

LOK SABHA

Wednesday, August 17, 1983/Sravana 26,
1905 (Saka)

The Lok Sabha met at Eleven of the Clock

[MR. DEPUTY-SPEAKER *in the Chair*]

ORAL ANSWERS TO QUESTIONS

Guidelines for Grant of Agency by Maruti

*328. SHRI DIGAMBAR SINGH :
Will the Minister of INDUSTRY be pleased
to lay a statement showing :

(a) the guidelines laid down for the grant
of agency by Maruti, for the sale of its cars
and other vehicles ;

(b) if not laid down, the reasons there-
for ;

(c) whether Maruti itself has laid down
any set of procedure for such allotments, if
so, the outlines thereof ;

(d) the manner in which the selection
and appointment of such Maruti car sale
agents has already been made in Delhi,
U.P., Punjab and Haryana with their full
particulars and areas covered ;

(e) whether there have been cases where
more than one agency has been allotted to
one family, if so, the particulars thereof ;

(f) whether Maruti cars purchased from
one State can be taken out of that State and
sold by the buyers at premium in other
States ; and

(g) if so, steps Government propose to
take to check this black-marketing ?

THE MINISTER OF INDUSTRY (SHRI
NARAYAN DATT TIWARI) : (a) to (g).
A statement is laid on the Table of the
House.

Statement

(a) and (b). Government have not laid
down any guidelines for appointment of
dealers for Maruti vehicles as Government
do not interfere in normal commercial
practices of Public Sector Undertakings.

(c) and (d). Maruti Udyog Ltd. (MUL)
had called for applications through adver-
tisements in leading national dailies from
intending parties for dealership of Maruti
Vehicles in 16 cities. The selection of dealers
was made by the Board of Directors of MUL
on normal commercial considerations of
financial soundness, willingness to invest in
setting up of showroom/service station and
the capability to provide satisfactory after-
sales-service. The following parties have
been given Letters of Intent for dealerships
in Delhi, UP, Punjab and Haryana :

Delhi : (i) M/s. Ganga Automobiles
(P) Ltd.

(ii) M/s. Competent Builders

Lucknow : M/s. Anand Motor Agen-
cies Ltd.

Chandigarh : M/s. Pasco Automobiles.

The exact territories of the dealers will be
defined at the time of signing of the agree-
ments.

(e) No, Sir.

(f) There is no restriction on movement
of resale of passenger cars at present.

(g) There could be a possibility of some
premium on Maruti vehicles in the initial
period of commercial production. The situa-
tion will be kept under watch and appro-

priate action taken as deemed necessary. The company has planned to build up sufficient production capacity to match demand as early as possible.

श्री दिगम्बर सिंह : मंत्री महोदय ने प्रश्न के उत्तर में यह कहा है कि एक परिवार को एक से अधिक एजेंसी नहीं दी गई है। क्या मंत्री महोदय यह बताने की कृपा करेंगे कि क्या यह सच नहीं है कि सागर सूरी, नई दिल्ली के नये उद्योगपति, जिन्होंने होटल का ठेका लिया और उसकी शर्तें पूरी नहीं की थीं, उन्हीं के परिवार को एक एजेंसी दी गई है ?

श्री नारायण दत्त तिवारी : मेरी जानकारी के अनुसार यह बात सही नहीं है कि एक से अधिक एजेंसी दी गई है।

श्री दिगम्बर सिंह : भ्रष्टाचार को रोकने के लिए क्या उस पर यह प्रतिबन्ध लगाया जायेगा कि जो लोग गाड़ी को खरीदेंगे वह उसे खरीदने के बाद 4, 5 बरस तक किसी दूसरे को नहीं बेच सकेंगे ?

श्री नारायण दत्त तिवारी : मारुति कार अभी मार्केट में नहीं आई है, इसलिए प्रासंगिक प्रबन्ध का आकार-प्रकार क्या होगा, यह अभी से कहना तो कठिन है, लेकिन इस सुझाव पर जरूर विचार किया जाएगा, अगर यह देखा जायेगा कि इसका दुरुपयोग हो रहा है।

SHRI NIREN GHOSH : Sir, as far as I know, S.K. Todi applied for the agency in Calcutta. It is a practice that in each metropolitan city, two or three sales agencies are appointed. I would like to know, how many sales agencies were appointed in Delhi, Bombay and Madras. Now, after the agency of S.K. Todi was cleared by the board, there was some under-hand dealing and pressure. Due to that, one Jindal has been given the sales agency. I suspect that he has lined the pockets of the ruling Party for this purpose. Otherwise, why S.K. Todi who was willing to offer Rs. 10 lakhs was denied this agency ?

SHRI NARAYAN DATT TIWARI : Sir, in Calcutta, the agency has been given to Machine Techno Sales Pvt. Ltd., Calcutta.

