided that the matter be taken up with the Government for making available steel to exporters at concessional prices.
(11) *Industrial mill stores and accessories.*	(1) Recommendation made to the Government for revision of export assistance in respect of Jute mill stores be followed up. Also a suitable case be made in support of higher rate of cash subsidy for jute mill stores.
(12) *Industrial plant and machinery.*	(1) It was decided that meetings of manufacturers, industry-wise, should be convened to discuss problems relating to their exports.
	(2) The Council should impress upon the Reserve Bank to take up the matter of allowing long term credit with the Industrial Development Bank for financing the export industries for offering credits on a long term basis.
(13) *Furniture—all types.*	(1) Minimum export prices for folding and cushion chairs were fixed for Persian Gulf countries, Ethiopia and Nigeria to avoid *inter se* competition.
	(2) It was decided that study be made about the quantum of freights paid by Indian exporters and the freights paid by other competing countries to same destination.
	(3) It was recommended that indigenous steel should be made available to exporters at concessional prices.

Panels	Decisions
(14) *Household utensils other than stainless steel.*	(1) The panel recommended to bring to the notice of the Government the delay in disposing of applications for import replenishment and cash assistance.
	(2) It was recommended that transfer of import replenishme[illegible] should be allowed within the group of alum[illegible] utensils, enamelware, EPNS wares and brass and copper utensils.
	(3) It was decid[illegible] o approach the Government for enhancing assistance on aluminium utensils and enamelware.
(15) *Railway track and signalling materials.*	(1) It was decided that the Government should allow the following facilities to exporters :
	(*a*) availability of raw materials at concessional prices.
	(*b*) Timely and regular supplies of special sections and special quality steel ;
	(*c*) facility of deferred payment ; and
	(*d*) facility of cost of finance.
	(2) It was noted that producers were treating 500 tons as economic tonnage in Australia as against 3,000 tons in the case of Indian products. It was decided to persuade the Government to treat economic tonnage at 1,500 tons as also to seek a categorical assurance that the steel mills will cut rolls upto 3,000 tons for execution of export orders.
(16) *Stainless steel products.*	(1) The panel was of the view that industries might be given A-U licences for stainless steel for the manufacture of stainless steel products for export purposes.
	(2) Transfer of entitlement by exporters against exports of stainless steel products should not be restricted only to the link-manufacturers and this transfer should be allowed also to any other manufacturer of the same group.
	(3) It was decided to approach the Government to expedite its decision with regard to giving cash assistance for export of stainless steel watch straps.

Panels	Decisions
(17) *Bicycles.*	(1) It was decided to approach the Government to consider cash assistance against export of bicycles and parts effected prior to 6th June, 1966 and payments received after that date.
	(2) The panel recommended that indigenous raw materials should be made available to exporters at international prices.
	(3) For the purpose of widening the scope of transferability of import repelnishment, the panel recommended that a group of light engineering and electrical goods including bicycles and bicycle parts should be created.
	(4) It was decided that the matter might be taken up with the authorities for getting the duty drawback rates fixed on friction materials like chains, free wheels, hubs, gear cases separately and not at a flat rate of 15% of the FOB value.
(18) *Domestic builders miscellaneous hardware including wire and wire products.*	(1) It was decided to represent to the Government to allow transfer of import entitlement within the whole range of non-ferrous panel.
	(2) It was viewed that duty drawback fixed on ferrous builders hardware needed revision as the duty in respect of wire and sheet required for certain items was higher. It was decided to take up the matter with the authorities.
(19) *Machine tools, cutting and small tools.*	(1) It was decided that machinery parts be allowed to be imported within the c.i.f. value of the entitlement and that import replenishment be allowed to be accumulated for a period of 2 years.
	(2) It was decided that printed catalogues on cutting tools and hand tools on the lines prepared by Machinery Tools Manufacturers' Association be brought out and that members should bear the expenses part of which will have to be met from the MDF.
	(3) It was decided that in view of the possibilities existing for cutting tools and hand tools, a delegation should be sent to East European countries.
	(4) Shipping difficulties experienced by exporters should be brought to the notice of the authorities.

Panels	Decisions
	(5) Steel should be made available to exporters at concessional rates.
(20) *Pumps-all sorts.*	(1) It was decided to request the Government to fix separate assistance in respect of pumping sets fitted with diesel engines and electric motors.
(21) *Umbrellas and fittings.*	(1) It was decided to pursue the Government to give additional incentives as promised earlier to cover the loss incurred in respect of exports of umbrellas and umbrella fittings made during July, 1964 to June, 1965.
	(2) Import replenishment against export of automatic umbrellas be increased from 10% to 60%.
	(3) It was decided that umbrella cloth cover cut-to-size and stitched be treated as part and parcel of the umbrella and all incentives available to exporters of umbrellas be given to this item and to take up this matter with the authorities.
	(4) It was decided to request the Government for increasing the import content on umbrella rim from 40 to 70% which was the actual figure accepted by the Ministry of Finance for fixation of drawback rates.
(22) *Railway Wagons and components.*	(1) It was noted that cash assistance on Railway wagons was inadequate and was decided that a case should be made for additional cash subsidy.
	(2) The panel recommended that tender documents should be procured well in advance and sent to the Head Office by the Council's Foreign Offices.
	(3) Leading firms should get registered with the Crown Agents in order that they can obtain necessary information in regard to tenders emanating from buying countries.
	(4) It was recommended that library be maintained on specifications adopted by different World railways.
	(5) It was noted that shipping difficulties were being experienced in respect of East Africa as there was only one sailing from Mombasa, and that the shipping freight paid by the Indian exporters was

Panels	Decisions
	much higher than the freight paid by other countries to similar destinations. It was decided to take up the matter with the authorities concerned.
	(6) It was decided that cases of firms who had been experiencing difficulties in the matter of steel supplies be referred to the Government.
	(7) It was decided that Foreign Embasises in Indian and their Consulates be contacted for information on the various development programmes in their respective countries.
	(8) Before sending a trade delegation, necessary ground work should be prepared by arranging visits of representatives of Embassies/Consulates to important factories, so that they were in a position to report back to their Government/leading buyers about the progress made by the industry and the types of wagons which Indian exporters were in a position to offer.
(23) *Sewing machines and parts.*	(1) It was noted that Japan, Korea and China were our main competitors specially for straight stitching sewing machines. The competition from Japanese sewing machines was no longer due to cheaper price but due to better quality. The panel viewed that exporters should become more quality conscious and improve the quality of their machines.
	(2) The panel was of the opinion that packaging was an important aspect to be considered in our efforts for export promotion. At present, sewing machines were being exported in wooden cases, while in the markets abroad, cardboard cartons were preferred. It was decided that the Government should be approached to allow import of packaging material specially card of board cartons from countries like Japan, and samples of the same should be obtained for the benefit of exporters.
	(3) It was decided to represent to the Government to increase cash assistance on sewing machines from 10% of the f.o.b. value to 20%.
(24) *Radios, Gramophone records and public address equipment.*	(1) It was decided to send a study team to Far East, Middle East and African countries to survey the export possibilities.

Panels	Decisions
	(2) It was decided that E.P. licences should be transferable to any member of the panel *i.e.* the manufacturers of radios, radio parts, Gramophone records, P.A. equipments and other electronic products including instruments.
(25) *Heavy engineering manufactures not elsewhere specified.*	(1) The image of India has to be created abroad by publicising products through personal contacts, movies and other media.
	(2) Delegation of leading exporters be sent to Far East, Middle East and African countries.
	(3) Representation for additional cash subsidy on Cranes, Road Rollers and Excavators be made to the Ministry.
	(4) Information on the road programme in Ethiopia be made available to the exporters.
	(5) Advance information in regard to tenders emanating from leading buyers be obtained and the Council's Foreign Officer in U.K. be requested to maintain liaison with Crown Agents and if possible to get leading exporters registered with the Crown Agents.
	(6) Deferred payment facilities on long term basis be made available to exporters as sizeable business was being lost to Japan.

Difficulties expressed by different panels in regard to exhorbitant shipping freight, in frequency of sailings, fixation of rates of duty drawback and payment of drawback claims, supply of indigenous sections of steel in time for fulfilment of export commitments and inadequate assistance under export assistance scheme, grant of foreign exchange to exporters for conducting overseas tours and the problem of extended credit required by importing countries were taken up with the authorities concerned. Practically all the panels expressed concern at the withdrawal of the concessional export prices of indigenous iron and steel after devaluation and recommended for supply of indigenous iron and steel to exporters of engineering goods at international prices. The view of the industry were brought to the notice of the Government.

Recommendations of the panels for sending delegations and study-cum-sales teams were forwarded to the Delegation Sub-Committee.

As a result of the discussions, a target of Rs. 32 crores (excluding steel) was fixed for various items coming under the purview of the panels for the year 1966-67.

Enhancement of export assistance

Representations were made to the Government for enhancement of scale of assistance for a number of engineering items at the recommendations of the panels. During the period under review higher scales of assistance were announced by the Government in respect of the following :—

(*a*) *G.I. Buckets.*	Import replenishment was raised from 20% to 30%.
(*b*) *Oil Mill Machinery.*	Import replenishment was raised from 10% to 20%.

REGIONAL OFFICE ACTIVITIES

BOMBAY OFFICE

The contribution of the Western Region which comprises of the State of Maharashtra, Gujarat and Madhya Pradesh in the export of engineering goods was Rs. 8.5 crores during 1966-67 as compared to Rs. 7 crores during 1965-66. Although there had been a little rise in the exports during this year compared to the last year, the target fixed at Rs. 13.7 crores (21 crores post devaluation) for this region could not be achieved mainly because of the dislocation of exports on account of devaluation of our currency and the delay in announcing the new Export Assistance Scheme.

