

tonnage lifted of these 46 high rated commodities (excluding South Eastern Railway figures for which are not readily available) during the 3 months ending 30-6-70 was 4.736 million tonnes, as against 4.394 million tonnes carried during the corresponding period of 1969-70.

(c) To attract more traffic to the Railways, the Marketing and Sales Organisations have been set up on Railways to keep in close touch with the trade and to take suitable steps to secure maximum traffic to rail. Door to door collection and delivery services, introduction of container services Fast Super Express Goods Services have been introduced for improving the quality of service on the Railways. Easier availability of wagons is also brought to the notice of the trading public from time to time through the Press and personal contacts by the Marketing and Sales Organisation.

#### Issue of Letter of Intent to Motor Industries Company

3097. SHRI N. K. SANGHI : Will the Minister of INDUSTRIAL DEVELOPMENT AND INTERNAL TRADE be pleased to state :

(a) whether it is a fact that Government had issued a letter of intent to the Motor Industries Company for their expansion scheme, with certain conditions; and

(b) if so, what are the conditions and whether these conditions are usual in all cases when letters of intent are issued ?

THE DEPUTY MINISTER IN THE MINISTRY OF INDUSTRIAL DEVELOPMENT AND INTERNAL TRADE (SHRI M. R. KRISHNA) : (a) Yes, Sir.

(b) The conditions stipulated in the letter of intent are :

- (i) The terms of foreign collaboration will be settled to the satisfaction of Government.
- (ii) Import of Capital Goods will be settled to the satisfaction of Government.
- (iii) The phased manufacturing programme will be to the satisfaction of Government.

(iv) The firm will guarantee export of 25% of their annual production and they will endeavour to export 40% of their production directly without seriously jeopardising internal requirements.

(v) The firm will bring down the foreign equity participation at least to the extent of 51%.

Conditions (i) to (iii) imposed in all letters of intent. A suitable export condition is generally imposed while allowing substantial expansion of established undertakings who may be expected to earn foreign exchange through export of a part of their production. Condition No. (v) is also not unusual as it is Government's policy to secure reduction in the foreign share-holding while allowing expansion or diversification of the activities of companies having majority foreign share-holding.

#### Use of Rubberised Coir in Place of Foam Rubber

3098. SHRI N. K. SANGHI : Will the Minister of RAILWAYS be pleased to state :

(a) considering the deep crisis in the rubberised coir industry which resulted in the closure of five units out of the eight in the country, whether the Railways propose using rubberised coir in place of foam rubber, especially when the rubberised coir is cheaper than foam rubber ; and

(b) if not, the reasons therefor ?

THE MINISTER OF RAILWAYS (SHRI NANDA) : (a) No.

(b) Rubberised coir cushioning material has been given a fair trial and found unsuitable for use on Railways.

मध्य रेलवे पर झाल तथा पार्सल लादने और उतारने के लिये गैर-सरकारी फर्मी और रेलवे के कुलियों को दिये गये ठेकों से प्राप्त राशि

3099. श्री गं० ज० दीक्षित : क्या रेलवे मंत्री यह बताने की कृपा करेंगे कि :

(क) गत तीन वर्षों में वर्षवार, मध्य रेलवे के विभिन्न डिवीजनों में सामान और