

**Import of Dry Fruits from Iran**

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 \*547. { Shri Vishram Prasad:  
 Shri Narasimha Reddy:  
 Shri Prakash Vir Shastri:

Will the Minister of Commerce and Industry be pleased to state:

(a) whether it is a fact that Government have recently entered into a bilateral agreement with the Government of Iran for import of dry fruits;

(b) if so, the total value of the imports covered under such agreement; and

(c) whether applications for import licences have been received by Government in this connection?

**The Minister of International Trade in the Ministry of Commerce and Industry (Shri Manubhai Shah):** (a) No, Sir. It was as early as in August, 1962 that the current Indo-Iranian trade agreement valid for one year was signed at Tehran. Dry fruits constitute one of the commodities specified in the Agreement.

(b) and (c). It will not be possible to estimate the value of imports covered under the agreement. The applications continue to be received from time to time.

**Shri Vishram Prasad:** The hon. Minister just now said that dry-fruits was one of the items of the agreement. May I know what are the other items for which this agreement was concluded?

**Shri Manubhai Shah:** Engineering products, textiles, art silk fabrics, machinery, chemicals, paints and varnishes, etc.

**Shri Vishram Prasad:** For how much will we be exporting and for how much will we be importing into this country?

**Shri Manubhai Shah:** If the hon. Member has in mind any rupee agreement or anything like that it is not

that. Fortunately or otherwise the balance of payment is in our favour, as far as merchandise is concerned. The bulk purchase of crude oil comes from Iran, and therefore, the balance is very much adverse as far as oil is concerned.

**श्री यशपाल सिंह :** क्या यह सच है कि ड्राई फ्रूट्स लाने के लिये ईरान से, प्रकैली एक फर्म को साढ़े-बारह लाख रुपये का लाइसेंस दिया गया है ?

**श्री मनुभाई शाह :** ऐसा नहीं है, लेकिन चूंकि ड्राई फ्रूट्स में प्रॉफिट बहुत है और उसके द्वारा हम और एक्सपोर्ट की इमदाद कर सकते हैं, इसलिए बहुत सी क्वांटिटी में से थोड़ी सी क्वालिटी इस तरह से भी बांटी गई है ।

**Business and Export Houses**

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 \*548. { Shri Subodh Hansda:  
 Shri S. C. Samanta:  
 Shri B. K. Das:  
 Shri M. L. Dwivedy:

Will the Minister of Commerce and Industry be pleased to state:

(a) whether it is a fact that no Business and Export Houses have been set up by Indian Businessmen in many African and Asian Countries;

(b) if so, how far the absence of such organisation has handicapped India's export; and

(c) Government's attitude in regard to the opening of such organisations in those countries?

**The Minister of International Trade in the Ministry of Commerce and Industry (Shri Manubhai Shah):** (a) While Indian business houses have set up branches or sister concerns in many African or Asian countries to handle traditional commodities such as textiles, similar arrangements have not yet developed adequately in respect of our newer export items such as engineering goods.

(b) Handicaps arising from absence of such business houses abroad include lack of first-hand knowledge of the markets and curtailment of after-sales services.

(c) Government are encouraging Indian businessmen to open business offices abroad and the foreign exchange required for this purpose is released in deserving cases. This needs to be further liberalised. Also Government is considering giving larger assistance to Export Promotion Councils, Commodity Boards and competent exporters to carry out market research, commodity research and area surveys from out of the new Marketing Development Fund which is the present budget is shortly to be established.

**Shri Subodh Hansda:** May I know what is the normal procedure at present adopted by the Government for giving publicity for the engineering goods in this country?

**Shri Manubhai Shah:** It varies from country to country. In the United States, one firm has used the television media. During the recent trip of the Export Promotion Council on engineering goods, in the United Kingdom and Germany they found they were engaging some select commercial journals for giving wide publicity to our own products there. The Export Promotion Councils are also taking out brochures in different generic items of goods in order to be sent abroad, in their own languages.

**Shri Subodh Hansda:** May I know whether individual businessmen will be allowed to survey the foreign markets or whether they are to go through Government agencies?

**Shri Manubhai Shah:** As I had mentioned earlier in this House, market researches, commodity researches in the areas surveyed, etc., are the fundamental basis of export promotion. We are also trying to establish very soon an institute for international trade.

It will guide and co-ordinate all these activities throughout the world for Indian products.

**Shri S. C. Samanta:** May I know whether the buildings of the embassies are being utilised at present as offices for business houses?

