

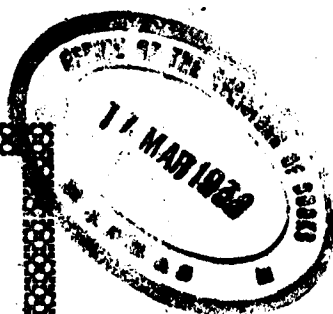
EXPORTER

343

& IMPORTER

PRINCIPAL CONTENTS

An Auction Market for India	-	-
Indian Automobile Industry	-	-
India's Place in World Textile Market	-	-
Imports of Glass into India	-	-
Italy India's Best Customer in Southern Europe	-	-
India's Trade with Afghanistan	-	-
Indo-German Trade	-	-



FEBRUARY

1938

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The **Madras Mail**, the Organ of European Capital in Southern India, wrote in its issue of February 20, 1938:

“There has been published recently a monthly Magazine called the ‘Exporter and Importer’ its aim, as the publishers state is, to act as an International Guide to business men, and indeed it contains a wealth of information for any business having interest in India and abroad.

“In the January issue, there are copious notes regarding some of the most important industries in India, articles of real help to those engaged in them. Such industries as the Iron and Steel, Cement, Paper, Hosiery, and Timber industries, not to speak of Radio, Cold Storage, Silk, etc., etc.

“The information is written by business men for the business man and all irrelevant matters have been dispensed with. This admirable publication can be thoroughly recommended.”

“Exporter & Importer” Calendar of Trade Shows & Business Fairs

The following is a partial list of trade shows and fairs overseas including those which the editors believe will be of most interest to our readers. While this list is not complete, it does include the majority of the outstanding fairs, trade shows and expositions in those trades to which E. & I. is devoted.

This list, although representing only a very small part of the total fair and exposition activity of a year, nevertheless indicates by its extent the importance of such meetings in the commercial life and business intercourse of the world.

Upon request, the Reader Service Department of the E. & I. Guide will be glad to give further information about overseas trade shows, fairs and expositions in the following fields : engineering, machinery, hardware, electrical, marine, agricultural, automotive and allied trades.

Austria

Vienna.—International Sample and Technical Spring Fair. (Usually held in March). International Sample and Technical Fall Fair. (Usually held in September).

Belgium

Brussels.—International Fair. (Usually held in early April).

Brazil

Rio de Janeiro.—Annual International Sample Fair. (October 12-November 12).

Czechoslovakia

Liberec (Reichenberg).—International Sample Fair. (Usually held in August).

Prague.—International Sample Fair. (Usually held in March).

France

Bordeaux.—International Colonial Fair and Automobile Show. (Usually held in June).

Lille.—Commercial and International Fair. (Usually held in April).

Marseille.—International Fair. (September 18-October 10).

Paris.—International Fair. (Usually held in May). Automobile Show. (October 7-17).

Germany

Berlin.—International Automobile and Motor cycle Exposition. (Usually held late February-early March).

Cologne.—Spring Fair. (Usually held in March). Fall Fair. (Usually held in September).
Leipzig.—Leipzig Spring Fair. (Usually held in early March). Leipzig Fall Fair. (Usually held in late August-early September).

Great Britain

London.—British Industries Fair. (Usually held in February). Bicycle and Motor cycle Show. (Usually held in September). Engineering and Marine Exhibition. (Usually held in September). International Commercial Motor Transport Exhibition (Held in November). International Motor Show. (Held in October).

Greece

Salonika.—International Fair. (Usually held in September).

Italy

Milan.—The Milan Fair. (Usually held in April). Automobile Show. (October 28-November 11).

Java

Soerabaya.—Annual Jaarmarkt. (Usually held end of September).

Poland

Lwow.—International Eastern Fair. (Usually held early September).

Poznan.—International Poznan Fair. (Usually held end of April).

Sweden

Gothenburg.—Swedish Fair. (Usually held in May). Malmo.—Swedish Industries Fair. (Usually held in August).

Turkey

Izmir.—International Fair. (Usually held in September).

United States

Atlantic City, N. J.—National Metal Exposition. Usually held in October.

Chicago, Ill.—Automotive Service Industries Show. December Usually. (Sponsored by M.E.M.A., M.E.W.A., N.S.P.A.) Chicago Boat and Sports Show. February 27-March 6 1938. Farm Equipment Institute. October Usually. Railway Electrical Supply Manufacturers Association. Usually October.

Cincinnati, Ohio.—Paint Industries Show. Usually October.

EXPORTER & IMPORTER

AN INTERNATIONAL GUIDE TO BUSINESSMEN

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PRINCIPAL CONTENTS	
FOR FEBRUARY 1938	
	PAGE.
“Exporter and Importer” Calendar of Trade Shows and Business Fairs	4
Editorial	
An Indian Auction Market	... 23
Sixty Years of Service	... 24
An Automobile Industry for India	... 25
Special Articles	
Imports of Motor Vehicles into India	... 26
India's Position in World Textile Industry	27
Glass Imports into India	... 28
Production of Raw Hides	... 31
Manufacture of Milk Products in India	... 31
Italy India's Best Customer in Southern Europe	... 32
India's Trade with Afghanistan	... 37
Indo-German Trade	... 42
Indo-American Trade	... 43
Indo-Japanese Trade	... 44
Miscellaneous	
Researches, Inventions and Technological Improvements	... 45
Foreign Trade of India in December, 1937	55
VOLUME ONE	NUMBER FIVE

OUR SERVICE



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1. Export Department

Our EXPORT SERVICE DEPARTMENT, immediately on receipt of any enquiry, will do their best to procure the information needed. We are experienced technical experts, who know our ground perfectly well and irrespective of the nature of the information required, we will try our utmost to furnish the correct and exact information. **We always give such information absolutely free and disinterested.** All that we require is the **most exact and specific** description of the article required, for then only we can supply **accurate** information speedily and easily also. The more accurate the details given to us, the quicker and better can we supply the required information.