In Madras, it has been given to Annamalai Bus Transport Private Limited. I deny the allegation made by the hon. Member that Ruling Party pockets have been lined for this purpose. (*Interruptions.*) I do not know why he uses this phrase so often.

I may further inform the House that it is not true that the Board cleared the agency for Mr. S.K. Todi.

श्री अटल बिहारी वाजपेयी : मंत्री जी ने कहा है कि अगर दुरुपयोग की शिकायत उनके ध्यान में लायी जाएगी तो फिर वह कार्यवाही करेंगे लेकिन प्रश्न के पहले भाग के उत्तर में उन्होंने कहा कि पब्लिक सैक्टर में गाड़ी बन रही है, गाइड-लाइन्स की क्या जरूरत है। क्या यह सच नहीं है कि गाइड लाइन्स की इसलिए जरूरत है कि गाड़ी पब्लिक सैक्टर में बन रही है और पब्लिक सैक्टर की छवि गिरनी नहीं चाहिए, दूसरे, मैं जानना चाहता हूँ कि गाड़ियों के लिए जो रुपया जमा किया जा रहा है, उसमें कितनी बड़ी धनराशि इकट्ठी हुई है, कितने दिनों बाद गाड़ी मिलेगी और क्या रुपया जमा करने वालों को ब्याज देने का भी विचार किया जा रहा है।

श्री नारायण दत्त तिवारी : श्रीमान, मैं विद्वान नेता महोदय का ध्यान आकर्षित करना चाहता हूँ कि माननीय सदस्य का मूल प्रश्न काला बाजार रोकने के संबंध में था और मैंने उसी का उत्तर देने की घृष्टता की थी। जो गाइड-लाइन्स का उल्लेख प्रारम्भ के प्रश्न में है, वे गाइडलाइन्स एजेंसीज के बारे में हैं। इसलिए विद्वान सदस्य सहमत होंगे कि दोनों का सीधा संबंध उतना नहीं बनता है, जितना उनकी प्रश्न की दृष्टि में होगा। जहां तक इस बात का प्रश्न है कि मारुति के डिपॉजिट्स कितने जमा हुए हैं, अभी तक जो सूचना मिली है, उसके अनुसार 130 करोड़ रुपया जमा हुआ है। कुछ बैंकों से सूचना आ रही है। लगभग 1,33,000 गाड़ियों के लिए

रुपया जमा हुआ है, जिसमें 90 फीसदी कारों के लिए मांग है—कारों की मांग ज्यादा है। ये कारें लोगों को मिल सकें, इसके लिए प्रोडक्शन शिड्यूल, उत्पादन के चक्र, में परिवर्तन करने की आवश्यकता महसूस होती है, ताकि कारें अधिक बनें। जमा पूंजी पर 7 प्रतिशत ब्याज दिया जा रहा है।

SHRI N.K. SHEJWALKAR : Will the hon. Minister be pleased to lay on the Table of the House the list of all agents with the names of their proprietors ?

SHRI NARAYAN DATT TIWARI : I will be happy to do that.

DR. VASANT KUMAR PANDIT : Is the hon. Minister aware that before the Maruti Udyog was taken over in the public sector by the Government, the original Company had already given dealerships and taken money from those dealers and, if so, will the Government consider advising the public sector undertaking Maruti Udyog to give preference to those original dealers who have already given money and who have better commercial capability in regard to their position, having show-rooms, etc. over the new applicants ?

SHRI NARAYAN DATT TIWARI : It was decided by the Maruti Udyog Limited that we should give equal opportunity to all who applied for dealership. It was also open for those who had earlier applied for dealership to apply for the new dealership.

SHRI G. NARSIMHA REDDY : The hon. Minister has stated in his reply that the Government has not laid down any guidelines for appointment of dealers. I would like to know whether the Maruti Udyog Limited themselves have laid down any guidelines for taking a decision as to which applicant a dealership should be given and, if they have not followed their own guidelines, whether the Government is going to interfere and correct it.

SHRI NARAYAN DATT TIWARI : The Board of Directors of the Maruti Udyog Limited did lay down criteria for appointment of dealers. These were prominently

displayed in all the advertisements which were published. I may read out the main criteria for appointing dealers, that is, the ability of the dealer to provide a standard of customer service which is comparable to that available in developed countries ; to maximise market for Maruti etc., where necessary, the dealers will need to make suitable arrangements for sale and service of vehicles at other than their headquarters but included in their territorial jurisdiction in a manner acceptable to the Maruti ; the applicants will be required to provide a cash security deposit of Rs. 5 lakhs payable shortly before the delivery of vehicles commences ; the applicants will have to provide a letter of credit from their bankers with ability to provide cash deposit and to get a credit limit of at least Rs. 40 lakhs ; the dealers will be provided designs, lay-outs of showrooms, workshops, etc., the minimum spare parts stocks to be carried as well as facilities and training for engineers and mechanics ; it is expected that the investment required will be to the tune of Rs. 50 lakhs for metropolitan cities, Rs. 30 lakhs for A Class cities and Rs. 20 lakhs for other cities. The investment amount will reduce to the extent workshop, showroom or land is available.

