

वाणिज्य मंत्री (श्री विनेश सिंह) :  
(क) जी हाँ।

(ख) तथा (ग). सरकार के विचार में यह ऊपरी धारणा है। यद्यपि यह सच है कि खराब मौसम के कारण भारत के निर्यात को घटका लगा है, तो भी कई प्रारम्भिक और निमित्त मदों के स्रोत के रूप में भारत पर भरोसा किया जा सकता है। परन्तु, उच्च किस्म के औद्योगिक माल के निर्माण में भारत ने जो प्रगति की है उसका कई देशों को पता नहीं है और इस कमी को भारत के नये स्वरूप के विषय में निरन्तर प्रचार आन्दोलन के द्वारा ही दूर किया जा सकता है। इस प्रयोजन को सिद्ध करने के लिये कई कदम उठाये गये हैं, जैसे— प्रदर्शनियाँ तथा मेलों में भाग लेना, भारतीय उत्पादों का प्रचार करने वाली मासिक विवरणिकाओं तथा पुस्तिकाओं का व्यापक वितरण, विदेशों में प्रमुख समाचार-पत्र-पत्रिकाओं को भारत के सम्बन्ध में विशेष परिशिष्ट निकालने के लिये राजी करना, वृत्तचित्रों और रोडियों के द्वारा प्रचार, प्रदर्शन कक्षों / व्यापार केन्द्रों का आयोजन आदि। इन कार्यों को जारी रखा जायगा और हमारे साधनों के अनुरूप इनका विस्तार भी किया जायेगा।

#### Export of Marine Products

2804. Shri Kameshwar Singh:  
Shri A. Sreedharan:  
Shri Srichand Goel:  
Shri Shiva Chandra Jha:

Will the Minister of Commerce be pleased to state:

(a) whether Government are providing facilities to meet the increased exports of marine products;

(b) the foreign exchange earned during 1966-67; and

(c) whether the industry is still suffering from the shortage of tin containers?

The Minister of Commerce (Shri Dinesh Singh): (a) Yes, Sir.

(b) Total value of the marine products exported during 1966-67 is Rs. 17.37 crores.

(c) No, Sir.

#### Price of Tractors

2805. Shri Kameshwar Singh:  
Shri A. Sreedharan:  
Shri Srichand Goel:  
Shri Shiva Chandra Jha:

Will the Minister of Industrial Development and Company Affairs be pleased to refer to the reply given to Unstarred Question No. 3697 on the 15th April, 1966 and state:

(a) whether Government have received the report of Cost Accounts Officers regarding the difference between the prices of imported and indigenously manufactured tractors; and

(b) if so, the action Government propose to take in this regard?

The Minister of Industrial Development and Company Affairs (Shri F. A. Ahmed): (a) and (b). As stated in the reply given to parts (c) to (e) of Unstarred Question No. 3697 on the 15th April, 1966, the Cost Accounts Officers had been asked to look into the cost of production of the units manufacturing tractors in the country. Their reports have been received and examined and, in the light of the recommendations made therein, provisional selling prices of all makes of tractors currently under production in the country have since been notified under the Essential Commodities Act, 1955. As some manufacturers had represented against some of the basic principles on which the Cost Accounts Officers had worked out the

costs of production, Government have requested the Tariff Commission to make a formal enquiry and recommend reasonable selling prices. The provisional prices already notified will be suitably adjusted in the light of the Commission's recommendations which are expected shortly.

### Exports to West Germany

2806. Shri K. P. Singh Deo: Will the Minister of Commerce be pleased to state:

(a) whether it is a fact that Indian exports to West Germany have suffered because of India's incapacity to produce quality goods; and

(b) if so, the action taken by Government to boost Indian export to West Germany?

The Minister of Commerce (Shri Dinesh Singh): (a) and (b). India's exports to West Germany since 1964-65 have been as below:

1964-65 . . . . .	37.17 million dollars
1965-66 . . . . .	38.18 million dollars
(April, '66-January 1967) . . . . .	31.00 million dollars

There has thus been no significant variation in our exports in recent years and it would not be correct to say that Indian exports have suffered because of India's incapacity to produce and export quality goods. On the other hand, owing to stricter quality control measures, the quality of the goods exported to West Germany, among other countries, has steadily improved.

Among the steps taken to increase our exports to West Germany with which we have heavy adverse trade balance are the following:

(i) Participation in trade fairs and exhibitions organised in West Germany to show the

German consumers the range and quality of goods available for export from India.

(ii) Organisation of seminars and 'India Week's with the active co-operation of Indo-German trade associations, for providing to the German importers and consumers an idea of India's export potentialities and for identifying the fields in which export promotion activities can yield maximum results within the shortest possible time

(iii) Visits by businessmen to explore the possibilities of increasing our exports in particular fields and to secure orders from West German firms.

(iv) Preparation of surveys and studies of the German market for our main export products and for products which are likely to be exported to Germany.

(v) Bilateral discussions with the West German authorities in regard to the reduction and elimination of the remaining tariff and non-tariff barriers to our exports coupled with efforts in international forums generally towards the same end.

(vi) Intensification of efforts to secure special tariff treatment to the exports of developing countries in the markets of developed economies, which would considerably help the marketing of a large number of non-traditional items in countries like West Germany.

A proposal for the constitution of ad hoc advisory groups consisting of Indian and German experts for increasing exports of Indian engineer-