

wrong time the wrong slogan. Please do not interrupt. No feud. Just now we are on one side.

श्री यशवन्त शर्मा : हस्त में भी रहेगा... (श्वयधान) ...

श्री श्री० प्र० डान्गे : हस्त तो रहेगा । घाप के रोने से कुछ नहीं होगा ।

श्री यशवन्त शर्मा : हमारे रोने के दिन चले गए । घब घाप के रोने के दिन हैं । घब वह दिन गए आपके ।... (श्वयधान) ..

SHRI S. A. DANGE : *Ross* will defend itself; I need not bother. What I was saying was that the House should not be taken in by the progressive airs donned by certain right reactionaries who are trying to combine with the ousted lobby of Mr. Morarji Desai to topple the progressives on this side and on that side—both. That game has misfired. The conspiracy of take-over for the time has misfired. Please do not go to sleep on that side. The second instalment is coming and you will have to ready for it. Therefore, you must attack more furiously monopoly capital in this country and I would request that foreign banks also be taken over. If you think that by leaving out foreign banks the World Bank is going to give more loans, you are mistaken. The exit of Mr. Morarji Desai will immediately bring a note from the World Bank that your creditworthiness has fallen. If our country's creditworthiness has fallen because of that, I do not mind it at all. I do not want the development of my country to be irrigated by the import of World Bank or PL-480 funds.

SHRI N. K. SOMANI (Nagaur) : Only by Gosplan ?

SHRI S. A. DANGE : What was that ? I thought, it was ghost plan.

So, Sir, this is the position. As you know, even France is complaining that the World Bank is invading them. There is a thick volume written on it. Therefore, we must be aware of these invasions of monopoly capital of foreign countries in league with capitalists from this country. So, I hope you will take care from your side and

I appeal to you to be more vigilant even from amongs: your own ranks the conspiracy of take-over is no: over—and, therefore, you have to fight and the democratic masses on this side also have to fight. Let us make a common cause on this. You may not like to combine with communists...

SHRI PILOO MODY : They are very agreeable.

SHRI S. A. DANGE : You retain your prejudices about communists; I do not mind. But when there is a common cause, let us fight it together. Therefore, you go to the country saying in future elect the right man, in the near future particularly, without reference to the ruling which has been given.

With these words, I submit to you that there should be no delay in passing this Bill and it should be immediately adopted.

SHRI PILOO MODY : I do not <sup>1809</sup> see the Prime Minister applauding Mr. Dange. T

17 37 hours

[ SHRI VASUDEVAN NAIR in the Chair ] 01

#### HALF-AN-HOUR DISCUSSION

*Export of Rail Wagons to U.S.S.R. and other countries*

SHRI N. K. SOMANI (Nagaur) : Mr. Chairman, Sir, one is naturally concerned when one sees that in item after item, in important matters of State economic policies, in several other important matters which affect a lot of other things, our Government is neither considering a particular matter in an objective manner nor are techno-economic considerations given their due share and that these matters are banging fire from month to month, from year to year, from Plan to Plan, and this procrastination takes places sometimes at the instance of our Planning Commission and at other times at the instance of the Soviet Planning Commission.

I am surprised that the hon. Member, Mr. Dange, did not know what gosplan is. I would like to go into a little background of this dirty wagon deal which we have been negotiating for over two years with the Soviet Union. You will realise that a great deal of hopes were raised in this country,

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in the Parliament, in the Ministry of Foreign Trade and Supply and in the engineering industry in general when Premier Kosygin visited this country during the Republic Day Celebrations last year, in 1968. Not only that. The Deputy Chairman of our Planning Commission, Prof. D. R. Gadgil, was sent to Moscow with instructions that Fourth Plan must be designed to dovetail into the gosplan and that whatever surpluses we have either as a result of our production capacities or as a result of our export capacities will only be made available once the Soviet Planning Commission and the people looking after the industries and development there had made up their mind.