2. Agency Department

We always have a list of efficient factories in nearly all branches which desire to dispose of their agency and also list of individuals and firms who desire to take up agencies. We always direct the one to the other. We inform the firms of the names of those who wish to take up agencies or we communicate the address of the manufacturers to the agents. People desiring to take up agencies must give exact details as to the articles in which they are prepared to take up agencies, in which line they have a good connection, whether they have expert knowledge of any line, if so of which and in which languages they would be able to correspond. They must also give us their references [See Information Department.]

3. Trust Department

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Clients who feel uneasy about the punctual delivery of an order or who receive no answer from firms of whom they have made enquiries can write to us about it. In most cases we shall be in a position to help them and clear up existing misunderstandings. We are also prepared to institute, conduct and defend suits on behalf of our clients so as to spare them unnecessary worry and vexation as also to collect debts.

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5. Information Department

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6. Travel and Guides Department

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7. Advertisement and Publicity Department

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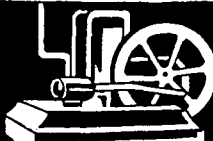
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The following trade inquiries have been received by the Director-General of Commercial Intelligence and Statistics, 1, Council House Street, Calcutta, who will welcome replies to be addressed to him direct by any individual or firm interested. Firms replying to these inquiries should furnish their bank references with their replies. Replies to inquiries for more than one commodity should specify in which of them the respondent is interested.

Koemferia Rotunda (Bhui Champa)

(AA—121) A correspondent in Bombay desires to be put in touch with suppliers in India of *Koemferia Rotunda* which is locally known as *Bhui Champa*.

Rose Water and Keora Water

(AA—122) A firm in Calcutta wants to be put in touch with purchasers of Rose Water and Keora Water.

Silver Filigree

(AA—123) A firm in Tunis (Morocco) desires to be put in touch with exporters and manufacturers (not brokers) of Silver Filigree in India, specially in Lucknow.

Muriate of Potash

(AA—124) A firm at Muttra (United Provinces) desires to be put in touch with purchasers of Muriate of Potash in India.

Quillai Bark

(AA—125) A firm in Lahore desires to be put in touch with suppliers of Quillai Bark in India.

Simul Seeds

(AA—126) A local firm desires to be put in touch with purchasers of *Simul* seeds in India.

Torn Pieces of Jute Bags and Cloth and Cotton Piecegoods

(AA—127) A local firm desires to be put in touch with purchasers of Torn Pieces of Jute Bags and Cloth and Cotton Piecegoods in India.

Bones

(AA—128) A correspondent at Kasara, District Thana (Bombay Presidency), desires to be put in touch with purchasers of Bones in Assam.

Hydrogen Gas

(AA—129) A Government Department in Simla desires to be put in touch with suppliers of Hydrogen Gas in India.

Wood Charcoal

(AA—130) A firm in London desires to be put in touch with manufacturers and exporters in India of Wood Charcoal.

Acknowledgments

We are grateful to the MANCHESTER CHAMBER OF COMMERCE for sending us copies of their organ, the "Monthly Record," to the CHAMBER DE COMMERCE BELGE, Istanbul, Turkey, for sending their bulletins, to the INTERNATIONAL LABOUR OFFICE, GENEVA, for placing us on their list for distribution of their publications and to the GOVERNMENT OF INDIA, Home Department, for supplying copies of the "India Information Series."

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MADRAS

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AN INTERNATIONAL GUIDE TO BUSINESSMEN

An Indian Auction Market

Writing under the caption "London Auction of Indian Commodities," we pointed out in a previous issue of the journal the necessity for having an auction market in India. At present, many commodities like tea, hides and skins are exported to London and from there re-exported to other countries. The procedure is for these commodities to be auctioned in the London Auction Market where representatives of other countries bid and ultimately ship the goods to their respective countries. The result of it is that the British middleman gains, while the Indian producer and the foreign buyer are put to loss. The magnitude of such re-export trade in Indian goods in the London Market can be realised when it is stated that in October 1937, Indian exports of tea to the United Kingdom amounted to 47,395 thousands of lbs., while in the same month her re-export of Indian tea amounted to 2,825 thousand lbs. Of the latter amount, exports to Canada amounted to 71,000 lbs., to Germany 515,000 lbs., and to U. S. A. 127,000 lbs. In the month of November, total exports from India to United Kingdom was 41,087 thousand lbs., while the re-exports from the United Kingdom were to Canada 162,000 lbs., to Germany 712,000 lbs., and to U. S. A. 142,000 lbs., the total re-export figure being 3,886 thousand lbs. As for price, the sale

average for tea sold for export in Calcutta was 10 as. 9 as. per lb., the average price in the London market (on 4th February) was even for inferior tea was 1s. 1d. It is clear that the great difference in the price of the tea to a large extent represents the British re-exporter's profit.