**Shri Manubhai Shah:** We are building them. But there are many deficiencies and we want to strengthen the commercial sections and give them adequate training by periodical refresher courses these types of bodies.

**Shri B. K. Das:** May I know to what extent the business houses that have already opened their offices there have been helped by the Government?

**Shri Manubhai Shah:** This is a very important question. As a matter of fact, even some 25 offices which we have so far allowed in the current year have shown tremendous potentiality and we are getting some continuous assessment made about the results coming out of the offices.

श्री म० सा० द्विवेदी : क्या यह सच है कि हमारी तमाम कोशिशों के बावजूद इन देशों में ऐसी भावना फैली हुई है कि हमारे यहाँ का जो सामान वहाँ जाता है, वह विदेशी सामान के मुकाबले में उतना अच्छा नहीं होता है ? यदि यह सच है तो इस दुर्भावना को मिटाने के लिए हम क्या प्रयत्न कर रहे हैं ?

श्री मनुभाई शाह : इसके बारे में हम अपने आपको बार-बार कोसते रहे हैं । मैं निवेदन करूंगा कि हम इस बारे में जागृत हैं । लेकिन उसको बहुत ज्यादा एगजैप्ट करने से कोई फायदा नहीं है ।

**Shrimati Savitri Nigam:** May I know what are the reasons why our exports have not increased? Is it a fact that demand for our goods in the African market has not increased because our business houses have not got any repair shops in them?

**Shri Manubhai Shah:** I hope the hon. Member will agree that this only applies to the products which require repairs. For that, it is true that the follow-up services are not quite established yet. This is one of the efforts of the Engineering Promotion Council who have opened three offices in Nairobi, Mombasa and Tanganyika for this purpose.

**Shri Sham Lal Saraf:** Is it the policy of the Government to encourage opening of these business houses on diversified lines of export or one place will have one house for all the exports?

**Shri Manubhai Shah:** Our approach is pragmatic. We do not have much of foreign exchange at our disposal. Therefore, we try to see that one sort of service centre is utilised by all the members of the Council or by as many houses as possible. But it is not always possible to go by this method. Certain individual products require individual offices and workshops which we also permit.

#### Price of Cotton

\*549. { **Shri P. R. Chakraverti:**  
**Shri Shree Narayan Das:**  
**Shrimati Jamunadevi:**  
**Shri P. C. Boroah:**

Will the Minister of Commerce and Industry be pleased to state:

(a) whether Government have withdrawn restrictions on stocks of cotton that may be held in possession by textile mills;

(b) whether it is a fact that the restriction that a quantity representing 10 per cent should be purchased out of local growths in U.P., Punjab and Rajasthan has been removed; and

(c) if so, how far the withdrawal of this restriction has affected the price of cotton so far as the producers are concerned?

**The Minister of International Trade in the Ministry of Commerce and Industry (Shri Manubhai Shah):** (a) and 3110 (Ai) LSD-2.

(b). At present there are no restrictions on the movement or purchase of cotton.

(c) This does not arise because the restrictions were placed last year when cotton crop had failed and there was acute shortage of cotton and all restrictions were removed before some months when the new crop position was found reasonably satisfactory.

**Shri P. R. Chakraverti:** Is there any minimum price guaranteed for the producer of cotton?

**Shri Manubhai Shah:** Yes, Sir.

**Shri P. R. Chakraverti:** May I know how far these facilities for transport to different States have given a fillip to the production?

**Shri Manubhai Shah:** There is no question of the present prices touching the floor.

**Shri D. S. Patil:** Arising out of the reply to part (a), may I know why these restrictions were imposed and when and why they have been removed?

**Mr. Speaker:** That he has answered already.

श्री जगदेव सिंह सिद्धान्ती : गत वर्ष इस प्रतिबन्ध के लगने से पंजाब के कपास उत्पादकों को कितनी हानि उठानी पड़ी ?

श्री मनुभाई शाह : बिल्कुल हानि नहीं उठानी पड़ी। वे आसमान पर जा रहे थे, उनको हम जमीन के नजदीक लाये।

**Shri Vishram Prasad:** Is it a fact that 40 to 50 per cent of long staple cotton is produced in the country and may I know how much foreign exchange is involved in the import of the rest of the requirements?

**Shri Manubhai Shah:** There are different staples and in all about Rs. 62 crores are involved in the import of the higher medium and the long staple cotton, of which more than 50 per cent comes under the PL 480 arrangement with the United States,