I am rather concerned at the lack of total political metabolism in the country. But what is worse is that sometimes it gives one a feeling that we have also lost our economic integrity. Nobody can deny that the engineering industry of which wagon building capacity is a very important section and has to play a very important role in increasing exports from our country has passed through two or three years of severe recession either due to lack of demand or due to a paucity of orders from the Railways or because of the lack of wheel sets etc. Because the implements were not available and special steel was not available, the entire engineering industry has been in doldrums for the last 2½ years.

For the first time in the beginning of last year, with the visit of the Soviet technical team headed by the Vice Minister, Mr. Morotov, hopes were generated which were later confirmed, as I said, by the visit of Premier Kosygin and Prof. Gadgil's visit to Moscow, that a substantial order would be forthcoming from the Soviet Union so that about 54,000 wagons could be exported during the Fourth Five-Year Plan as per the special design of the Gondola type of wagons.

I would also like to go into a little bit of background because you would realise importance of this particular problem from that we saw earlier this morning on the ejection of Indian Airlines aircraft, from what we have seen in regard to procrastination

about the import of ammonia from Iran, from what we have seen about lack of decision in the matter of Bombay High and in regard to certain other matters on which decisions ought to have been taken a long time ago, on which decisions should have been based entirely on technical and economic considerations, and on which India's best interest should have been kept in view always.

In October 1968, a special team from our Railway Board was sent to USSR to finalise the delivery schedule and prices in Moscow. The things had gone forward to an extent that people, the industry and the Ministry of Foreign Trade were given to understand that the deal, as far as the supply of wagons to the Soviet Union was concerned, had been finalised and the team was going to discuss the details of the delivery schedule, the specifications and the prices. I would like to submit that the offer was certainly made on behalf of the Soviet Union, but then certain other political consideration took place in the meantime, and since we have not yet been able to place an order for the IAC aircraft for TU 154, the Soviet Union has now been retracting. Not only that, in November, 1968, it was followed up by an S.T.C. team which was also sent specially to Moscow to sign a detailed contract. But at that time the reservations had already started coming into the Soviet mind that the final IAC order might not come; therefore, the reservations were expressed for the first time at the end of last year. I would like to quote briefly the commitment made by the ex-Minister of Commerce, Shri Dinesh Singh, to this House on 12th November, 1968 that the prices that we had been able to obtain from other countries in respect of deals of similar railway wagons—not similar because these would be specially made—would be kept in view when a final price agreement is signed with the Soviet Union. He also said that as soon as these prices were agreed upon, the bulk supplies would begin in 1970-71 and a total of 54,000 wagons would be completed by the year 1976-77.

Then again on December 23, 1968, an official message was received from Moscow when they said that the way had been cleared. And you sent the STC Director,

Mr. Ramachandran, and Mr. Alexander, one of the Joint Secretaries, to Moscow. 16 prototypes were included in their Annual Plan for the year 1969—and after that already seven months have passed. This is an interesting fact that we must notice that all along we and the Government of India—all including the trade and industry—have been given this consistent impression that as soon as the prototypes are sent to the Soviet Union, the contract for bulk supplies will begin in 1970-71 and in a period of five years the entire supply of 54,000 wagons will be completed at prices consistent with our other exports and at prices which the Government will be able to afford because an element of subsidy is involved because the manufacturers would not be able to do it at Soviet prices. We were given to understand all these things.

As recent as January, 1969, the first news of the deadlock in the matter of prices was obtained because the Cabinet was not able to take a decision on the choice of aircraft. Therefore, by the end of January, 1969, the whole country came to the conclusion that, as far as the Soviet wagon deal was concerned, the deal was certainly in doldrums.

They went a step further. They commissioned our Ambassador to Moscow, Mr. Dhar, to make a last attempt at a diplomatic level to find out the attitude of the Soviet Union. He was told by the Soviet people at that time that at no stage the Soviet Union was committed to a total supply of 54,000 wagons. This was the first time this was officially communicated to our ambassador. Right from the time of January 1968 till 1969 at no stage were the Government of India or its teams told or communicated by the Soviet authorities in Moscow that there is no question of any commitment as far as 54,000 wagons are concerned, and the Soviet Union as such are interested in only 2500 wagons which are indicated to be taken up in the first two years.