The practice has been for the Indian producer to export their goods through a middleman in India who has connections with London. Immediately on shipment of the goods, the shipper in India gets accommodation from foreign importers to the extent of a specified percentage of the invoice amount. If the price fetched in the London Auction is below this figure, he will be debited with the excess amount. The system is wasteful because warehouse charges varying from two to three per cent of the value of the goods will have to be paid to the British importers. The only thing to be said in its favour is that under it, the shipper in India gets some immediate financial accommodation and indirectly the producers. Instead of this it would be much better if foreign trading firms establish direct trade connections with India. It is for them to devise means to accommodate the shipper in India. The present practice of purchasing in London auction is not to the interest of India or foreign countries.

The suggestion to which we would like to draw the attention of Chambers of Commerce in India and business men including Europeans is whether it would not be feasible to have a system of auction in India itself for the commodities mentioned above. If such a system is introduced there will be no need for exporting to London in the first instance for we

may expect foreign firms will send their representatives to participate in such auctions. In a subsequent issue we shall discuss the financial implications of such a scheme. In the meanwhile we trust that all concerned will give the matter the serious consideration which it deserves.



Sixty Years of Service

We congratulate our distinguished American contemporary, *American Exporter*, on the completion of its sixtieth year of existence. Started in November 1877 with but 24 pages of which only three were advertising, *American Exporter* today has become a force to be reckoned with in world trade. It was Gladstone who said that he liked American magazines because they carried advertisements and no other journal in our opinion is better qualified for the description than *American Exporter*.

American Exporter today is issued in three separate editions, in English, in French and in Spanish and has the largest circulation of any export business paper in the world. Writing some years ago, Mr. Root, the founder of the journal said, "When we started in, it was difficult to get the ear of manufacturers and quite as hard to hold their attention. So casually was exporting of manufacturers regarded that many concerns whom we had induced to buy it were prone to drop out the moment some good domestic orders came in sight. We adopted, and for years carried on our letter paper and at the paper's mast head this motto: Export is the Flywheel of Production. Do not suffer it to lose its momentum at every revival of home demand. These are probably many individual cases when this admonition is still needed, but the habit and the understanding of export are now permanently established."

The whole of the statement quoted above except the last sentence can be applied to conditions obtaining in India to-day. Conservatism prevents business men from seeking an outlet in foreign markets. Their idea seems to be that since India is a vast sub-continent, it is more than enough if they are able to capture the home market. They however overlook the fact that no concern can have a monopoly of a market and that in order to get the maximum benefit, foreign markets should also be tapped. This is be-

cause tastes of customers differ and within the same market it is not possible for one single manufacturer to cater to diverse tastes. Even Henry Ford or Rockefeller was not able to capture the home market entirely and were put to the necessity of seeking outlets elsewhere.

India is today no longer a producer of foodstuffs and raw materials. She has a number of prosperous industries like cement, paper, sugar and steel. Besides at least one firm in the Madras Presidency is manufacturing surgical goods and hospital furniture. There is no reason why all these concerns should not attempt to build up a profitable export trade. Elsewhere we publish extracts from the report of the Indian Trade Agent at Kabul from which it will be clear that all the above mentioned industries should make a bid for controlling the as yet undeveloped market of Afghanistan. This is given only as an example and does not exhaust the possibilities of carrying on profitable trade with other countries.

Even as exporters of raw materials, we find that India is losing ground in many markets. In Italy, for example, which is the best market for Indian goods in Southern Europe, she is losing her position in oilseeds. For more detailed information we refer our readers to extracts from the Report of the Indian Trade Commissioner at Milan published elsewhere. This is largely on account of the slipshod manner in which export trade is carried on.

But we have digressed. We were talking about the completion of its sixtieth year of existence by *American Exporter*. We are free to confess that the example of our American contemporary was ever an inspiration to us and we have no doubt that given the necessary co-operation *Exporter and Importer* is destined to play the same part as that played by *American Exporter* in promoting the export trade of that country.

An Automobile Industry for India

It is scandalous that a vast country like India has no automobile industry of its own. This may to a certain extent be explained by the comparatively low demand for automobiles in India. The total number of motor vehicle in India is only about 200,000 out of a world total of 39 million motor vehicles in 1930, as against 26.8 millions in the U. S. A. and 2.3 millions in United Kingdom. In other words, one person out of five owns an automobile in the U. S. A., one in twenty in the United Kingdom and only one in 1,300 in British India.

At the same time when we consider the import figures, there does not seem to be any reason why efforts should not be made to start an automobile industry. Every year India imports about 13,000 cars and 8,000 buses and lorries. Based on this figure, Sir M. Visvesaraya, former Dewan of Mysore State, who recently toured Europe at the instance of many Bombay business men to collect the necessary data, proposed the starting of an automobile factory which was to develop to its full working capacity in two years. Sir M. Visvesaraya recommended that the concern should be started with a capital of Rs. 150 lakhs, out of which Rs. 90 lakhs would be "block" capital

on buildings, equipment and machinery, leaving Rs. 60 lakhs as working capital. The factory when fully equipped would have a capacity to manufacture 10,000 cars and 5,000 trucks a year. So far however nothing has come out of the proposal. The absence of a sympathetic government at the centre which would encourage the industry by levying protective tariffs against foreign motor vehicles is no doubt one main reason why the scheme has not materialised.

