

good of Government coming into the market in competition with small-scale pipe manufacturers?

**Shri T. N. Singh:** These are different kinds of pipes and the small sector does not manufacture this range of pipes. Moreover they are electrical resistant welded pipes, not just ordinary welded pipes.

**Shrimati Sharda Mukerjee:** In his statement, the hon. Minister has given us to understand that the installed capacity of these pipes is not fully being utilised. It is the same thing that is happening in other public sector factories such as the HMT, etc. May I know whether any attempt has been made to at least anticipate the demand and to see, if the demand is there, to convert them into another type of production?

**Shri T. N. Singh:** That is exactly what we are doing. We have, in the first place, been trying to export as much as possible and, secondly, to manufacture smaller dimension pipes by certain additional investments which we hope to make.

**Shri Basappa:** May I know in what way the pipes manufactured at Rourkela are different from the pipes manufactured at the Bhadravati Iron and Steel Works and whether the Bhadravati Works is working to full capacity with regard to the manufacture of pipes?

**Shri T. N. Singh:** As far as I know the Bhadravati Iron and Steel Works is manufacturing spun pipes; they are drawn from cast iron; those at Rourkela are made out of mild steel sheets and welded by electrical resistance process. The process is different and the material also is different.

#### Foreign Trade Trips

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\*370. **Shri E. Barua:**  
**Shri Liladhar Koteki:**  
**Shri N. E. Laskar:**

Will the Minister of Commerce be pleased to state:

(a) whether Government are considering a liberal policy in regard to

foreign trade trips by businessmen in order to keep in constant touch with the continuously changing tastes and to reckon with the intense competition in foreign countries; and

(b) if so, the main features thereof?

**The Minister of Commerce (Shri Manubhai Shah):** (a) and (b). To enable the exporters to undertake business trips abroad with a view to studying the market conditions there, and to explore sales possibilities the R.B.I. release requisite foreign exchange in favour of the exporters. The requests of the exporters are considered taking into account the export performance of the applicants.

Blanket releases of foreign exchange are made to recognised export houses and to other exporters with a good export record.

**Shri R. Barua:** May I know whether Government propose to formulate certain guide-lines to regulate such trips?

**Shri Manubhai Shah:** There are guide-lines already, and they are being liberalised further.

**Shri R. Barua:** May I know whether there has been an increase in the non-traditional items of export and, if so, what is the contribution of the private sector and how do the Government want to utilise this?

**Shri Manubhai Shah:** On the whole, it is mostly the private sector that gets activated into export, and most of the exports so far, barring those which are undertaken by MMTC and STC, are by the private sector, and the export of goods as a result of these efforts has considerably increased. The average export in the third Plan was Rs. 760 crores compared to Rs. 601 crores in the second Plan.

**Shri N. E. Laskar:** May I know the amount of foreign exchange so far made available to the private businessmen in the current financial year and the corresponding gain in foreign exchange by way of increased export business in foreign markets?

**Shri Manubhai Shah:** The total amount last year was Rs. 180 lakhs, round about Rs. 2 crores; there cannot be a direct relationship between these exports and the earnings.

**Shri R. S. Pandey:** In order to promote our exports, apart from the businessmen who are allowed to go to foreign countries to study the foreign markets, sometime back I was told that a list of Members of Parliament was also drawn to be sent to foreign countries. I want to know whether the list is pending or is going to be revised and so on. (*Interruption*).

**Shri Manubhai Shah:** Some Members did go and more will go in future.

**Shri Basappa:** May I know whether it has come to the notice of the Government that there is misuse of these foreign trips and also of the facilities offered to them and, if so, what action has been taken in the case of those people who misuse the facilities given to them?

**Shri Manubhai Shah:** I would rather request the hon. House to have sympathy in this matter for a foreign trade of about Rs. 2,500 crores in old rupees, which may be about Rs 3,800 in new rupees. Rs. 2 crores is a petty, small sum—the misuse is of a marginal character—and it is not a matter for anxiety.

**Shri P. Venkatasubbaiah:** In these trips of businessmen who go out to explore the possibilities of our export potentialities, may I know whether these people operate through our trade missions or they have separate and individual contacts with those countries concerned when they go out?

**Shri Manubhai Shah:** All business is one of person to person, as in any other trade. They do operate sometimes, for enquiries, information and contact with the other Governments, through our Trade Commissioners, but mostly it is done by their personal contacts with the foreign buyers.

**Shri P. C. Borooah:** In reply to Mr. Laskar, the Minister referred to

assistance given to private businessmen. May I know whether any assistance is given for private businessmen going abroad?

**Shri Manubhai Shah:** So far as the assistance programme is concerned, I had laid it on the Table on 16th August.

**Shri D. C. Sharma:** All these foreign trade delegations that have been sent abroad have tried to feather their own nest. They have tried to bring business more for themselves—of course, they are part of the country—than for the Indian Government. If so, has the Government got any report from them as to the business they have got for themselves and the business they have got for export promotion for this country?

**Shri Manubhai Shah:** All export earnings are treated as earnings for the country whether they are on private account or public account. There are four types of delegations. One is individual persons going abroad to canvass in foreign markets. The second is delegation on behalf of the Export Promotion Council or of a particular industry, which do not do what the hon. member was expressing anxiety about. They go for the entire industry and its products. Thirdly, there are what are called sales teams which go for real sales both on account of industry as well as individual account. The fourth is for study. Experts or economists or regular technicians are being sent to different countries of the world to gain experience in the latest export promotion techniques.

#### National Productivity Council

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- \*371. **Shri S. C. Samanta:**  
**Shri M. L. Dwivedi:**  
**Shri Subodh Hansda:**  
**Shri Bhagwat Jha Azad:**  
**Shri P. C. Borooah:**

Will the Minister of Industry be pleased to state:

(a) the steps taken to re-orientate the pattern of organisation and ac-