As recent as 17th March 1969 when Mrs. Tarkeshwari Sinha raised a similar half-hour debate in the last session of the Lok Sabha the Railway Minister then replied to her and also indicated what the cost of wagons is based on specifications of the Soviet Union, because they are going to be

used in the Siberian section. We were also told that there would be a substantial allotment of high tensile steel that would have to be imported in the beginning and later on one of our steel mills may be able to supplement that by indigenous production. Now I would like to have 3 or 4 specific questions answered clearly by the hon Minister. I would like to know what is the final cost that has been offered by the wagon builders in India on the basis of labour and raw material and other costs. What is going to be the cost of imported component of the wagon and what is the cost likely to be agreed upon by the USSR purchasing team and what would be the position in case this difference between the price quoted by the Soviet Union and agreed to by our Government exceeds the normal ceiling of 25%? As you know, there is a ceiling in our export subsidy to private manufacturers. You cannot get more than 25% at all. In case this ceiling will have to be punctured, are you prepared to do it? I am very happy that your office has allowed us to raise this matter because the engineering industry is really in doldrums and they are absolutely uncertain as to what their orders are going to be and whether they would be called upon to export any quantities of wagons to the Soviet Union and whether and when this deal will come at all. I would, therefore, in the interests of our exports in the interests of our economic integrity, in the interests of our own sovereignty, like an assurance from the Minister that only techno-economic considerations will be kept in mind before we sign the final deal with the Soviet Union and that we give them a reasonable time limit because, as the Minister would, I am sure, appreciate, a long period of time has already elapsed and a number of deals from here have been finalised with other countries. We have scheduled ministerial level, the ambassadorial and technical team level. All these levels have been covered during the last 1½ years and, therefore, an end has to be called and the deal has got to be closed. In case it is not possible to conclude the deal with the Soviet Union, then we should tell them and the industry once for all, because there are 10 or 11 other countries with whom we have been able to successfully conclude our deals for wagons. If the order books of the wagon industry have to be full in terms of employment, in terms of

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prosperity and in terms of continued production, all these decisions will have to be taken at an early date in our own interest.

**THE MINISTER OF FOREIGN TRADE AND SUPPLY (SHRI B. R. BHAGAT) :** Mr. Chairman, Sir I am glad the hon. Member has raised this question because this has given me an opportunity to state clearly that there is no consideration other than techno-economic consideration involved in this deal.

He has brought in the extraneous question of our plan being dovetailed with the Soviet plan or this deal being linked up with the purchase of aircraft or of pressures that might be brought upon us. There is no dovetailing of the Indian plan with the Soviet Plan. Both are planned economies. When we draw up our plan, we take a five year view; they take seven-year view of their Plan. In any economic relations, it is not a market economy that fluctuates from year to year; it is not that no co-ordination is necessary. It is simply co-ordination, experts of the two countries having a look at the programmes of each and discussing about and examining the scope for building up economic operation in various matters. This is purely on techno-economic considerations. There is no political consideration involved. This is based on practical considerations and I think this is the correct thing to do with countries which we are dealing which have planned economies and have long-term projections of their economies.

**SHRI PILOO MODY :** Prove it by buying American planes.

**SHRI B. R. BHAGAT :** As for linking this deal with aircraft purchase, there is not such linkage and there cannot be any. Of course, the Soviet Union have also offered their plane. As my hon. colleague mentioned, we would be guided by commercial considerations and the best interests of the country; no other considerations or pressures will prevail.

Coming to some of the questions he has raised, he has given a chronological sequence of events. I have no dispute with it; only he has drawn the wrong conclusions. I say

there has been delay. The other day I said that when the protocol was signed, it mentioned 54,000 wagons. It mentioned a delivery schedule. He mentioned 2,000 or a little more. The schedule is there. The schedule may be changed or altered; that can always happen because still the contract is not signed.