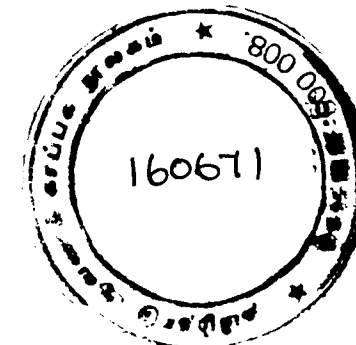
Now that we have popular Ministries in the Provinces, they should make an honest attempt to do something. The Bombay Government in charge of the administration of the most highly industrialised province in India should take the initiative and either singly or in combination with other provincial governments should see to it that the necessary capital is forthcoming. **Failing this it is suggested that a few Indian capitalists like Birla, Thakurdas and Nowrosji Saklatvala should in combination with American capitalists take the necessary steps to start the manufacture of automobiles in India.** There can be no doubt that in this as in so many other directions there are fruitful sources of Indo-American co-operation.



THE MADRAS MAIL

It is of interest to note that one of the leading dailies of India, the MADRAS MAIL, has, during the last year, made really great strides in circulation, adding to its list of subscribers some 4,000 readers and still adding to them daily. With a circulation of 10,000 in 1936, it is now on the 15,000 mark. Such success deserves recognition and the "Exporter & Importer" are pleased to notify their readers of it.

The MADRAS MAIL in 1938 enters upon its 75th year of service, and it is more popular today than ever before. Its modern make-up and thorough news service has helped to make it so. Besides the usual News services, the MADRAS MAIL has no less than 200 correspondents over the whole of India including Bombay, Calcutta etc.



Imports of Motor Vehicles

In connection with the article on the Automobile Industry, the following figures of imports of motor vehicles will be found to be highly interesting.

Name of Countries	(Quantity in Numbers)										(Value in Lakhs of Rupees)									
	1931-'32	1932-'33	1933-'34	1934-'35	1935-'36	1936-'37	1931-'32	1932-'33	1933-'34	1934-'35	1935-'36	1936-'37	1931-'32	1932-'33	1933-'34	1934-'35	1935-'36	1936-'37		
Motor Cars (Including Taxi-Cars).																				
United Kingdom	2,178	3,958	5,348	6,311	6,744	6,337	50	80	106	123	127	122								
United States of America	3,368	1,201	2,927	5,564	3,851	3,870	65	29	36	93	74	76								
Germany	212	146	106	120	335	813	4	2	2	2	7	16								
France	161	84	62	26	13	..	5	2	1	1	..	..								
Italy	510	226	221	267	210	382	10	5	5	4	3	5								
Canada	676	296	1,715	2,057	2,328	1,290	10	26	26	33	38	21								
Other Countries	115	290	80	109	109	247	4	5	1	1	2	3								
Total	7,220	6,021	9,759	14,454	13,590	12,939	148	149	177	257	251	243								
Motor Cycles (Including Scooters)																				
United Kingdom	..	808	699	612	675	554	491	3.9	3.3	3.0	3.4	2.8	2.4							
United States of America	..	8	1	12	17	187	430	..	..	0.1	0.1	0.5	1.1							
Other Countries	..	110	82	76	102	..	..	0.3	0.2	0.2	0.3	..	..							
Canada	..	926	782	700	794	734	921	4.2	3.5	3.3	3.8	3.3	3.5							
Motor Buses—																				
United Kingdom	..	435	517	528	1,171	982	1,217	14.4	9.9	12.4	25.3	30.9	33.1							
United States of America	..	3,236	1,793	3,692	6,559	5,051	6,012	88.8	24.7	36.4	67.5	54.5	67.9							
Canada	..	598	338	1,243	2,058	2,335	1,719	9.0	5.8	16.4	25.6	30.8	23.2							
Other Countries	..	33	28	33	155	102	212	0.7	0.6	0.6	2.3	3.7	6.9							
Total	..	4,302	2,676	5,496	9,973	8,470	9,160	112.9	41.0	65.8	120.7	119.9	131.1							

India's Position in World Textile Industry

I. L. O. Survey

The cotton textile industry is one of the three major industries of the world. In India it is the leading industry with an invested capital of nearly Rs. 40 crores. Of the 13½ million workers employed in the industry in the world, some four millions are in India, though of these only 750,000 are employed in factories and the rest are handloom workers. There is enormous scope for the internal expansion of the industry as judged by the fact that the consumption of cotton goods in 1929 in India was only 16.4 yards per annum as against the world average of 55 yards. Even backward Malaya had a *per capita* consumption of 30 yards per annum.

The prominent position occupied by India in the world textile industry is one of the outstanding facts brought out in the report on "The World Textile Industry", just published by the International Labour Office, Geneva. Issued in two volumes, it reproduces the report prepared to serve as a basis for discussion at the Washington Textile Conference held under the auspices of the I. L. O. in April 1937, with a few alterations and with the addition of certain documents relating to the Textile Conference.