One of the important events during the year under report is the devaluation of our currency in the beginning of the financial year. Although our currency was devalued with effect from 6.6.1966, the new Export Assistance Scheme was announced only in the middle of August, 1966. Immediately after the announcement of the Export Scheme, the Western Regional Office of the Council had arranged a Seminar in Bombay on the 3rd September, 1966, under the leadership of Shri S. L. Kirloskar, to find out the reaction of the engineering industry about the new policy. Decisions arrived at the Seminar are detailed in the following pages :—

The Regional Committee and Sub-Committees were reconstituted by the Working Committee as per details given in Appendix :

The following meetings took place during the year under report :—

1.	Working Committee	1 meeting
2.	Regional Committee	11 meetings
3.	Administration Sub-Committee	1 meeting
4.	Registration & Entitlement Sub-Committee (Ferrous) ..	39 meetings
5.	Registration & Entitlement Sub-Committee (Non-Ferrous) ..	29 ,,
6.	Replenishment Sub-Committee	9 ,,
7.	Technical Sub-Committee	4 ,,
8.	Complaints Sub-Committee	3 ,,
9.	Foreign Exchange Sub-Committee	1 meeting

In order to stimulate and create export consciousness among the exporters of engineering goods, seminars/conferences were held in Bombay and elsewhere in the Western Region. These seminars/ conferences, among others, provided platform to the exporters to ventilate their grievances.

SEMINARS/CONFERENCES

(1) Seminar on exports of Engg. Goods, Bombay

A seminar on export of engineering goods was held on the 3rd September, 1966, with the main object to find out the reaction of the engineering industry to the new export policy. The Seminar was attended by all exporters in the Western Region and also by the members of the Working Committee of other Regions. The Chief Guest at the Seminar was Shri S. L. Kirloskar, the immediate past President of the Federation of Indian Chambers of Commerce and Industry and Ex-Chairman of the Council.

A number of persons spoke on the new policy. Arising out of the discussion, the following broad conclusions were arrived at the seminar :

(1) The Seminar was of the view that the new export scheme although not as good as the old one, is simple and workable and by and large, welcomed it. It extended its full co-operation in doing everything possible to promote exports.

(2) Some upgrading in a few cases may be necessary, requiring different cash subsidy and/or import replenishment.

(3) Additional items should be incorporated in the scheme for allowing import replenishment and cash assistance.

(4) Machinery for operating the cash subsidy and import replenishment be so devised that these facilities are available within a month from the date of the application. It noted with satisfaction the official assurance in this regard.

(5) Indigenous iron and steel be available at concessional prices ; price to be stable for at least a year, and to be at the level when firm commitments were made.

(6) There should be a continuous and purposeful dialogue between the Council and the Government so that problems were resolved no sooner they arise.

(7) Wherever firm commitments have been made prior to devaluation, the Government should examine these, case by case, and evolve proper and satisfactory solution to assure that the genuine exporter does not incur losses.

(8) No major changes in the policy should be made affecting the exporters adversely. The policy should be stable over a long period.

(9) No exports should suffer due to lack of financial assistance.

(10) For the genuine needs of foreign travel by the exporting firm's representatives, foreign exchange should be realised quickly and in adequate amounts. The period of travel should not be arbitrarily restricted.

(11) Drawback procedure simplification needs to be soon worked out and put into execution.

It is heartening to note that the Government have accepted many of our above suggestions. One of the important suggestions was the supply of indigenous iron and steel materials at international price. The Council had a continuous dialogue in regard to the new Export Scheme with the Government.

Another important event is the visit of United Nations Team on Export Production to India. The Council had detailed discussion with the team which was of the view that the most important factor in pushing our exports was that more and more goods should be produced so that there is a surplus for exports. Mr. Coggan, the leader of the team, had suggested the creation of a new image of India as an industrial country by means of efficient publicity work abroad. According to him, the progress made by the Indian industries was not known to many countries outside India and it was, therefore, necessary that every effort should be made to correct the past image. Not only the country developed and perfected certain items and machines, the U.N. Team was informed, but India had reached a stage, in certain fields, when it can export complete plants ; but for the latter, import of process and technical know how needs to be liberalized, as in Japan.

(2) **Seminar on Export Promotion of "Non-traditional Commodities"**

A Seminar on "Export Promotion of Non-Traditional Commodities" was held jointly by the All-India Manufacturers Organisation and the Western Regional Office of the Council in Bombay on the 19th and 20th November, 1966. The Seminar was inaugurated by the Hon'ble Shri Manubhai Shah, the then Union Minister of Commerce. The object of the Seminar was to discuss as to how we could increase our exports of non-traditional commodities.

(3) **Conference of manufacturers and exporters of engineering goods held in Baroda**

A conference of manufacturers and exporters of engineering goods was organised by us in Baroda on the 16th December, 1966. The Conference was inaugurated by Shri Utsavabhai Parekh, Minister for Revenue, Agriculture and Industries, Ahmedabad and presided over by Dr. B. V. Bhoota, the Regional Chairman of the Council. Shri Ramanbhai Amin, President of the Federation of Indian Chamber of Commerce and Industry was the Chief Guest. The Conference was attended by the members of the Regional Committee as well as important officials of the Government of Gujarat.

PANEL MEETINGS

Meeting of manufacturers and exporters of the following panels were held during the year under report.

(a)	Non-ferrous semis and manufacturers	(2 meetings)
(b)	Umbrellas and Umbrella Fittings	(2 meetings)
(c)	Fabricated Steel Structurals	(2 meetings)
(d)	Household Utensils	(3 meetings)
(e)	Industrial Plant and Machinery	(3 meetings)
(f)	Automobiles including ancillaries and accessories	
(g)	Stainless Steel products	(2 meetings)
(h)	Electric Motors, Transformers etc.	
(i)	Furniture—all types	
(j)	Household Utensils, other than stainless steel	
(k)	Wires and Cables including electrical housing accessories.	

(l) Mild Steel tubes, pipes and fittings
(m) Internal Cumbustion Engines
(n) Light engineering manufacturers
(o) Metal Containers and Closures etc.
(p) Bicycles and bicycle parts and accessories (3 meetings)
(q) Pump—all sorts.

MEETINGS

(1) Meeting of the Ad-hoc Sub-Committee

These meetings of the ad-hoc Sub-Committee for preparing a memorandum on how to achieve the target of Rs. 100 crores during the next two to three years were held.

(2) Meeting with Mr. Heinz Sachse

The Regional Committee met Mr. Heinz Sachse, Regional Trade Representative of the German Democratic Republic, on Monday, the 10th May, 1966 in the premises of the Council.

(3) Inter-Departmental Drawback Committee

The Deputy Regional Chairman and some of the members of the Regional Committee appeared before the Inter-Departmental Drawback Committee and placed before them a number of cases pertaining to the exporters of Western Region. The difficulties experienced by the exporters were mainly of two types :

(i) Inordinate delay in payment of drawback claims by the Collector of Customs, Bombay. There were as many as 30 firms whose cases for the settlement of drawback claims were pending with the Customs authorities from one to two years.

(ii) Delay in fixation of drawback rates. There were nearly 20 cases pending with the Government for fixation of drawback rates either for new items or for revision of rates for the old items.

At the above meeting, it was suggested that the items such as umbrellas, oil mill machinery and parts, etc., may be brought on Schedule I and rates be fixed on an industrywise basis.

The Inter-Departmental Drawback Committee met again in Bombay on the 9th and 10th February, 1967. The Deputy Regional Chairman along with a few other members appeared before the Committee and represented the Council. We had put up 43 cases before the Committee for consideration and all of them were effectively represented by the Council.

(4) Fixation of drawback rates on an all-industry basis on export of umbrellas and umbrella fittings

As suggested at the meeting of the Inter-Departmental Drawback Committee, a meeting of the umbrellas and umbrella fittings manufacturers was held on the 24th August, 1966. It was noted that as many as 10 sizes of umbrellas were still under Schedule II and rates were fixed on brand to brand basis. It was decided at this meeting to make a representation to the Government for fixation of drawback rates on an industry-wise basis and to bring them on Schedule No. I.

(5) **Fixation of Drawback rates on an all-industry basis on export of pressure stoves and lanters**

A meeting of the exporters of pressure stoves, pressure lanterns burners and blow lamps was held on the 15th February, 1967, to consider the revision of floor prices fixed by the Council on the export of these items.

(6) **Meeting with Shri S. Ramchandran, Joint Secretary, Ministry of Commerce, New Delhi**

A meeting of the exporters of engineering goods to East European countries was held on 15th November, 1966. Shri S. Ramchandran, Joint Secretary, Ministry of Commerce, New Delhi, Shri S. L. Mehra, Joint Director, Ministry of Commerce, New Delhi, Shri K. K. Ghosh, Asstt. Director, (Foreign Trade), New Delhi and Shri Premnath, Executive Director, Indian Council of Trade Fairs and Exhibitions Bombay, were present. Shri S. Ramchandran stressed the necessity of a planned participation in Trade Fairs and Exhibitions through a group of representatives of EEPC., ICTF & E, and Government.

An urgent meeting of the manufacturers and exporters was also convened at which Shri P. G. Salvi, Under Secretary, Ministry of Commerce and Shri K. K. Ghosh, Asstt. Director of Foreign Trade were also present. The object of this meeting was to impress upon the participants about the importance of Poznan Fair and to book the space requirements. The Foreign Officer of the Council in Germany gave his account of the Polish market and stressed the importance of selectivity. In addition to the above, the officials of the Regional Office attended the following meetings and conferences :

(1) *Raw Materials Bank*

The Dy. Regional Chairman and the Regional Officer attended the meeting convened by the Maharashtra Small Scale Industries Development Corpn. Ltd., Bombay, for discussing the question of opening a Raw Materials Bank on 26. 4. 1966.

(2) *Meeting with the State Board for Export Promotion*

The Deputy Regional Chairman and the Regional Officer attended the first meeting of the Engineering Panel of the State Board of Export Promotion (Government of Maharashtra) on 26. 4. 1966.