**SHRI N. K. SOMANI :** Will a copy of the protocol be made available to us ?

**SHRI B. R. BHAGAT :** Yes. We have to give certain prototypes. 17 prototypes were to be given. About that question, I can straightway say that the question of specification and standards of the prototypes has been agreed to and once the agreement is signed, we can start manufacture. There is no difficulty. The hon. member is a businessman. He knows that when the contract is not signed, we proceed further. I am trying to put the record straight, draw the correct conclusion and try to create the right impression in this House.

It is also true that our wagon builders have built up capacity and technical skill and they are competing in the international market. He referred to a statement by my predecessor. We maintain that what we have offered is a competitive price. In various tenders, we have been competitive. Even in the Iran tender, to which he referred, we were competitive. But to compare them with the special types of wagons in this case these are 8-wheelers with special specifications—is not correct. Our price is based on costing, based on purely techno-economic considerations.

But the hon. Member should note two points. This is a very big deal; 54,000 wagons, the delivery schedule spreading over eight to 10 years. Both sides, India and the Soviet Union, are careful that they should not commit themselves. I know we regret the delay, and we wish to finalise the deal as quickly as possible, and we only hope that this deal will be finalised soon. The Soviet team is coming soon to finalise the outstanding matters, and we hope that we will be successfully reaching a conclusion. The prices are competitive and we will be able to persuade them, I hope, on the prices that we have offered. We will be able to arrive at some solution to this problem.

The hon. Member asked about the cost of the imported steel per wagon.

**SHRI PILOO MODY (Godhra) :** Imported component.

**SHRI B. R. BHAGAT :** Imported steel that goes into the wagons ; not components. You are using a technical term ; I am using a layman's term.

**SHRI PILOO MODY :** Any other item also.

**SHRI B. R. BHAGAT :** That is another question. That is linked with subsidy and others. The value of the imported steel per wagon, he has asked us.

**SHRI N. K. SOMANI :** Imported high tensile steel and other components. What is the total imported component in one unit of wagon, including wagon ?

**SHRI B. R. BHAGAT :** It will not be more than 15 per cent of the total cost. That will be the steel.

**SHRI N. K. SOMANI :** What is your cost ? One-tenth ?

**SHRI B. R. BHAGAT :** I am coming to that. Even this as the hon. Member said, is progressively reduced as our own steel production and other things are built up. As for the cost, I think the hon. Member will agree with me that it will not be proper to go into the details of the cost.

**SHRI N. K. SOMANI :** Why not ?

**SHRI PILOO MODY :** I am every sure every Russian knows.

**SHRI B. R. BHAGAT :** The price offered is around a lakh of rupees per wagon. That is true, but more than that, it will not be proper for us to go into the details. As a businessman, the hon. Member himself knows that nobody gives out these trade secrets. I have given the price but that is also the general price. I have mentioned it because he said that the Railway Minister has given some indication of this. But more than that, it will not be fair at this moment to go into the details, and say particularly about our costing, etc. The team is coming and we will go into the details, and we have every hope that the deal will be finalised. Whatever time it has taken, has been taken.

and we wish that it could have been finalised earlier. But it is not too late in the day. If the delegation comes and there is a sort of decision, then also it is not too late, because the whole thing is a long, big deal. But we should not bring any extraneous issue. I do not think there is any reservation on either side, particularly any reservation other than technical and economic considerations. As a buyer, they want goods ; it is a big deal. They want to get wagons at a competitive price which they think is competitive. As a seller, we give them our price and we see that it is a competitive price for us so that it will be an economic price. We claim that it is internationally a competitive price. We claim that no other party can offer as good terms as we are offering. It is on the basis of the buyer and seller, and it is at that stage, in that situation, that we think we will be able to strike a deal, whatever the time that is taken. It may take time, and it is inescapable. Neither the hon. Member nor I can suggest something.