Directing attention to the shifting of productive capacity from older to newer centres of production, the report points out that in the cotton textile industry one of the most important developments is the progressive emergence in India of a factory textile industry which has come to be one of the most important in the world. The Indian cotton textile industry is concerned with the domestic market; exports, although not negligible, are far from important. India still has to import large quantities of cotton piece goods from the United Kingdom and Japan in order to satisfy domestic requirements. Another important development is the spectacular rise of the cotton textile industry in Japan. The rise, beginning before the World War, was considerably accelerated by post-War re-adjustments, and was further speeded up after 1931-32. In the course of its rise, Japan has penetrated into and won for itself markets in countries such as British India, the Netherlands Indies, Colonial Africa and Egypt, formerly held entirely or largely by the United Kingdom.

International Pattern

The report describes at length the economic conditions prevailing in and the international pattern of the principal textile industries. The most extensive system of world trade relations is presented by

the cotton textile industry. But the countries which enter into this extensive system differ widely in the degree of their importance—as producers and consumers, as exporters and importers. Five countries (the United States, India, China, Egypt and Brazil) produce over 80 per cent of the total world supply of ginned cotton and supply the bulk of the raw cotton which enters into world trade. Although cotton yarn is spun almost everywhere, only fourteen countries produce appreciable export surpluses. Of these countries, the most important exporters are the United Kingdom, Italy, Japan, China and Czechoslovakia, which together accounted for about 75 per cent of the world total in 1935. Weaving of cotton cloth is carried on in most countries; at the same time, productive capacity is highly concentrated. In 1935 the eight largest manufacturing countries were the United States, Japan, the United Kingdom, India, the U. S. S. R., Germany, France and Italy; these eight countries accounted for over 90 per cent of total world output. On the other hand, the export trade is centred in seventeen countries of which the largest exporters, in the order of volume in 1935, were Japan, the United Kingdom, France, Italy, the United States, India, Belgium, the U. S. S. R., Czechoslovakia, the Netherlands, Germany, and Switzerland. These twelve countries accounted for 98 per cent of the total world exports in that year. In the markets of final consumption, India, the Far East, Colonial Africa, Latin America, the Balkan and Near Eastern countries bulk very large.

Jute Exports

Regarding jute, it is pointed out that the production and export of raw jute are practically a monopoly of India. *Over half of India's exports go to the United Kingdom, Germany and France; a fourth to the United States, Italy and Belgium; the remainder chiefly to Spain, Brazil, the Netherlands, China and Argentina.* By far the largest spinners of jute yarn are India and the United Kingdom. Their exports of yarn go mainly to agricultural countries which use jute yarn to manufacture bags and sacks.

India's Position in Textile Market

Regarding India's position in the world textile market, the report points out that India is a country where textile mill capacity has been built up with a view almost entirely to the internal market. In terms of population, the Indian market is larger than any other except China. In terms of purchasing power, however, it suffers from serious limitations which cannot be overcome except by an increase in national

wealth and income. Nevertheless, India is still to-day as in the past, the world's largest single market for the cheap varieties of cotton piece goods.

Japan's Success

Protective tariffs, quotas, and preferential arrangements have, according to the report, undeniably given individual countries special advantages in the international trade in textiles. Further, certain countries, especially Japan, have benefited from efficient organisation, lower shipping charges, more strategically timed purchases of raw materials, more intensive use of available plant and equipment, more sensitive responses to shifts and changes in demand. The most important factors in the international competition for the textile markets, it is emphasised, have been currency devaluation and differential labour costs. Japan in particular owes its expansion in textile exports to these factors.

Conditions of Workers

Dealing with the conditions of textile workers, the report points out that, while labour costs are important from the economic point of view as elements in total production costs, and thus as determining factors in the competitive position of individual countries, the labour aspects of the textile industry are even more important from the human and social points of view.

When the wages paid in different countries are measured on a common gold basis, the textile countries fall into three main groups : (1) a " low wage "

group including China, Japan and India ; (2) a " medium wage " group including Central and Western Europe : and (3) a " high wage " group composed of the United States and Canada. Within each group there are important differences as between individual countries.

In respect of hours of work also the report divides textile producing countries into three groups. The first group of countries in which the normal hours exceed 48 in the week includes China, India and Japan. The second group of countries in which normal hours are 48 in the week includes Austria, Belgium, Brazil, Canada, Czechoslovakia, Estonia, Germany, Great Britain, Mexico, the Netherlands, Poland, Rumania, Spain, Sweden and Switzerland. The third group includes countries in which the normal hours are less than 48 in the week, such as Australia with 44 hours a week, France, Italy, New Zealand and the United States with 40 hours a week and U. S. S. R. with 7 hours a day.

Finally, it is pointed out that the struggle for textile markets has become accentuated to such an extent as to threaten labour standards the world over, and world economic relations in general. It is, therefore, held that, from both the economic and social points of view, international co-operation is required in a common programme which will promote the orderly development of the textile industry in different countries and secure decent living standards for the workers in the industry.



Glass Imports into India

Prospects of the Indigenous Industry

Glass is, broadly speaking, molten sand. Since the melting of sand would require an enormous quantity of heat, a " flux " generally a mixture of soda ash and lime is employed to reduce the amount of heat necessary. An excess of soda ash, especially, brings down the temperature considerably, and at the same time, the quality of the glass also. This explains the inferiority of most Indian glasses produced in inefficient furnaces, often fired with charcoal or wood fuel of low calorific value.

Batch.—The kind of sand, and flux used, as well as of the small quantities of such oxidising, reducing, colouring, opacifying and " fining " agents

as are necessary, depend on the kind of glass that is sought to be produced. A mixture of all these materials, the raw materials for glass, is technically known as the " batch ".