(3) *Indian Council of Arbitration*

The Regional Officer attended the Annual General Meeting of the Indian Council of Arbitration on 31. 5. 1966 in Bombay.

(4) *Meeting with the Union Minister of Commerce and the Secretary to the Ministry of Commerce*

Consequent to the Devaluation of our currency, the Export Promotion Schemes were abolished by the Government. The Regional Chairman and the Members of the Committee along with the officials from the Head Office met the Minister of Commerce and other officials of the Ministry. The question of providing additional incentives to the exporters of engineering goods was discussed at these meetings.

(5) *Meeting with Shri D. P. Bhattacherjee, Dy. Director (Engg.) Export Inspection Council*

A meeting was held with Shri D. P. Bhattacherjee, Dy. Director (Engg.) Export Inspection Council, in Bombay, on the 16th June, 1966, when matters pertaining to the inspection of engineering goods were discussed.

(6) *Federation of Indian Chamber of Commerce and Industry*

The Regional Officer attended a meeting called by the Federation of Indian Chamber of Commerce and Industry in connection with exports of engineering goods to Australia.

(7) *Meeting with Shri A. C. Banerji, Jt. Secretary, Ministry of Commerce, New Delhi*

A few members of the Regional Committee met Shri A. C. Banerji, Jt. Secretary, Ministry of Commerce, New Delhi on the 14th July, 1966.

(8) *Meeting with Regional Export and Import Advisory Committees*

The Regional Chairman and the Regional Officer attended the 1st Meeting of the Regional Export and Import Advisory Committee held on the 13th October, 1966.

(9) *Engineering Export Promotion Sub-Committee*

The Regional Officer attended the 4th Meeting of the Engineering Export Promotion Sub-Committee of the Engineering Association of India, Bombay on 30. 11. 1966.

(10) *Quality Control and Preshipment Inspection*

The Officers of the Council attended the meetings of Quality Control and preshipment Inspection on the following items convened by the Export Inspection Council in Bombay on 12th and 13th January, 1967.

(a) Automobile spares, components and ancillaries
(b) Bicycles and components on 13. 1. 1967
(c) Power driven pumps on 13. 1. 1967.

(11) *United Nations' Study Team of Experts*

The Chairman along with a few members of the Committee met Shri A. C. Banerji, Joint Secretary, Ministry of Commerce, in connection with the visit of the United Nations' Study Team of Experts to Bombay, on the 10. 1. 1967.

VISITORS

The following important visitors called on the Regional Officer and discussed the possibilities of exporting some of our engineering goods to the countries covered by them.

(1) **Visit of Shri N. N. Rao, Foreign Officer, London**
During August, 1966, Shri N. N. Rao, the Foreign Officer, in London visited Bombay. Arrangements for visiting the factories of Messrs. Cooper Engineering Ltd., TELCO, Kirloskar

Oil Engines Ltd., in Poona, and Messrs. R. M. Engineering Works and Shri Ambica Tubes in Ahmedabad and Messrs. Acme Valve, Indian Smelting and Refining Works, etc., in Bombay were made for him. A meeting of the prominent manufacturers and exporters was also arranged with Shri Rao. Shri Rao gave a lucid talk on export potentiality for engineering goods in U.K. and other neighbouring countries.

(2) **Visit of Shri V. Lakshmipathy, Foreign Officer, Beirut**

Shri V. Lakshmipathy, Foreign Officer in Beirut visited Bombay and arrangements for visiting the factories in Bombay, Poona and Ahmedabad were made. A meeting of the prominent manufacturers and exporters was also arranged with the Foreign Officer.

(3) **Visit of Shri D. S. Ahluwalia, Foreign Officer, Duesseldorf**

Shri D. S. Ahluwalia, Foreign Officer, Dusseldorf, visited Bombay during the month of February and arrangements for the factory visits and also meeting with prominent manufacturers and exporters of engineering goods in this region were made.

(4) **Delegation from Jordan**

A seven-man delegation from Jordan visited the office on the 8th November, 1966. A meeting was arranged with the prominent exporters to discuss the ways and means of increasing our exports to Jordan which was attended by a large number of exporters from the Western Region who were keen to develop their exports to Jordan.

(5) **Delegation of Africindo Industrial Development Corpn.**

The Assistant Regional Officer attended a meeting held on the 14th November, 1966 at the Textile Commissioner's Office Bombay for discussion with the seven men delegation of Africindo Industrial Development Corporation, Kenya.

(6) **Mr. V. N. Sabapathy, Paulyne Science Agency, Singapore**

Mr. V. N. Sabapathy of the Paulyne Science Agency, Singapore visited the office. Arrangements were made for him to visit some of the factories in Bombay.

(7) **Danish Marketing Experts**

The following Danish Marketing Experts visited Bombay in connection with export of certain engineering and other products from India :

(i) Mr. Lorenz J. Christensen
(ii) Mr. Jorgen Gerrild

FACTORY VISITS

A number of factories in Bombay, Poona and Baroda were visited by the officials of the Council.

MEMBERSHIP

305 firms joined the Council as its members during the year under report from the Western Region.

EXPORT PROMOTION SCHEME FOR ENGINEERING GOODS

Registration of new firms under the erstwhile Scheme

41 firms were registered during the year under review for a total target of Rs. 25,31,204.

DE-REGISTRATION OF EXPORTERS

18 firms were deregistered either for over-invoicing their items of export or for not exporting their products for 18 months under the erstwhile scheme.

REGISTRATION OF FIRMS UNDER THE NEW SCHEME

662 firms were registered during the year under review for a total target of Rs. 16,06,52,771. The total number of firms registered as on 31st March, 1967 was 662.

LICENCE ON PAST EXPORT BASIS

During the period under review, 1748 applications for incentive against the past exports were disposed of for a total value of Rs. 268,75,610 (Rs. 139,13,047 recommended to the J.C.C.I. & E, Bombay, for nonsteel items and Rs. 129,62,563 recommended to the Deputy Iron and Steel Controller, Bombay for steel items).

ADVANCE LICENCES

Two applications for advance licences were disposed of for a total value of Rs. 1,30,800.

REPLENISHMENT QUOTA

During the year under review, 208 applications for replenishment quota were disposed of for a total quantity as mentioned below :

Steel	.. ..	23,494.056
Pig Iron	... .	2,860.358
Tinplate	... ...	52.576
Wire	... .	89.911
		26,496.901 M/T

ADVANCE QUOTA

During the year under review, 3 applications for advance quota were disposed of for a total quantity of 15,853.676 M/T.

CERTIFICATE OF ORIGIN

During the year under report 21 Certificates of Origin were issued by the Office.

RELEASE OF FOREIGN EXCHANGE

More than 17 cases were recommended to the Reserve Bank of India for release of foreign exchange for undertaking the export promotional tours.

FOREIGN ENQUIRIES

As many as 35 trade enquiries received from abroad were circulated to the members.

RECEIPT AND DISPOSAL OF LETTERS

During the year under review, 24,029 letters were received and 30,551 letters were despatched.

OVERSEAS COMPLAINTS

50 complaints from overseas parties were received regarding non-payment of commission, etc. and 31 were settled amicably.

The office continued to assist the exporters in the matter 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.

DELHI OFFICE

The contribution of Northern Region which comprises of Delhi, Uttar Pradesh, Rajasthan, Punjab, Hariyana, Himachal Pradesh and J. & K., in the export of engineering goods was Rs. 4.70 crores (Post Devaluation) during the year 1966-67 as against Rs. 2.61 crores (pre-devaluation) during 1965-66.

The items like Mild Steel and Galvanised Pipes and Fittings, Hand Tools, Bicycle and parts, Refrigerators, Air compressors, Brass Sanitary and water fittings, Electric motors, Automobile parts, Hosiery and Knitting Machine Needles, Machinery and machine parts including data processing machines and P.A. Equipment have shown appreciable performance and certain items like Brass Utensils, builders hardware, Electric Fans, Sewing machines, Conduit pipes, Electrical lamps, measuring tapes and Mathematical Instruments have registered a decline.

While reviewing the export performance, the Development Sub-Committee in its meeting held on 13. 6. 1967 decided that the Panel concerned should go into detail in order to ascertain the reasons of decline in exports of the above commodities and take appropriate measures to increase exports.

CONFERENCE OF EXPORTERS

The Northern Region Exporters Conference was held at Ludhiana in January, 1967. The primary objective of this conference was to stimulate export consciousness, emphasise the importance and urgency of expanding export trade from this Region and focus attention on the production and export problems. The afternoon session provided an opportunity for discussion between the representatives of industry and trade and the officials of the Union and State Government and also to understand each others problems for a joint effort of boosting exports.

The Conference was inaugurated by the Punjab Chief Minister and presided over by the Revenue and Industries Minister who announced a package of incentives to be given to the industrial units so as to augment industrial production resulting in higher exports. That would comprise of acquisition and

sale of land and recovery of its price in easy instalment, no purchase or sales tax on industrial units in focal points and no electricity duty to be charged for 5 years.

The conference arrived at certain important conclusions and recommendations, some of which are as under :—

(1) The export incentive schemes should continue to be allowed on long-term-basis and wherever the incentives have not been adequate, immediate steps should be taken to review the matter.

(2) The Commercial Banks should be authorised to make payment of cash subsidy, duty drawback, Railway concessional freight, octroi duty etc. on production of documents after exports.

(3) The Scope of transferability of import replenishment should be widened permitting the transfer among certain groups of commodities instead of confining to the same products.

(4) Basic raw materials should be made available to exporters at international prices.

(5) A Raw Material Bank should be established in the State of Punjab with the help of State Government.

(6) The State Government should consider ways and means whereby the refund of concessional rates of freight of road transport against export consignments is allowed.

(7) The Government should continue the Scheme of replenishment of Dunlop tyres, tubes and rims against export of complete bicycle.

(8) The Reserve Bank of India should be liberal in allowing foreign exchange for overseas travel to all the exporting and prospective units and disposal of their applications expeditiously.