**SHRI N. K. SOMANI :** I cannot help.

**SHRI B. R. BHAGAT :** You are creating a climate, and the whole Parliament is anxious that this deal should go through ; that will have a correct effect. But if you bring in any other consideration, probably you will be scaring them away. I note the anxiety of this House that this deal should go through as quickly as possible. This discussion will help the House and enable it to carry the impression and the anxiety in the hon. Members' mind that this deal is a good deal. It also helps us and the Soviet Union that it is mutually beneficial to both the parties, and it can be struck on a commercial basis and on no other basis.

With these words, Sir, I hope I have answered all the points raised by the hon. Member.

18 hrs.

**SHRI N. K. SOMANI :** When is the team coming ? Is it going to be a technical or commercial deal ? When do you think the final contract is likely to be signed ?

**SHRI B. R. BHAGAT :** I wish I knew about it. The team is coming. We hope this will be the final round of talks.

श्री रणधीर सिंह (रोहतक) : वेयरमैन महोदय, यह तो अच्छी बात है कि रूस हमारा दोस्त है, रूस का एहसान भी है और दोस्ती कायम भी रहनी चाहिए। लेकिन व्यापार में दोस्त के लिए घर को नहीं बरबाद किया जाता। तो रुपये की चीज को 75 रु० में बेचें और वह भी दस साल के लिए एक वायदा— घर में नहीं दाने घग्गा चली भुनाने— 54 हजार बैग्स की बात है, यहां आराम से बैगन मिलते नहीं, दुनिया भर की प्रोब्लम-काउन्डिंग होती है और फिर उनके नखरे भी हैं कि हम 2 हजार से ज्यादा ले नहीं सकते तो प्रव्वल तो हमें आप यह बताइये कि हम अपनी चीज को उनको इस तरह क्यों दे रहे हैं और इतने उनके नखरे क्यों बर्दाश्त कर रहे हैं ?

दूसरे, जब आप इतने सस्ते में देते हैं तो क्या वह भी आपको कोई सस्ती चीज दे रहे हैं ? मिसाल के लिए मैं एक ही बात कहता हूँ। ट्रैक्टर हमें देते वक्त सी नखरे करते हैं कि इस तरह से तकसीम करो, यह करो तब हम ट्रैक्टर देंगे। तो एक तरफ तो वह ऐसे नखरे करते हैं कि ऐसे नहीं ऐसे करो तो हम ट्रैक्टर देंगे और दूसरी तरफ एक तरफा ट्रैक्टर हम भरते हैं। जो चीज हमारे यहाँ तैयार होती है उसको सस्ते दामों में देते हैं। तो मैं पूछना चाहता हूँ कि यह कौनसी नीति है जो आप ऐप्रीशियेट करते हैं।

दूसरी बात मैं यह पूछना चाहूँगा कि कोई देश और भी है जो हमारे बैग्स को लेने के लिए तैयार है और अच्छी प्राइस हमें दे ? अगर है तो हम क्यों नहीं दें। जो अच्छे पैसे देगा ट्रूकानदार उसी को चीज देगा। तो कौनसे ऐसे प्रिन्सिपल्स इनवाइड हैं जिन पर आप रिस्क नहीं कर सकते ? अपनी पोलिसी को ? आपने मुद्दा कहा और वह तोड़ने के लिए तैयार हैं तो हम क्यों उसमें भिन्नकें। मेरा ख्याल है कि दोस्ती में कमी नहीं घा सकती अगर हम पूरे बैग्स सप्लाय न करें। उसके लिये और बहुत सी बातें हो सकती हैं। भारत जैसे गरीब देश की इतनी मेहनत की कमाई

आप सस्ते दामों दे रहे हैं, ऐसा क्यों ? क्या जोड़े पड़ी-पड़ी और राम लुढ़ाये कुत्ता। इसलिए मैं पूछता हूँ कि इस मामले को आप रोकसोडर करेंगे ? अगर नहीं तो क्यों नहीं करेंगे ?