Colour.—The presence of even small quantities of iron—less than one per cent.—imparts a greenish tinge to the glass. This tinge is masked by the pink tinge imparted by manganese dioxide, which is largely available in India. Desired colours are imparted to glassware by the addition of nicely calculated quantities of minerals. The bangle makers of Ferozabad are said to be adepts at producing beautiful colours. Red colour is produced

by selenium, golden colour by cadmium sulphide, yellow, with a greenish fluorescence, by uranium oxide, blue, by cobalt oxide. amber by coal powder, etc.

Classes of Glass.—The varied uses of glass are of course well known, but that different kinds of glassware are made of different ingredients in different proportions may not be so well known. Big jars, and carboys etc. for the storage of acids are blown by mouth and are known as *blown glass*. Mirrors, show-window glasses and reinforced glasses with wire nettings are *plate glasses* ; some of these are made of *crown glass*. *Patent Plates* are *sheet glasses* which are first blown into cylinders and then flattened into sheets. Scent, and other high class bottles are made of *flint glasses*. Tableware, enamelled glassware, and cut glasses are made of *Bohemian flint* or *borosilicate flint* glasses, and are generally known as *table glasses*. Optical glasses are crown, flint or *borosilicate flint* types, but for special purposes *phosphate* or *silica free* glasses are used. Most artificial gems are made of coloured glasses. There are, besides, glasses for special purposes : some are made to withstand high pressures, and so are used for pressure gauges. *Pyrex* glass, noted for its durability and heat-resistance on account of its low co-efficient of expansion, is used for cooking. *Jena glass* which finds large application in laboratories, was invented by Schott and Abbe, two German scientists, during the latter part of the last century.

What about India ? The one branch of the glass industry—and an important branch—in which we have been holding our own for a long time, has been the bangle industry of Ferozabad. So complete is the concentration of this industry at Ferozabad that it may be said to be practically a monopoly in India. There are more than a hundred workers either making, or associated in the making of, bangle glass and bangles. The whole population of about 23,000 in this town (near Tundla in U. P.) is supported by this industry.

The Paise Fund Glass Works at Talegaon was perhaps the first factory on a modern scale, started in 1905 by A. D. Kale with a capital of Rs. 10,000. This factory, free as it is from the necessity of meeting high interest charges, has been able to weather the difficult conditions which have prevailed in the industry since the war, and it has been possible for the management to devote a certain amount of time and attention to the training of employees. The proprietors of the Bombay Glass Works, The United Provinces Glass works at Bahjoi, (the only factory in India at present equipped

for the manufacture of sheet glass), and the Ogale Glass Works, all gained experience and training at The Paise Fund Works.

There are seven glass-works in the U. P., (of which The United Provinces Glass Works mentioned above and The Allahabad Glass Works at Naini are the biggest in India,) thirteen in Bengal, seven in the Bombay Presidency, four in the C. P., and seven in the Punjab. There are also two factories in Hyderabad State, and lastly, one in Madras, The Jamal Glass Works.

Value of Glass imported into India 1936-37.

Kinds of articles.	Absolute Value. Rs.	Percentage value
Bangles	... 28,02,494	... 21.9
Bottles	... 23,55,799	... 18.4
Sheet and Plate	... 21,23,768	... 16.6
Beads & Gems	... 12,15,359	... 9.5
Funnels, Globes, etc.	... 6,05,630	... 4.7
Tableware	... 4,51,527	... 3.5
Scientific Glass- ware	... 1,51,434	... 1.2
Miscellaneous	... 30,75,717	... 24.0
Total.	1,27,91,728	99.8

" Miscellaneous " in the above list includes lamp-shades, battery jars, vases, mirrors, optical glass, electric bulbs, etc.

Share of each foreign country in the Imports (1936-37)

Country.	Absolute value. Rs.	Percentage value.
Japan	... 62,38,325	... 48.7
Czechoslovakia	... 19,71,960	... 15.4
Germany	... 15,72,457	... 12.3
Belgium	... 12,54,279	... 9.8
United Kingdom	... 10,00,952	... 7.8
Italy	... 1,43,142	... 1.1
Austria	... 1,15,131	... 0.9
Other Countries	... 4,95,482	... 3.8
Total.	1,27,91,728	99.8

Home Production — No reliable statistics are available, but a fair estimate has been made for the year 1935. About Rs. 36½ lakhs worth of goods is said to have been produced, Bengal contributing Rs. 15 lakhs worth or 41 per cent. of the total Indian out-turn. Next comes U. P. (excluding Ferozabad) with 12 lakhs or 33%, and Bombay,

4½ lakhs or 17%. Thus these three provinces account for 86% of the total production. The balance of 14% is the combined product of the Punjab, C. P., Hyderabad and Madras.

Typical constituents of Indian blown-glass—Striking an average from the figures supplied by seventeen representative factories, we find that sand constitutes 74% of the weight of “batch”, soda ash 17½%, lime 6.8%, and potassium oxide about 1½%. Experts hold that soda-ash should not exceed 18%. Though the figure given above (17½%) is less than the maximum (18%), it should be remembered that it is only an average, and that many Indian factories use soda-ash far in excess of the limit. They have to, because their furnaces are inefficient. A glass of this composition will be gradually dissolved even by water, and it will have a low refractive index, resulting in a dull appearance. Its co-efficient of expansion will be great, and chimneys made of this material are liable to crack at the merest sneeze. Good specimens of foreign glass contain about 14% of soda ash and a higher lime content.