(9) To facilitate import and export trade of the region, Delhi should be declared as a Dry Port.

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

	Number of meetings
1. Regional Committee	6
2. Export Assistance Sub-Committee	19
3. Replenishment Sub-Committee	5
4. Technical and Complaint Sub-Committee	1
5. Inter-departmental Drawback Committee	1
6. Administration Sub-Committee	3
7. Development Sub-Committee	1

I. Registration

(*a*) During the year under review, 112 firms were registered with a target of Rs. 2,55,71,434 under the current import policy. Total strength of registered firms at the end of the year was 411.

(*b*) 100 firms were deregistered as they had no exports for more than 18 months and their registration was not continued under the Current Import Policy.

II. Import Applications

The import applications received from 514 registered exporters were disposed of under the Erstwhile Export Promotion Scheme and issuance of the licences for the c.i.f. value of Rs. 96,10,870 were recommended.

III. Replenishment of indigenous iron and steel materials

The applications for indigenous iron and steel materials were received from 120 firms and were disposed of. The following quantities of iron and steel material were recommended :—

Pig Iron	.. ..	903.453 M.T.
Steel	.. ..	4660.392 M.T.
Tinplate	.. ..	6.958 M.T.
		5,570.803 M.T.

IV. Foreign Exchange Application

With a view to facilitate the exporters in getting, foreign exchange for export promotion tour, the Council started recommending applications to the Reserve Bank of India in August, 1967. During the year under review the applications for release of foreign exchange in connection with business tours abroad were received from 22 firms and were recommended to the Reserve Bank of India.

V. Membership Drive

The applications received from 112 firms alongwith their annual subscription were forwarded to the Head Office for election.

VI. Certificate of Origin

Twenty certificates of origin were issued to the different registered exporters.

VII. Spot Scrutiny Facilities for Import and Cash Application to the Exporters

The applications for import replenishment and cash subsidy were being received from exporters which were examined and handed over to them with necessary advice for inserting further particulars if needed so as to make it complete. Moreover close liaison was maintained with licensing authorities with regard to pending applications.

VIII. Activities of Various 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. These panels have been meeting from time to time and advising ways and means for boosting up export of Engineering Goods from this region.

Name of the Panels	Number of meetings
1. Automobile Panel	2
2. Hardware and Wire Products Panel	2
3. Water, Steam and Sanitary Fittings (Ferrous and Non-Ferrous) Panel ..	2
4. Bicycles Panel	2
5. Small Hand Tools and Cutting Tools Panel	2
6. Household utensils Panel	1

IX. Meeting of Exporters

(*a*) On a programme to visit various industrial centres and engineering units, Shri N. N. Rao, the Foreign Officer, London visited the factories of M/s. Glove Steel, M/s. Bharat Steel and Tubes and M/s. K. G. Khosla and discussed with several exporters regarding the export of their products. A meeting of exporters was held on 28-6-1966 when Shri Rao apprised them of the possibility of the exports of their products which could find a market in the area he has looking after. The market conditions and other connected matters were explained.

(*b*) The meetings of exporters were also organized with Shri D. S. Ahluwalia, Foreign Officer in Duesseldorf on 28-3-1966 and Shri V. Lakshmipathy Foreign Officer in Beirut on 13-9-1966 on the occasion of their visits. They explained the export prospects of Indian Engineering Goods in the regions they are looking after. They informed the exporters about the licensing policies in those countries, marketing conditions, and problems of packaging, quality, delivery schedule etc. which hampered the trade to a great extent. They also visited some of the industrial units.

X. Open House Discussions on Exports of Wires and Cables

The Small Industries Service Institute, Okhla, New Delhi organized an open house discussion on the following subjects pertaining to Wires and Cables in the month of December, 1966 :—

1. I.S.I. Specifications and Quality Control Arrangement.
2. Export of wires and cables.
3. Import Substitution *i.e.* change from copper to aluminium.

The Regional Officer (Delhi) initiated the discussion on of export Wires and Cables in the House which was largly attendedd by the Small Scale Manufacturers. The State Trading Corporation also participated in the discussion. The export potential and other aspects of export promotion including the incentive, import replenishment, duty drawback and Railway concession etc. were explained to participants. Much enthusiasm was expressed to increase exports of Wires and Cables from this region.

XI. Overseas Visitors

Several visitors from Indonesia, Kuwait, Zambia, U.S.A. Japan and Iraq and officers from foreign embassies in India, namely Poland, Indonesia etc. visited the office with export enquiries. Their discussion with the concerned exporter was arranged.

MADRAS OFFICE

1. The following meetings were held during the year under report.

		No. of meetings
(1)	Working Committee	1
(2)	Regional Committee	4
(3)	Registration & Entitlement Sub-Committee	1
(4)	Import Licences Sub-Committee	1
(5)	Replenishment Sub-Committee	1
(6)	Registration Sub-Committee	1
(7)	Technical Sub-Committee	Nil

2. **Registration**

During the period under review 99 firms were registered under the Export Promotion Scheme with a target of Rs. 10,90,96,061.56. The Total number of registered firms for Ferrous and Non-Ferrous items stood at 231 as on 31st March, 1967.

3. **Import Applications**

Import applications numbering 249 were disposed of by the Regional Office and licences for a total value of Rs. 81,58,313.46 were recommended and one advance licence also recommended for import of Alloy Steel for a value of Rs. 2,31,200.00

4. **Advance Quota and Replenishment of indigenous iron and steel materials**

27 applications for replenishment of iron and steel received from registered firms were recommended as per details given below :—

1.	C.R.C.A. Mild Steel Strips	:	100.987 M/T
2.	Tinplate	:	35.014 ,,
3.	C.R.C.A. Strips	:	40.252 ,,
4.	Pig Iron	:	55.739 ,,
5.	13 B. Rounds	:	9.124 ,,
6.	11 M.S. Plates	:	28.631 ,,
7.	Structurals	:	5.669 ,,
8.	Wire	:	1.789 ,,
9.	8 M.S. Sheets	:	0.757 ,,
10.	13A Bars	:	0.379 ,,

5. EXPORT PERFORMANCE

The total export performance of registered exporters from the Southern Region during the year 1966-67 stood at Rs. 3,45,13,030.56.

6. Meetings and Conferences 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*) A meeting was held on 3rd June, 1966 in the premises of the Council with Mr. V. V. Dev, Deputy Secretary to the Government of India, Ministry of Commerce, New Delhi, in connection with participation of Indian Trade and Industry in the Bangkok Fair. The meeting was attended by the Regional Officer along with a few representatives from the engineering industry.

(*b*) A conference of engineering exporters held in the 'Jubilee Hall", Hyderabad on 19th July, 1966.

(*c*) The permanent export exhibition at Madras was inaugurated on 14th July, 1966 by Shri R. Venkataraman, former, Minister for Industries, Madras, and the function was presided over by his Excellency Sardar Ujjal Singh, Governor of Madras. It was also attended by the representatives of the Commerce Ministry. The prominent exporters of this region participated in the exhibition and displayed their products.

(*d*) A conference of engineering exporters of Southern Region addressed by Shri N. N. Rao, Foreign Officer, E.E.P.C. London, on 12th August, 1966 held at the Committee Room of 'Sire Mansion', Madras-6.

(*e*) An informal meeting of the members and exporters of this region was held in Madras on 26th August, 1966 and was addressed by Dr. R. K. Singh, Secretary, E.E.P.C., Calcutta with a view to acquainting the members with the revised scheme.

(*f*) A panel meeting of the Machine Tools and Cutting and Small Tools Panel held on 27th August, 1966 at Bangalore.

(*g*) Shri V. Lakshmipathy, our Foreign Officer, in Beirut visited Madras from 31-8-1966 to 1-9-1966 during which period he met the prominent exporters of this region and also the members of the Madras Electrical Export Association. He also visited some of the factories and the Regional Officer accompanied him during such visits.

(*h*) Dr. V. K. R. V. Rao, Member, Planning Commission, visited our Office on 29th September, 1966 and addressed a meeting on the same day at 3-00 P.M. in the Committee Room of the Handloom Export Promotion Council, 23, Mount Road, Madras-6 to discuss with the trade their problems of exports.

(*i*) A conference of Manufacturers-Exporters was held on 10-10-1966 in the Committee Room of the Council at 4th Floor of 123, Mount Road, Madras-6 with Shri S. Ramachandran, Joint Secretary, Ministry of Commerce, New Delhi, in regard to stepping up exports to the East European Countries.

(*j*) Meeting of Electric Motors, Transformers, etc. Panel held on 24th November, 1966 at 4th Floor of 123, Mount Road, Madras-6.

(*k*) The Inter-Ministerial Drawback Committee consisting of Senior Officials from the Ministries of Finance, Commerce and the Directorate General of Technical Development held meetings at Madras on 26th and 27th December, 1966 and discussed various problems relating to drawback with prominent exporters. The Regional Officer along with interested members participated in the discussions.

(*l*) Shri K. G. Narainsinghani, Deputy Chief Controller of Imports and Exports, New Delhi and Shri P. B. Satagopan, Deputy Director (Export Promotion), New Delhi held discussions regarding the speedy disposal of incentive applications and liaison between the Export Promotion Council's and the licensing authorities at a meeting held on the 28th December, 1966 with the representatives of the various Export Promotion Councils stationed in Madras. The meeting was also attended and addressed by Sri A. C. Banerjee, Joint Secretary, Ministry of Commerce, Shri J. Banerjee, Director (Export Assistance), the J. C. C. I. & E., Madras etc. The Regional Officer participated in the discussions.

(*m*) Two meetings of Manufacturers/Exporters held, one at Hyderabad and the other at Vijayawada. The Regional Officer attended the above two meetings and contacted the industrialists in Hyderabad and Vijayawada individually and necessary advice and assistance were rendered to them.