SHRI A. SREEDHARAN (Badagara) : Sir, I am glad that the Minister has stated that in the matter of trade the Government will not permit ideological considerations to intervene. However, Sir, this issue has been hanging fire for the last two years. Every time we are told that it is maturing and it will be put through immediately. It began with the claim that we are going to supply 20 000 wagons, then 8000 wagons and then we have come down to 500 wagons like Pharoah's lean cows. I would like the Minister to tell us this. I hope he can take the House into confidence at least on one or two points on which I would like to seek his clarification. One is, this deal has been discussed for the last two years. At what point did the hitch occur? Was it on the point of prices? Or was it about subsidy? I do not want the details because I know that the trade agreements have got to be kept secret. At which point hitch arose and it was put off indefinitely? Even now the Minister is not definite when it will come through. Then, by our enthusiasm for one country, however acceptable that country may be, are we neglecting the same type of trade with other countries? To be more clear, are we trying to find out market for wagons in other countries also or are we simply concentrating on this carrot which is dangled before us?

श्री आर्जुन प्रानेन्द्रोड (बम्बई दक्षिण) : लगभग चार, पांच अरब रु० का यह मामला है, और जो इसमें लापरवाही हो रही है उसको देखते हुए हिन्दुस्तान की सरकार की इसमें कितनी जिम्मेदारी है और रूस की सरकार कितना दबाव हमारी सरकार पर डाल रही है इस समय इसका कोई अंदाजा नहीं लगता। जब रूसी सरकार ने आप से बैगन के बारे में बातचीत शुरू की तब क्या दूसरे किसी देश के साथ रूसी सरकार ने बातें की थीं ? दूसरे किसी भी देश के बैग्स बनाने वाले लोगों ने कोई दूसरे कोटेशन रूसी सरकार को दिये थे, यह मैं जानना चाहता हूँ ? अगर दूसरे किसी मुल्क ने कोई

कोटेगन्म दिये थे और आपने जो कोटेगन्म दिये हैं उनमें और दूसरे देश वालों ने जो दिये हैं उनमें, कितना अन्तर है? और साथ-साथ उनके जो बँगन के प्रोटो टाइप थे, क्योंकि हम मान कर चलते हैं कि जैसे रुबियों ने आगे प्रोटो टाइप मागे, वैसे ही उनसे भी मागे होंगे तो उन्होंने जो प्रोटो टाइप दिये और आप के जो प्रोटो टाइप रहे उन दोनों में कितना अन्तर रहा?

क्या सरकार रूप के साथ एक बार अपनी अंतिम बात कहेगी कि इस मामले को अगुक्त समय के अन्दर हम फैसल करना चाहते हैं। दो वर्ष से यह मामला चला जिसमें मुझको यह लगता है कि हिन्दुस्तान की सरकार तो चाहती है कि यह मामला तय हो जाये क्योंकि उसको चार, पाँच अरब रु० मिलने वाला है, लेकिन रूस की सरकार इसमें बल निकालने का काम कर रही है परेशान करने का काम कर रही है। तो क्या आप स्पष्ट तौर पर रूस को बतायेंगे कि अगले तीन महीने के अन्दर, या जो समय मुनासिब समझें, उसके अन्दर, अगर यह शील पूरा नहीं करते हो तो फिर बँगन वाला मामला हमारा और आपका अन्त, और हम इस मामले में तुमसे कोई बात नहीं करेंगे।

साथ ही यह पूछना चाहता हूँ कि आपके एस्० टी० सी० के जो अफसर हैं जिनका बहुत ही बड़ा मुँह है, सुबह से शाम तक कितनी बयानबाजी करेंगे इसका कोई हिसाब नहीं, कहेंगे कि कोरिया के साथ, रूस के साथ, अमरीका के साथ बात करके लौट भायें, लेकिन कुछ नहीं हुआ...