The addition of excess soda-ash is undesirable for another reason also. Of the three chief ingredients of glass, namely sand, lime, and soda ash, the first two are available in our own country, but every ounce of soda-ash has to be imported. The latter costs us about half as much again as it does in other countries. Again, soda ash accounts for 76% of the cost of the “batch”, sand forming about 18½% and lime 5½%. We are glad to learn that Tatas are planning a soda ash factory. Another piece of good news is that Dr. Dubey and Mr. P. N. Agrawala of the Benares Hindu University have discovered the use of Nepheline Syenite rock as a partial substitute for soda ash. The use of this rock is said to reduce the cost of ‘Batch’ material by about 30% without in any way affecting the efficiency. Kishangarh State in Rajaputana, Mount Girnar in Kathiawar, Vizagapatam, and Shivamalai Hills (in Coimbatore) have been found to contain abundant deposits of Nepheline Syenite.



Prices of raw materials at glass factories—

Name	Sand per maund.	Soda per cwt.	Ash per maund.	Quick lime per maund.	Coal per ton.
	Rs. As. Ps.	Rs. As. Ps.	Rs. As. Ps.	Rs. As. Ps.	Rs. As. Ps.
Bahjoi	0 6 3	6 8 0	0 0 14	0	13 6 6
Ferozabad	0 5 0	6 7 0	0 0 12	0	13 10 0
Calcutta (Dum Dum)	0 6 6	5 8 0	1 10 0	0	6 10 0
Bombay	0 10 6	5 8 0	0 8 0	0	16 0 0
Telegaon	0 13 0	5 14 0	1 2 0	0	16 0 0
Ogalewadi	0 13 0	5 14 0			19 3 0
Madras	0 4 1	5 5 0	0 15 6		15 8 0

Distribution of the cost of glass Produced in Indian factories.

	Bombay Presidency	Bengal	U. P. (Sheet Glass).
1) Soda Ash	10.4 %	10.19 %	26.61 %
2) Sand & Chemicals	11.48 %	9.41 %	6.8 %
3) Furnace upkeep	5.26 %	8.33 %	4.23 %
4) Coal & Fuel	24.05 %	11.27 %	26.89 %
5) Finishing & miscellaneous	8.29 %	10.03 %	9.39 %
6) Packing	12.33 %	6.48 %	13.09 %
7) Labour & supervision	21.19 %	44.29 %	13.09 %

Leaving aside the cost of services, it will be evident from the above table that coal is the costliest material even in Bengal. So every effort should be made to minimise coal consumption. It has been computed that in India 1.6 ton of coal is necessary for 1 ton of batch materials. This is a very high ratio when compared with some other countries where the consumption of coal is as low as 0.8 ton per ton of “batch”.

The one important conclusion that is forced on us by a perusal of the above statistics is that the designing of the furnace is of paramount importance. It is the key to the saving of the two costliest items, soda ash and coal.

Production of Raw Hides

India is one of the greatest producers of hides and skins in the world. According to the Indian Industrial Commission the country possesses 30 per cent of the world's stock of cattle. The world's production of hides and skins has been estimated to be between 76 and 102 million pounds and India produces between 25 and 33 per cent of the world's production. Thus among the chief stock-raising and hide producing countries of the world India is in a position to share the biggest surplus for export. Madras, of course, leads in this respect. The hides as at present produced however suffer from various defects and

due to ignorance of correct methods of curing and proper handling after flaying a large number of hides are spoilt. There are four important terms in respect of which the industry requires improvement. They are—(1) care of cattle (2) flaying, (3) preservation and (4) packing. For this purpose the United Provinces Government propose that propagandist parties should visit slaughtering and flaying. Improved knives which will cost from Rs. 1-8-0 to Rs. 2-8-0 will, in the first instance, be distributed free and later on in the form of prizes to select workers.



Manufacture of Milk Products in India

India produces annually dairy products worth approximately Rs. 300 crores, a sum which is equal to the value of India's total output of rice or three or four times the output of wheat. The value of hides and skins is estimated at Rs. 40 crores, which is more than the total value of Indian sugar. The estimated value from cattle labour comes to Rs. 300 to Rs. 500 crores a year, while the value of cattle manure may be placed at Rs. 270 crores, thus bringing the value of animal products of all kinds to a total of over 1,000 crores a year. This estimate is exclusive of the value of poultry for which no statistics are available. These are some of the remarkable figures that occur in the report recently submitted by Dr. Wright, the British Animal Husbandry expert after an extensive tour in the country.

Dr. Wright estimates the annual output of milk in India between 700 and 800 maunds a year which gives a daily per capita consumption of 7 to 8 oz. On this basis and taking the average price of milk to be one anna per lb. the annual value of milk and its products might be placed at Rs. 400 crores instead of 300 crores as suggested by Dr. Wright. Although the total output of milk in India is four times the output of Great Britain and five times that of Denmark, the per capita consumption is much less than what it is in the latter countries. In the U. S. A., it is four times as great. Doctors are agreed that if the health of the nation is to be improved, the con-

sumption of milk should be doubled. Dr. Wright therefore very properly emphasises the urgent need for increasing milk production to at least twice the present output.