(*n*) The Export Promotion Committee for Engineering discussed the problems relating to export promotion with the U. N. Team on 6th February, 1967 in the Board Room of 'TIAM HOUSE', Madras-1.

(*o*) A meeting of the members of the region representatives of the Council with the U. N. Team was held on Thursday, the 9th February, 1967 in the Conference Hall of the Councils, Madras to have discussions about problems relating to export production and development.

(*p*) A meeting of Wires and Cables including Electrical Housing Accessories Panel held on 9th February, 1967 at 4th Floor of 123, Mount Road, Madras-6.

(*q*) A meeting of Secretaries of all Export Promotion Councils held on 10th February, 1967 at our office premises.

(i) A meeting of the exporters held on 22. 2. 1967 at the premises of the Council and Mr. Lorenz Christensen a Danish Marketing Expert addressed the meeting.

(*r*) Meeting of Stainless Steel products Panel held on 11th March, 1967 at our Committee Room.

(*s*) A conference of Manufacturers/Exporters held on 11th March, 1967 in Ernakulam (Kerala State).

(*t*) Shri D. S. Ahluwallia, our Foreign Officer in Dusseldorf visited Madras from 10. 3. 1967 to 16. 3. 1967. During his stay here, he met a number of industrialists with a view to arousing export consciousness and studying their export problems and potential.

7. During the year under review 33 certificates of Origin were issued to the registered exporters as required by them and we also recommended the applications for release of foreign exchange received from member firms.

8. GENERAL

The office continued to serve the members and 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, especially the J.C.C.I & E., and Assistant Iron and Steel Controller, Madras, in matters connected with the operation of the Scheme.

The drive for increasing the membership of the Council was also continued vigorously and 56 new firms were enrolled as members in this region. The total number of members from this region as on 31st March, 1967 stood at 211.

9. FOREIGN ENQUIRIES AND TENDERS

Foreign enquiries, tenders, market survey reports etc. received from the Head Office as well as from the Foreign Offices were also circulated by the Regional Office and follow up maintained with the members and exporters in this region.

ACCOUNTS

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

R. K. SINGH
Secretary

R. L. RAJGARHIA
Chairman

Appendix I

REGIONAL COMMITTEES

WESTERN REGION

(BOMBAY)

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

Other Members

Shri G. A. Advani
Shri E. T. Kanthawala
Shri Ram Malani
Shri Sanat Shah
Shri G. D. Thakoor
Shri F. A. Jasdhanwala
Shri B. Nehru
A representative of M/s. Kamani Engineering Corporation Limited, Bombay.
Shri L. D. Char
Shri Mulraj Goculdas
Shri C. R. Bondre
Shri C. N. Pradhan
Shri Ramanlal M. Shah
Shri P. L. Kirloskar
Shri H. N. Khira
Shri M. L. Mansukhani
Shri T. R. Mulchandani
Shri F. S. Baldiwala
Shri A. K. Bhimani
Shri Bharat G. Doshi
Shri M. C. Chopra
Shri N. D. Sahukar
Shri K. S. Nevatia
Shri S. D. Nagpal
Shri C. C. Udeshi
The Jt. Chief Controller of Imports & Exports, Bombay.
The Joint Director (Export Promotion), Bombay.
The Dy. Iron & Steel Controller, Bombay.
The Director (Export Promotion), Maharashtra.
The Director of Industries, Ahmedabad.
The Director of Industries, Madhya Pradesh.
A representative of the Freight Investigation Bureau, Fort, Bombay.
A Representative of the Export Credit & Guarantee Corporation, Bombay.

NORTHERN REGION

(NEW DELHI)

Shri Brijmohan Lall ... Regional Chairman
Shri W. N. Talwar ... Regional Vice-Chairman

Other Members

Shri A. N. Ahuja
Shri A. S. Rana
Shri G. L. Gupta
Shri K. K. Jhalani
Shri Jaidev Kapoor
Shri J. B. Gupta
Shri Lajpat Rai
Shri L. R. Mago
Shri Manmohan Singh
Shri M. R. Gadhok
Shri O. P. Saraf
Shri Rama Shanker Gupta
Shri Raunaq Singh
Shri Ram Kumar Gupta
Shri S. S. Taluja
Shri Surender Kumar
Shri Swaranjit Singh
Shri V. P. Punj
Shri K. Rajagopalan
The Jt. Chief Controller of Imports & Exports, New Delhi.
The Deputy Chief Controller of Imports & Exports, Kanpur.
The Asst. Iron & Steel Controller, New Delhi.
The Director of Industries :
(a) Kanpur (U.P.)
(b) Delhi
(c) Jammu & Kashmir
(d) Chandigarh (Punjab)
(e) Simla
(f) Jaipur
(g) Chandigarh (Hariyana)

SOUTHERN REGION

(MADRAS)

Shri A. M. M. Arunachalam ... Regional Chairman
Shri K. Easwaran, Shri K. P. Ramsami ... Deputy Regional Chairmen

Other Members

Shri P. S. Kashyap
Shri M. R. Ananthanarayan
Shri S. Peer Mohammed
Shri E. Isaac
Shri N. Doraiswami
The Director of Industries & Commerce, Trivandrum
The Director, Dept. of Industries & Commerce, Bangalore
The Director of Commerce & Export Promotion, Hyderabad
The Director of Industries & Commerce, Madras
Shri P. C. Kurian, Madras

SUB-COMMITTEES

HEAD QUARTERS (CALCUTTA)

Finance and Staff Sub-Committee

Shri R. L. Rajgarhia, ... Convenor
Shri A. K. Bhattacharya, ... Deputy Convenor

Shri G. N. Khaitan
Shri M. L. Shroff
Shri B. S. Agarwal
Shri K. L. Chowdhary
Shri S. B. Jain
Shri Brij Mohon Lall
Shri S. N. Khaitan
Shri D. D. Saraf
Shri M. P. Wadhwan
Shri A. M. M. Arunachalam
Shri B. L. Dalmia
Shri N. D. Punjabi
The Deputy Director (Export Promotion), Calcutta.

Delegation Sub-Committee

Shri G. N. Khaitan, Convenor
Shri S. D. Nagpal, Deputy Convenor
Shri F. S. Baldiwala
Shri K. L. Chowdhary
Shri B. S. Agarwal
Shri A. N. Ahuja
Shri N. D. Punjabi
Shri V. P. Malhotra
Shri Swaraj Paul
Shri K. K. Jajodia
Shri M. C. Chopra
Shri S. N. Khaitan
Shri Chandubhai C. Udeshi
Shri C. R. Bondre
Shri B. L. Dalmia
The Director of Industries & Commerce, Madras.

Panel Sub-Committee

Shri S. N. Rungta, Convenor
Shri S. N. Khaitan, Deputy Convenor
Shri G. N. Khaitan
Shri M. L. Shroff
Shri K. L. Chowdhary
Dr. U. P. Ganguli
Shri N. D. Panjabi
Shri A. N. Ahuja
Shri S. D. Nagpal
Shri R. D. Trivedi
Shri Ghanshyamdas Binani
Shri O. P. Saraf
Shri B. K. Jhawar

Publicity Sub-Committee

Shri B. S. Agarwal, Convenor
Shri S. K. De, Deputy Convenor
Dr. Promod Vyas
Shri R. R. Handa
Shri A. P. J. Kurian
Shri N. Goswami
Shri B. P. Mehra
Dr. U. P. Ganguly
Shri W. N. Talwar
Shri A. K. Bhattacharya
Shri S. P. Saha
Shri M. R. Ananthanarayan
Shri Prem Nath, Executive Director, Indian Council of Trade Fairs & Exhibitions, Bombay.
Shri V. R. Rao, Director, Commercial Publicity, Union Ministry of Commerce, New Delhi.
Shri F. S. Baldiwala
The Deputy Director, (Export Promotion) Calcutta.

Registration Replenishment and Membership Sub-Committee

Shri K. L. Chowdhary, Convenor
Shri D. D. Saraf
Shri S. N. Rungta
Shri R. D. Trivedi
Shri K. K. Nathani
Shri D. D. Wood
Shri C. L. Gandhi
Shri N. D. Jhunjhunwala
Shri P. D. Dalmia
Shri Santosh Bagaria
Shri G. C. Bhattacharjee
Shri A. L. Bagri
Shri S. R. Poddar
Shri G. S. Joshi
Shri M. L. Mansukhani
Shri V. Budhdeo
Shri Dayaram Kajaria
Shri S. Peer Mohammed

Overseas Sub-Committee

Shri M. L. Shroff, Convenor
Shri S. Singh Roy, Deputy Convenor
Shri G. N. Khaitan
Shri Swraj Paul
Shri R. R. Handa
Shri A. Mowjee
Shri C. R. Bondre
Dr. U. P. Ganguli
Shri K. K. Jajodia
Shri N. D. Panjabi
Shri O. P. Saraf
Shri R. K. Bagri
Shri V. P. Punj
Shri K. L. Chowdhury
Shri D. D. Saraf
Shri K. P. Ramsami
Shri N. D. Sahuker
Shri S. K. Sen

Sub-Committee for Trade with Europe

Shri C. R. Bondre, Convenor
Shri V. P. Malhotra, Deputy Convenor
Shri M. Balaji
Shri J. C. Agarwal
Shri A. R. Venkataraman
Shri Swraj Paul
Shri O. P. Saraf
Shri A. K. Bhimani
Shri K. K. Jajodia
Shri S. N. Rungta
Shri M. Vishwanathan
Shri Y. V. Chopra
Shri B. Nehru
Shri N. Duraiswamy
Shri R. S. Gupta

Sub-Committee for Trade with East European Countries

Shri K. K. Jajodia, Convenor
Shri O. P. Saraf, Deputy Convenor
Shri S. K. Dutta
Shri M. M. Gupta,
Shri H. D. Shourie
Shri S. G. Rao
Shri B. K. Chatterjee
Shri J. Omrigar
Shri M. D. Dalmia
Shri D. S. Narayanan
Shri Bishan Sahai
Sri Prem Nath
Shri S. M. Patil
Shri S. K. Jajodia
Sri S. Ramachandran
Shri N. R. Reddy
Shri L. D. Char
Shri K. P. Ramsami
Shri K. K. Jhalani