श्री भीम सिंह : मंत्री महोदय ने अभी सप्लीमेंटी के उत्तर में बताया कि 1 लाख 33 हजार कारों के रूपे जमा हुए हैं। क्या मंत्री महोदय बताने की कृपा करेंगे कि यह जो रुपया जमा हुआ है इनको कारें देने की प्रक्रिया कब से शुरू हो जाएगी। और पहले साल में आप कितनी मोटरें देने की स्थिति में होंगे।

श्री नारायण दत्त तिवारी : मैं स्पष्ट कर दूँ, कुल जो बुकिंग हुई है वह 1 लाख 33 हजार गाड़ियों की हुई है और एक चीज जरूरी माननीय सदस्य सही कर लें। 130 करोड़ रुपया अब तक जमा हुआ है। 1 लाख 33 हजार गाड़ियों के लिए बुकिंग हुई है, ट्रायल प्रोडक्शन इस वर्ष दिसम्बर से शुरू हो जाएगा और अगले वर्ष गाड़ियां मार्केट में आ जायेंगी। यह आशा है कि अगले वर्ष लगभग 20 हजार उसके अगले वर्ष

लगभग 40 से 50 हजार और उससे अगले वर्ष लगभग 60-65 हजार तक गाड़ियां दी जा सकेंगी।

श्री हीरा लाल परमार : सरकार और प्रधान मंत्री जी की ओर से पिछड़े वर्ग को आगे आने के लिए हर क्षेत्र में मौका दिया गया है। तो मैं जानना चाहता हूँ कि मारुति कार की डीलरशिप में शेड्यूल्ड कास्ट्स ऐंड शेड्यूल्ड ट्राइव्ज के लोगों को डीलरशिप देने के लिए कोई कोटा निर्धारित किया है या नहीं ?

MR. DEPUTY-SPEAKER : You can write to the Minister and get the reply. (Interruptions) I cannot direct the Minister to reply to him.

SHRI NARAYAN DATT TIWARI : As far as I know, there is no such quota.

SHRI C.P.N. SINGH : The hon. Minister has looked into a very dire need of India for production of cars—for which the Indians have, for a very long time, been very needy. But I would like to ask him this question. Suzuki company makes excellent jeeps, and in India where the rural population is about 73 per cent and looking into the rural needs, jeeps are very necessary for rural India. At present there is the monopoly of just one company manufacturing jeeps. Would the hon. Minister look into collaboration and manufacture of jeeps with Suzuki at Maruti ?

SHRI NARAYAN DATT TIWARI : I do take appropriate note of the suggestion made by the hon. Member and I will certainly look into this.

Plans for higher industrial growth

*329. SHRI B.V. DESAI : Will the Minister of INDUSTRY be pleased to state :

(a) whether his Ministry had urged industrialists to draw up specific plans for a nine to ten per cent growth in 1983-84 ;

(b) if so, whether only then the country

would be able to contain inflationary pressures ;

(c) whether any concrete formula has been formulated for this purpose to be placed before the industrialists ;

(d) if so, the details of the same ; and

(e) to what extent the industrialists have accepted the suggestion ?

THE MINISTER OF INDUSTRY (SHRI NARAYAN DATT TIWARI) : (a) to (e). In an address to the executive Committee of the Federation of Indian Chambers of Commerce and Industry, it was suggested to industry that plans should be drawn up for a 9-10% growth during 1983-84, *inter alia*, with a view to containing inflationary pressures. In this context, industry was requested to consider the 10 Point Plan for growth of industries spelt out in the Address to the 56th Annual Session of this Organisation. The main features of the Plan are—horizontalisation of the production base, structural integration of industries, cost rationalisation, plant optimisation, conservation of materials, technology upgradation and modernisation, full capacity utilisation, professionalisation of management, organisation of export production mechanics and quality orientation.

While, the Government believes that action along these lines will help in the acceleration of industrial growth, it is for industry to act upon it.

DR. SUBRAMANIAM SWAMY : Sir, I never heard the word before—horizontalisation.

PROF. MADHU DANDAVATE : That is verticalisation changed to 90 degrees.

MR. DEPUTY-SPEAKER : That is from the Chamber's Dictionary. You may refer to that.

SHRI NARAYAN DATT TIWARI : Sir, the hon. Member's name itself denotes horizontalisation.

SHRI B.V. DESAI : Mr. Deputy-Speaker, Sir, It is the development horizontally.