श्री एराधीर सिंह : जवान लम्बी है, मुँह बड़ा नहीं।

श्री जार्ज क्रमरोबीच : यह जो जवान लम्बी है इस पर लगाम लगाने का कुछ काम आप करेंगे जिससे भागे कभी कोई ऐसा मामला जब तक पक्का न हो तब तक बकबाज करना बन्द करें।

SHRI SRADHAKAR SUPAKAR (Sambha'pur) : From the time of the start of the negotiations of the wagon deal up to date we have put several questions and there has also been a half an Hour discussion previously. From that we have come to learn that from the time of the original protocol there has been some substantial change in the negotiations and that is the use of the high tensile steel to be imported from USSR and to be used in the manufacture of these wagons. I want to put a definite question regarding that. What difference in pricing does this component of steel and other things make in the pricing of wagons and will not merely the price of steel and other things but also the import of high tensile steel be deducted in making up the difference in the price of wagons as it was previously thought to be and the new price that we are going to negotiate? Of course, the hon. Minister has said that no price has been fixed but the question is what difference in the original estimate of the wagon deal and the ultimate finalisation of the deal it makes regarding the prices as were originally contemplated and as they would come now after the inclusion of high tensile steel in the building of wagons.

SHRI B. R. BHAGAT : Taking the last point first, it is not desirable to go into the cost of each item but, as I said, the cost of steel will come to not more than 15 per cent of the total cost.

SHRI JOTIRMOY BASU (Diamond Harbour) : First cost or final cost?

SHRI B. R. BHAGAT : There is no first cost or second cost or third cost. Our offer is the same.

SHRI PILOO MODY : But, I hope, there is a sale price.

SHRI JOTIRMOY BASU : You do not quite understand. Cost at the shop level is different from the cost at the show-room level.

SHRI B. R. BHAGAT : I am saying, "Total cost". Our cost is the same; it does not change from day to day.

There is a possibility that we have to import wheel sets in the beginning. We are

[ Shri B. R. Bhagat ]

trying to manufacture them in the Durgapur steelworks and if we are able to do it, we will not require the import of wheel sets ; but if in the early period we have to import them, the total cost of steel and wheel sets and others will not be more than 25 per cent of the total cost.

Then, my hon. friend asked, "Why should we sell cheap?" We are not selling cheap. Nobody can pressurize us to sell cheap. Even in the trade with the East European countries and the Soviet Union, some hon. Members made this point, the terms of trade are against us.

SHRI N. K. SOMANI : Certainly. You have been losing.

SHRI B. R. BHAGAT : I went into this question. Actually, I myself got examined the various means of exchange and we have found that that impression is not correct. The terms of trade are comparable to the terms of trade that we get from any other place. That is the general statement I can make. So, the hon. Member should be assured about that.

Some other hon. Member asked, "Why this delay ; what are the factors : is it the price or something else?" The negotiations are going on since January, 1968 and various technical teams went into these questions. All technical matters have been settled. Even about prototypes, the hon. Members

asked whether they have accepted our prototype, whether Poland has offered any prototype. They have accepted the specifications of our prototype. As far as I know, they have not asked for this type of wagon from any other country.

SHRI N. K. SOMANI : Still you cannot close the deal.

SHRI B. R. BHAGAT : Only with one part, you cannot close the deal. The clapping is by both hands, not by one. The Russians have not asked for this type of wagon from any other country. The Polish is a eight-wheeler wagon. But it is a wooden-covered wagon and of different specifications. Therefore, the two are not comparable.

The main difficulty in the negotiations is about the rice. Precisely that is the reason why the deal has not been finalised. There is no difficulty about any other arrangement. We hope we will be able to close the deal and finalise it. The hon. Member was saying, let us give them a time-schedule, I think, that may be good in politics. But I think in business this attitude does not help. We would like to finalise it. We are on the last leg of our discussions. We expect these talks to be final and we will come to some decision in these talks. I think, there is no other point to be cleared about the price.

[*The Lok Sabha then adjourned till Eleven of the Clock on Tuesday, July 29, 1969/Sravana 7, 1891 (Saka)*]

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