Sub-Committee for Trade with America

Dr. U. P. Ganguli, Convenor
Shri K. Prosad, Deputy Convenor
Shri P. L. Kirloskar
Shri A. N. Mukherjee
Shri Tara S. Ganguli
Shri Lala Sridhar
Shri K. G. Khosla
Shri V. P. Malhotra
Shri B. N. Tankha
Shri W. C. Kawatra
Shri K. R. N. Swami
Shri E. Isaac
Shri R. Handa

Sub-Committee for Trade with Asia

Shri R. R. Handa, Convenor
Shri W. N. Talwar, Deputy Convenor
Shri K. Prosad
Shri S. S. Tapuriah
Shri S. R. Chakrapani
Shri P. S. Kashyap
Shri T. C. Rochford
Shri R. D. Trivedi
Shri H. P. Maheswary
Shri A. K. Ramdas
Shri N. D. Panjabi
Shri O. P. Saraf
Shri S. Srinivas
Shri P. B. Menon
Messrs. K. K. Jhalani
Shri S. Dasgupta
Shri T. R. Mulchandani
Shri S. Peer Mohammed
Shri A. S. Rana

Complaint Sub-Committee

Shri H. N. Mirchandani, Convenor
Shri A. N. Ahuja, Deputy Convenor
Shri P. T. Shah
Shri P. D. Dalmia
Shri B. K. Burman
Shri N. D. Jhunjhunwala
Shri C. L. Gandhi
The Deputy Director (Export Promotion), Calcutta.
Shri O. P. Saraf
Shri Mulraj D. Goculdas
Shri M. R. Ananthanarayan

Export Credit Sub-Committee

Shri G. D. Binani, Convenor
Shri B. K. Jhawar, Deputy Convenor
Shri B. S. Agarwal
Shri R. D. Pusalkar
Shri B. C. Sarbadhikari
Shri R. B. Shah
Shri C. M. Ghorepade
Shri B. L. Dalmia
Shri J. N. Giri
Shri Manmohan Singh
Shri A. M. M. Arunachalam

Sub-Committee for Trade with Africa

Shri A. Mowjee, Convenor
Shri C. C. Udeshi, Deputy Convenor
Shri A. Maity
Shri G. K. Ahuja
Shri T. C. Rochford,
Shri H. D. Sanyal
Shri D. T. Jagtiani
Shri V. L. Tikamdas
Shri P. D. Meghani
Shri S. D. Nagpal
Shri Mansukhlal D. Vohra
Shri S. V. Malhotra
Shri K. M. Mehta
Shri A. K. Bhimani
Shri L. R. Mago
Shri P. S. Kashyap

Drawback Sub-Committee

Shri Chandubhai C. Udeshi
Shri S. P. Saha
Shri P. S. Kashyap
Shri A. K. Ramdas
Shri R. Venkateswaran

Constitution Sub-Committee

Shri R. L. Rajgarhia
Shri G. N. Khaitan
Shri M. L. Shroff
Shri S. N. Rungta
Shri K. L. Chowdhury
The Regional Chairman, Bombay.
The Regional Chairman, Madras.
The Regional Chairman, New Delhi.

Ad—Hoc Exhibition Sub-Committee

Shri C. R. Bondre, Convenor
Shri R. R. Handa, Deputy Convenor
Shri S. K. Dey
Shri R. Radhakrishnan
Shri Y. L. Chopra,
Shri M. J. S. Wallia
Shri A. N. Mukherjee
Shri G. D. Thakoor
Shri J. Fernandes,
Shri Swaranjit Singh
Shri P. S. Kashyap
Shri Hameed Sattar
Shri D. S. Bisht
Shri J. N. Giri

Research and Development Sub-Committee

Shri M. Dhar, Convenor
Shri Brij Mohanlall
Shri S. K. Joshi
Shri S. T. Attari
Shri S. K. Ghose
Shri P. L. Jain
Shri M. K. Gupta
Shri H. D. Sanyal
Shri M. L. Chacko
Shri H. N. Mirchandani
Shri Dilip Mukherjee
Shri H. S. Gupta
Shri R. D. Trivedi
Shri Suman K. Chatterjee
Shri S. N. Arora
Shri F. A. Jasdanwalla
Shri H. C. Goyal
Shri H. C. Gandhi
Shri D. S. Mallick
Shri M. V. Mantri
Shri N. G. Chakrabarti
Shri R. N. Sircar
Shri M. M. Luther
Shri G. C. Bhattacharjee
Shri J. C. Agrawala
Shri S. N. Mathur
Shri A. C. Roy
Shri S. S. Taluja
Shri K. C. Sen
Shri M. M. Suri
Shri K. M. Sinclair

Appendix II

SUB-COMMITTEES & PANELS

Sub-Committees	Numbers of Meetings held during April 1966-March 1967
1. Overseas Sub-Committee	6
2. Finance & Staff Sub-Committee	3
3. Delegation Sub-Committee	3
4. Publicity & Exhibition Sub-Committee	9
5. Registration, Replenishment and Membership Sub-Committee ..	37
6. Panel Sub-Committee	3
7. Research & Development Sub-Committee	3
8. Export Finance Sub-Committee	1
9. Complaint Sub-Committee	6
10. Packaging Sub-Committee	—
11. Shipping Sub-Committee	2
12. Exhibition Sub-Committee	—
13. Sub-Committee for trade with Africa	—
14. Sub-Committee for trade with Asia	3
15. Sub-Committee for trade with America	1
16. Sub-Committee for trade with Europe	3

Panels Sub-Committee

1. Automobiles including ancillaries and accessories	1
2. Bicycles and bicycle parts and accessories	2
3. Internal Combustion engines	1
4. Domestic builders' and miscellaneous hardware including wire & wire products	3
5. Dry and storage batteries	1
6. Electric fans	4
7. Electric motors, transformers, generators switchgear, controlgear, air-conditioners, & refrigerators	7
8. Electric lamps including fluorescent tubes and fittings ..	1

9.	Fabricated steel structurals	12
10.	Fasteners including wire & wire products	4
11.	Furniture-all types	3
12.	Heavy engineering manufactures not elsewhere specified ..	1
13.	Household utensils other than stainless steel	3
14.	Industrial plant and machinery	2
15.	Industrial mill stores & accessories	3
16.	Iron & Steel castings	11
17.	Light engineering manufactures not elsewhere specified including agricultural implements	5
18.	Machine tools, cutting and small tools	2
19.	Mild steel pipes, tubes and fittings	5
20.	Metal containers and closures including tin containers, bucket, steel drums and barrels	4
21.	Non-ferrous semis and manufactures	4
22.	Pumps—all sorts	2
23.	Radio, gramophone records and public address equipment ..	2
24.	Razor blades	—
25.	Rly. tracks and signalling materials	3
26.	Sewing machines	1
27.	Stainless steel products	3
28.	Steel and re-rolling industry	—
29.	Umbrella and fittings	2
30.	Wires and cables including electrical housing accessories ..	5
31.	Rly. Wagons and components	2

Auditors' Report ... ...

Balance Sheet ... ...

Income & Expenditure Account ... ...

Schedule "A" ... ...

Schedule "B" ... ...

Auditors' Report to the Members

We have audited the Balance Sheet of ENGINEERING EXPORT PROMOTION COUNCIL (Limited by Guarantee) as at 31st March, 1967 and the Income & Expenditure Account of the said Council for the year ended on that date, both annexed hereto, and beg to report that :—

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

(2) In our opinion and to the best of our information and according to the explanations given to us, the annexed Accounts, read with the NOTES & STATEMENTS 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, 1967 and

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

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

(4) 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 and Foreign Branches which have not been visited by us ; and

(5) 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 15th day of December, 1967

SINGHI & CO.
Chartered Accountants

As at 31st March, 1966 Rs. P.	LIABILITIES	Rs. P.	Rs. P.
	RESERVES AND SURPLUS :—		
	INCOME & EXPENDITURE ACCOUNT—		
2,58,945.25	As per last Balance Sheet	2,59,490.26	
(+)545.01	*Less :* Balance being excess of Expenditure over income for the year transferred from Income & Expenditure Account	1,45,002.44	1,14,487.82
2,59,490.26			
	CURRENT LIABILITIES & PROVISIONS :—		
	(A) CURRENT LIABILITIES—		
—	Grant-in-aid received in advance against Exhibition rent for Hanover & London Fair—1967-68	47,468.00	
5,35,605.74	Sundry Creditors	6,37,712.38	
65,516.68	Unspent contribution of Joint Foreign Publicity Scheme	1,26,710.11	
45,000.00	Subscription received in advance	1,05,000.00	
30,900.00	Contribution received in advance towards Exhibition	43,260.00	
—	Contribution for Foreign Importers' visit	4,050.00	
2,10,781.10	Liability for excess of cheques drawn over Bank balance (Book Overdraft)	—	
5,192.32	Temporary Overdraft from Bank (Singapore)	5,133.38	
—	Temporary Loan	4,748.68	
2,450.86	Other Advances	—	
1,41,860.18	Other Finance (Suspense)	1,37,939.53	
5,02,286.57	Marketing Development Fund	3,06,435.55	
1,45,874.22	Provident Fund Trust Fund (partly deposited as per contra) (See Note 5)	2,06,395.82	
	(B) PROVISIONS—		
	Staff Gratuity Fund (not specifically invested)		
	As per last Account 25,000.00		
25,000.00	Added during the year 10,000.00	35,000.00	
1,24,266.14	For Expenses	67,058.95	17,26,912.40
20,94,224.07	Carried over		18,41,400.22

PROMOTION COUNCIL

GUARANTEE)

AS AT 31st MARCH, 1967.

