

to have been affected by acute drought during the early months of this season, no garden is reported to be facing any crisis. The industry feels that given favourable conditions the loss in production, which has been estimated by the Assam Government at 3 million lbs. of made tea, can be made up.

Purchases from Small Scale and Cottage Industry Sectors

968. Shri Harish Chandra Mathur: Will the Minister of Commerce and Industry be pleased to state:

(a) what is the value of total purchases made by each of the State Governments during the last two years and out of this what is the quantum of purchases from (i) small scale sector and (ii) cottage industry sector;

(b) what is the amount of price preferences involved in these purchases; and

(c) what is the amount of price preferences involved in such purchases by the Central Government during 1959-60?

The Minister of Industry (Shri Manubhai Shah): (a) to (c). Separate statistics are not maintained as desired by the Hon'ble member. Collection of information asked for by the Hon'ble member will involve considerable labour, expenditure and time as they do not have this information readily available or compiled. If information is required by the Hon'ble Member for any particular State or a sector of Central purchases it can be attempted to be collected.

Sale of Small Industries Products

969. Shri Aurobindo Ghosal: Will the Minister of Commerce and Industry be pleased to state:

(a) whether any Pilot Centre has been set up in Delhi for marketing the Small Industries products; and

(b) if so, what is the scheme?

The Minister of Industry (Shri Manubhai Shah): (a) and (b). A statement is laid on the Table.

STATEMENT

(a) Yes, Sir.

(b) The scheme aims at establishing direct contact between manufacturers and distributors/retailers in respect of certain selected products. A team of Corporation's Salesmen is sent around various markets with the samples of the selected products. The salesmen book orders and forward the same to the manufacturers under intimation to the Head Office of the Corporation. Normally, the salesmen are expected to work for particular products in a particular region for not more than 3-6 months. After a particular market is fairly developed, the salesmen are to make their recommendations to the manufacturers for creation of a permanent distribution channel by appointment of a selling agent or otherwise. The salesmen also give their views to the manufacturers from time to time regarding quality, packing and trade terms of the products. The manufacturers are also persuaded by personal visits to see that the suggestions which are practicable and reasonable are implemented in their own interest. The Corporation gets a commission of 6½% on the orders booked by the salesmen and executed by the manufacturers.

Handloom Industry of Madras

970. Shri Bibhuti Mishra: Will the Minister of Commerce and Industry be pleased to state:

(a) whether it is a fact that handloom industry of Madras is losing export to U.S. since 1958, till the end of 31st July, 1960;

(b) if so, the reason therefor;