As at 31st March, 1966 Rs. P.	ASSETS		Rs. P.	Rs. P.
	FIXED ASSETS :—			
3,38,970.23	As per Schedule 'A' annexed			3,46,899.49
	CURRENT ASSETS, LOANS & ADVANCES :—			
	(A) CURRENT ASSETS—			
27,743.53	Stock of Paper, Publications and Stationery (Paper and Stationery at cost and publications at selling price except a publication titled "Prosperity Through Export" at 'nil' value) (As taken, valued & certified by the Management)		52,333.71	
	Sundry Debtors (Unsecured)			
	Debts outstanding for a period exceeding six months—			
	Considered Good	1,32,305.82		
1,03,228.26	Considered doubtful and not provided for	11,467.42	1,43,773.24	
	Other Debts (Unsecured, considered good)			
77,700.47	Sundry Bills		1,04,597.59	
26,353.60	Contributions Receivable (exceeding six months)		12,567.27	
5,189.74	Cash Balance on hand (including at Foreign Offices Rs. 7,274.35 P. & Postage Stamps Rs. 27.68 P.)		9,563.48	
3,00,539.28	Cheques in hand		—	
1,07,000.00	Money-in-transit		—	
	Balances with Scheduled Banks—			
	In India	2,98,376.81		
	At Foreign Offices	19,720.19		
26,848.65	Non-Scheduled Banks— At Foreign Offices	30,828.04	3,48,925.04	
10,13,573.76		Carried over	6,71,760.33	3,46,899.49

As at 31st March, 1966
Rs. P.
20,94,224.07

LIABILITIES

	Rs. P.	Rs. P.
Brought forward		18,41,400.22

NOTES :—

(1) Contingent Liabilities not Provided for in respect of—

(a) Advertisement Bills under Joint Foreign Publicity Scheme and not yet ascertained Rs. ~~1,34,067.98 P.~~ (Previous year Rs. ~~32,756.34 P.~~) 1,34,067.98 P)

(b) Liability arising as a result of the judgement of City Civil Court given in favour of an employee that he is still in the service of the Council Rs. 11,500/- approx. Appeal pending in High Court.

(2) Foreign Currency has been converted—

(A) in respect of remittances during predevaluation period at rate of exchange as follows :—

(a) West Germany D.M. .84 =Re. 1/-
(b) Straits Dollar 1 =Rs. 1.55 P.
(c) East African Currency=Sh.1-6d. =Re. 1/-
(d) Lebanese Currency 66 Piastras =Re. 1/-
(e) United Kingdom £.1 =Rs. 13.35 P.
(f) United States of America U.S. $1 =Rs. 4.75 P. and

(B) in respect of remittances during Post devaluation period at the above rate of exchange and then increased by 57.5%.

(3) Every member of the 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 of 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/-.

(4) Maximum balance at any time during the year due from an officer of the Council Rs. ~~869.58 P.~~ (Closing Balance—nil).

(5) Provident Fund Account is in excess over the Provident Fund Trust Fund as Bank has debited the General Fund Account instead of Provident Fund Trust Fund Account by Rs. 55,000/-.

(6) Estimated value of Contracts remaining to be executed on Capital Account and not provided for Rs. 22,122/-. (Advance paid Rs. 2,000/- by deposit in Savings Bank Account and Pass Book deposited with Vehicle Supplier).

(7) Suspense pending adjustments include Rs. 5,304.66 P. being expenses on assets in respect of common canteen. Proportionate allocation to Fixed Assets has not been made during the year and as such depreciation thereon has not been calculated.

(8) Sundry Debtors—

Amount due from Concerns wherein some of the members are interested as Director/Partner or Proprietor.

	Over six months Rs. P.	Less than six months Rs. P.
M/s. Orient Steel & Wire (P) Ltd.	113.09	.....
M/s. Shalimar Industries (P) Ltd.	600.00	2,000.00
M/s. Aminchand Payarelal	32.00	300.00
	745.09	2,300.00

20,94,224.07	18,41,400.22

PROMOTION COUNCIL

GUARANTEE)

AS AT 31st MARCH, 1967—(cont'd.)

As at 31st March, 1966 Rs. P.	ASSETS		Rs. P.	Rs.
10,13,573.76	Brought forward		6,71,760.33	3,46,899.
	CURRENT ASSETS, LOANS & ADVANCES			
	(A) CURRENT ASSETS—(*Cont'd*)			
	Maximum amount due from Non-Scheduled Banks at Foreign Offices at any time during the year—			
	The First National Bank of Chicago, Chicago	33,641.54		
	The British Bank of Middle East, Beirut	17,028.90		
2,000.00	Post Office Savings Bank Account		2,000.00	
5,02,286.57	Balance with a Scheduled Bank (For Marketing Development Fund)		3,06,435.55	
	Provident Fund Account—			
	(a) In Current A/c. with State Bank of India	56,448.77		
1,41,374.33	(b) In Government Securities deposited with State Bank of India (See note 5)	2,04,000.00	2,60,448.77	
				12,40,644.6
	(B) LOANS & ADVANCES— (Unsecured, Considered Good)			
3,11,827.78	Advances (recoverable in cash or in kind or for value to be received and/or to be adjusted)		1,33,268.48	
2,407.75	Units in Franking Machine		926.69	
12,594.38	Prepaid Expenses		24,588.81	
1,03,403.69	Security Deposits (including Foreign Offices—Rs. 21,226.21 of which Rs. 7,000/- is under dispute)		74,634.86	
4,755.81	Suspense Pending Adjustments (Including Rs. 5,304.66 P. for common canteen—not yet allocated)		20,437.24	
				2,53,856.0
20,94,224.07				18,41,400.2

As per our report annexed

1-B, Old Post Office Street,
Calcutta, the 15th day of December, 1967.

SINGHI & CO.
Chartered Accountants

ENGINEERING EXPORT

(LIMITED BY

INCOME & EXPENDITURE ACCOUNT

For the year ended 31.3.66

EXPENDITURE

For the year ended 31.3.66 Rs. P.		Rs. P.	Rs. P.
	To ADMINISTRATION WITHIN INDIA		
3,79,701.51	Salaries & Allowances (including Staff Welfare Rs. 23,604.42 P. and Provident Fund Rs. 13,287.29 P.)	3,93,894.60	
25,000.00	Ad-Hoc Provision for Gratuity	10,000.00	
1,67,208.88	Rent (including rent for Permanent Exhibition at Calcutta—Rs. 41,208/-)	1,68,399.00	
1,13,326.88	Printing, Stationery, Postage & Telegrams, Telephones etc.	98,316.67	
7,810.82	Electricity	4,400.77	
34,078.64	Chairman & Secretary's visit to Foreign Offices & Other Foreign Countries	—	
31,806.64	Travelling & Conveyance	21,251.43	
9,616.80	Motor Car Up-Keep	11,789.72	
45,391.22	Miscellaneous Expenses (including unallocated amount of common expenses of Canteen Rs. 5,334.56 P.)	24,791.59	
3,61,641.55	Regional Office Expenses (as per Schedule 'B')	3,94,816.38	
			11,27,660.16
	,, ADMINISTRATION OUTSIDE INDIA		
5,80,976.31	Foreign Office Expenses (as per Schedule 'B')		9,63,185.98
4,35,533.14	,, TRADE DELEGATION & STUDY TEAMS (includes unsupported Vouchers as approved by the Working Committee and Provision Rs. 28,202.85 P.)		2,40,313.29
	,, PROPAGANDA OUTSIDE INDIA		
67,385.76	Advertisement	60,675.39	
5,29,985.94	Joint Foreign Publicity	4,01,436.29	
	Brochures, Leaflets, Directory, Overseas Journal & Foreign Publications (after adjustment of stocks and including cost of Blocks) 1,44,751.97		
,08,619.79	*Less :* Sales and Advertisement Receipts 1,14,525.92	30,226.05	
3,98,083.88	Carried over	4,92,337.73	23,31,159.43

PROMOTION COUNCIL

GUARANTEE)

FOR THE YEAR ENDED 31st MARCH, 1967.

For the year ended 31.3.66 Rs. P.		Rs. P.	Rs. P.
	INCOME		
	BY MEMBERSHIP SUBSCRIPTION—		
4,61,000.00	(including Rs. 10,500.00 for 1965-66 & Rs. 1,000.00 receivable for the year)		6,51,500.00
	,, SPECIAL CONTRIBUTION		
	Towards Joint Foreign Publicity Scheme transferred from last year's Account	65,516.68	
	Less : Amount forfeited	9,275.12	
		56,241.56	
	Add : Contribution received during the year	3,37,836.86	
		3,94,078.42	
3,53,323.96	*Less :* Unspent Balance carried forward	1,26,710.11	
24,550.88	J. F. P. Contribution forfeited		2,67,368.31 9,275.00
	Towards Trade Delegations & Study Teams Expenses	1,91,151.01	
	Add : Transferred from last year's Account	43,705.00	
		2,34,856.01	
	Less : Refunded during the year	13,012.50	
		2,21,843.51	
3,27,788.25	,, Carried Forward for adjustments against Study Teams Expenses to be incurred in 1967-68	19,344.50	2,02,499.01
	,, GRANTS RECEIVED UNDER MARKETING DEVELOPMENT FUND BROUGHT FORWARD FROM LAST YEAR	5,02,286.57	
	Received during the year	30,10,000.00	
		35,12,286.57	
	Less : Disbursements & Refund to Government	32,05,851.02	
		3,06,435.55	
	,, Carried over to Balance Sheet	3,06,435.55	
19,44,971.00	,, GRANT-IN-AID FROM GOVERNMENT OF INDIA		18,99,834.00
—	,, LIABILITY NO LONGER REQUIRED WRITTEN BACK		1,453.00
3,827.03	,, MISCELLANEOUS RECEIPTS		3,012.00
31,15,461.12	Carried over		30,34,941.01

For the year ended 31.3.66

EXPENDITURE

For the year ended 31.3.66 Rs. P.			Rs. P.	Rs. P.
28,98,083.88	Brought forward		4,92,337.73	23,31,159.43
	To PROPAGANDA OUTSIDE INDIA (*Cont'd*)—			
78,138.09	Exhibitions (Hanover Fair)		1,02,937.01	
6,926.74	Entertainment to Foreign Delegations etc. in India		12,467.77	6,07,742.51
	,, PROPAGANDA WITHIN INDIA			
34,895.81	Advertisement		28,561.19	
	Home Bulletin (after adjustment of Stocks)	67,785.39		
42,312.06	*Less :* Sales and advertisement receipts	14,362.93	53,422.46	
	Journal & Books (after adjustment of stocks)	24,759.56		
32,567.47	*Less :* Sales of Publication	12,802.92	11,956.64	
69,283.45	Exhibitions		3,02,831.84	
3,079.41	Entertainment		16,405.91	
1,157.39	Market Study & Research Programme		—	
1,363.87	Samples		2,381.73	4,15,559.77
	,, SUNDRY ADJUSTMENTS (relating to previous year)			
	Debit		35,217.84	
25,864.97	Credit		15,389.93	19,827.91
——	,, LOSS OF CASH BY THEFT (London Office)			420.23
43.67	,, INTEREST ON TEMPORARY BANK OVERDRAFT			266.67
	,, AUDITORS' REMUNERATION			
	Audit Fee		4,000.00	
4,856.00	In other capacity		4,476.00	8,476.00
1,98,572.81	Carried over			33,83,452.52

PROMOTION COUNCIL

GUARANTEE)

FOR THE YEAR ENDED 31st MARCH, 1967 (Cont'd.)

For the year ended 31.3.66 Rs. P.	INCOME	Rs. P.	Rs. P.
31,15,461.12	Brought forward		30,34,941.95
23,809.51	By Special Contribution from West German Government towards Hanover Fair Expenses		46,875.17
	,, Special contributions		
	For Permanent Exhibitions	1,77,755.00	
96,875.00	,, Hanover Fair	31,237.50	
			2,08,992.50
	,, Receipts from sale of Drill—		
	Sale Proceeds	968.06	
336.94	*Less :* Cost of Paper and Printing Charges	293.00	
			675.06
9,557.22	,, Sundry credit balances & excess provisions written back		151.50
29.34	,, Interest on post office savings bank account		———
———	,, Balance being excess of Expenditure over Income transferred to Balance Sheet		1,45,002.44

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. Amount outstanding as on 31.3.1967 unascertained. 6-67 17500/-

(2) Subscriptions due from Members for 1965~~-66~~ Rs. ~~1,500/-~~ and for 1966-67 Rs. ~~37,000/-~~ not credited as the subscription is adjusted on cash basis, ~~but include a credit for Rs. 1,000/- for dishonoured cheques.~~

(3) Salary & Allowances, Regional & Foreign Offices Expenses include Provident Fund Contributions Rs. ~~24,232.11 P.~~ 24427.17 (24427.17)

(4) Sale of Publications have been taken on cash basis.

32,46,069.13	Carried over	34,36,638.62

ENGINEERING EXPORT

(LIMITED BY

INCOME & EXPENDITURE ACCOUNT

For the year ended 31.3.66

EXPENDITURE

Rs. P.		Rs. P.	Rs. P.
31,98,572.81	Brought forward		33,83,452.52
158.73	To Loss on sale of office equipment		—
46,792.58	„ Depreciation and write offs		50,802.22
—	„ Sundry Debit Balances written off		2,383.88
545.01	„ Balance—being excess of income over expenditure transferred to Balance Sheet		—
32,46,069.13			34,36,638.62

PROMOTION COUNCIL

GUARANTEE)

FOR THE YEAR ENDED 31st MARCH, 1967 (Cont'd)

For the year ended 31.3.66	INCOME		
Rs. P.		Rs. P.	Rs. P.
32,46,069.13	Brought forward		34,36,638.62

NOTES—(Cont'd)

(5) ~~Share of Recurring Expenditure amounting to Rs. 45,058.23 P. of Permanent Exhibition at Calcutta, Delhi & Madras has not been allocated in the respective heads of account in absence of particulars.~~ 2,24,028.65

(6) Exhibitions Rs. ~~3,02,831.84~~ P. include construction cost of Permanent Exhibitions at Madras Rs. 31,974.71 P. and Delhi Rs. 2,25,798.90 P. written off.

(6) Stocks of Publications lying at Branch Offices have not been adjusted in the absence of details.

(7) Previous year's figures have been re-grouped wherever found necessary.

(8) ~~Profit or Loss on devaluation upto 5th June, 1966 has not been worked and shown separately.~~

5) The break up of expenditure on exhibitions is as under:

(A) Exhibitions India —

(i) Permanent Exhibitions at ~~Delhi~~, Calcutta Delhi & Madras (Recurring Expenditure) Rs 84338=02

(ii) Madras Fair Rs ~~85959.87~~ 85959=87

(iii) Unctad Exhibition Rs 53730=76

32,46,069.13	34,36,638.62

As per our report annexed

1-B, Old Post Office Street,
Calcutta, the 15th day of December, 1967.

SINGHI & CO.
Chartered Accountants.

SCHEDULE "A" of FIXED ASSETS annexed to and forming part of the Balance Sheet as at 31st March, 1967.

Description	Cost to 31.3.1966	Additions during the year	Sales/adjustments during the year	Total Value of Assets to 31.3.1967	DEPRECIATION AND WRITE OFFS				Net Value as at 31.3.1967 as per Balance Sheet	Net Value as at 31.3.1966 as per last Balance Sheet
					Upto 31.3.1966	For the year	Less: on sales/adjustments	Total upto 31.3.1967		
	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	70,804.57	18,861.46	—	89,666.03	33,619.04	11,209.35	—	44,828.39	44,837.64	37,185.53
Furniture, Fixtures, Electric Fittings, Office Equipment, Air-Conditioner, Telephone Installation etc. ...	3,73,768.03	37,941.79	430.55	4,11,279.27	1,10,663.89	34,361.89	—	1,45,025.78	2,66,253.49	2,63,104.14
Assets under Joint Ownership with other Export Promotion Councils ...	40,806.95	2,256.73	—	43,063.68	5,304.93	4,984.90	—	10,289.83	32,773.85	35,502.02
Library ...	7,100.64	102.05	—	7,202.69	3,922.10	246.08	—	4,168.18	3,034.51	3,178.54
TOTAL ...	4,92,480.19	59,162.03	430.55	5,51,211.67	1,53,509.96	50,802.22	—	2,04,312.18	3,46,899.49	3,38,970.23
Figures for the Corresponding previous year ...	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	

NOTES :— (1) Profit or Loss on sale of Furniture etc. has not been adjusted as the original cost is not ascertainable.
(2) Furniture etc. include deposit with P. & T. Department for Telephone Installation under O.Y.T. Scheme Rs. 7,000 (original amount), written off proportionately.
(3) Opening Balances and additions upto 5th June, 1966 of Fixed Assets at Foreign Offices have been taken at Pre-devaluation rate of exchange and additions thereafter have been considered at Post-devaluation rates of exchange. Depreciation has also been calculated on the same basis. The amount of difference due to devaluation and depreciation thereon has not been worked out.

SCHEDULE "B" annexed to and forming part of the Income & Expenditure Account for the year ended 31st March, 1967.

OFFICES	EXPENSES				Total	For the year ended 31-3-1966
	Salary	P. F. Contributions	Rent	Miscellaneous (including difference in exchange due to conversion)		
	Rs. P	Rs. P	Rs. P	Rs. P	Rs. P	Rs. P
I. REGIONAL OFFICES						
(1) Bombay ...	93,270.37	3,223.65	67,793.55	52,586.86	2,16,874.43	2,04,819.61
(2) New Delhi ...	55,975.96	1,848.70	20,700.00	27,395.12	1,05,919.78	92,178.27
(3) Madras ...	42,449.20	1,441.92	11,737.56	16,393.49	72,022.17	64,643.67
Total ...	1,91,695.53	6,514.27	1,00,231.11	96,375.47	3,94,816.38	3,61,641.55
II. FOREIGN OFFICES						
(1) London ...	68,427.71	913.10	67,723.14	86,465.23	2,23,529.18	1,39,772.60
(2) Duesseldorf ...	96,222.01	911.57	62,530.39	98,629.53	2,58,293.50	1,44,953.58
(3) Beirut ...	47,266.69	687.50	19,589.87	40,524.81	1,08,068.87	83,390.98
(4) Singapore ...	57,155.77	564.06	21,615.89	52,023.64	1,31,359.36	78,056.94
(5) Nairobi ...	36,317.39	566.17	22,869.97	25,900.53	85,654.06	61,094.34
(6) Chicago ...	68,889.04	788.15	35,642.79	41,506.19	1,46,826.17	73,707.87
(7) Rangoon (Correspondent's salary)	9,454.84	.....	.....	.....	9,454.84	.....
Total ...	3,83,733.45	4,430.55	2,29,972.05	3,45,049.93	9,63,185.98	5,80,976.31

NOTE :—The above expenses include unsupported expenses as approved by the Working Committee.

ENGINEERING EXPORT PROMOTION COUNCIL

Head Office:

	Telephone	*Telegram*
Engineering Export Promotion Council, 14/1B, Ezra Street, Calcutta-1	34-7896 (2 lines) 34-8454 (3 lines)	**OCEANBORNE**

Regional Offices:

Bombay (Western Region)

Engineering Export Promotion Council, Commerce Centre (2nd floor), Tardeo Road, Bombay-34	37-1425	**OCEANBORNE**

Madras (Southern Region)

Engineering Export Promotion Council, Sire Mansion (3rd floor), 123, Mount Road, Madras-6	87501	**OCEANBORNE**

New Delhi (Northern Region)

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