Few persons will quarrel with the opinion expressed by Dr. Wright that the development of the dairy industry in India should be based on lines suited to India conditions. In other words, there should be no blind following of western methods. For as he has pertinently pointed out, the vast majority of the Indian people live in rural parts, on small holding, and 98½ per cent of the total milk produced in India is being consumed as liquid milk, ghee, dahi, khoa and other indigenous products, as against a bare 1½ per cent utilised for producing western products like creamery butter and cheese.

It is natural therefore that Dr. Wright is for the organisation of milk production on a village industry basis as distinguished from a factory basis. And the suggestion that some sort of heat treatment rather than refrigeration is to be tried for improving the keeping quality of milk is quite in keeping with the above recommendation.

The present average yield of milk per cow in India is only 600 lbs. a year, which is a deplorably small quantity. On the whole, it does not seem that there is great scope for the manufacture of milk products in India.



Italy India's Best Customer in Southern Europe

But is now Losing Ground

The report of Mr. M. R. Ahuja, Indian Trade Commissioner in Milan for the year ended 31st March, 1937, contains a mine of information regarding India's trade relations not only with Italy but also other countries of southern Europe. The following extracts from the same will be found highly useful.

In 1934 India stood fifth in order of importance among the countries contributing to the import trade of Italy. But her relative position was being considerably changed by the reactions of those exceptional conditions which were tending to exert a strong influence on Italy's balance of trade. In particular, already, before the sanctions, a larger proportion of the trade was being diverted into artificial channels through the operation of the bilateral clearings. Further shifts have occurred in the direction of the foreign trade since the onset of the sanctions, owing to reactions against the League measures, which have involved plans for a redistribution of Italy's trade through the elimination of countries which subscribed to the common programme of the League. The following table gives a comparative view of the geographical distribution of Italy's import trade over recent periods. It will be seen that in 1935 India had already lost the position she had held in 1934 and stood ninth in importance amongst the competitors for the Italian market. It is interesting that this position remained unassailed in spite of the vicissitudes of the subsequent year. But, latterly, some part of the ground lost in 1935 has been regained during the early part of 1937. However, conditions still remained remarkably unstable to justify any conclusions regarding possible developments in the future course of trade.

GEOGRAPHICAL DISTRIBUTION OF THE IMPORT TRADE OF ITALY.

(Values in Millions of Lire.)			
	1935.	1936.	1937, January-March.
From Germany ...	1,527	1,584	533
From U. S. A. ...	879	892	329
From the U. K. ...	568	51	56
From France ...	471	128	79
From Argentina ...	295	178	206
From Austria ...	272	639	178
From Switzerland	246	231	57
From Roumania ...	241	221	103

From India ...	230	137	85
From Yugoslavia...	186	68	56
From U. S. S R....	184	155	32
From Hungary ...	154	220	101
From Egypt ...	137	86	59
From Spain ...	111	44	29
From Brazil ...	106	136	49
From Czechoslovakia	105	49	47

The following figures, taken from Italian sources, afford some indication of the movement of the import trade into Italy over certain selected periods. Exports from Italy to India have also been shown for the corresponding periods for purposes of comparison :—

ITALY'S IMPORTS AND EXPORTS FROM AND TO INDIA.			
(In Millions of Lire)			
	Imports.	Exports.	
1934 ...	353.4	118.5	
1935 ...	230.2	92.3	
1936 ...	136.9	46.7	
Five months ending May, 1935...	120.5	26.7	
Five months ending May, 1936...	41.4	0.3	
Five months ending March 1935	78.5	16.7	
Five months ending March 1937	85.5	25.9	

A summary view of the position of the import trade from India in certain selected commodities during the five months ending May, 1935, and 1936 respectively, is give below :—

ITALY'S IMPORTS FROM INDIA.			
	January May,		
	1936.	1935.	
(Lire '000)			
Coir Yarn, esparto ...	401	1,370	
Jute, raw ...	19,046	26,601	
Cotton, raw ...	9,465	53,237	
Oilseeds ...	3,779	8,624	
Paraffin, solid ...	353	8,407	
Hides and skin, raw ...	2,092	8,577	
Ruber, raw ...	(a)	(b) 2,442	
Pepper ...	900	2,770	
Mica ...	1,961	356	

(a) Not separately specified.
(b) Figure includes imports from Ceylon in the following proportion : India, 40 ; Ceylon, 60.
A simalar picture of the trade in selected articles imported into Italy from India during the first

three months of 1937 is presented in the following table, which also includes comparative figures for the corresponding period of 1935 :—

	January-March, 1937.	1935.
(Lire '000)		
Jute, raw	22,539	15,014
Cotton, raw	18,139	34,715
Oilseeds	35,155	7,087
Paraffin, solid	537	2,673
Hides and skins, raw	2,083	5,038
Rubber, raw	1,736	(a)2,441
Gums and resins	583	1,246
Pepper	473	1,914
Mica	453	356

(a) Figure includes imports from Ceylon in the following proportion : India, 40 ; Ceylon, 60.

It is apparent that the trade in certain lines has shown a partial revival owing to the urgent need for replenishing stocks, which were understood to have been dangerously low over a considerable part of 1936.

IMPORT OF OILSEEDS INTO ITALY.					
(In Thousands of Metric Tons.)					
	1935	1934	1933	1932	
Groundnut ...	40	188	84	64	
Rapeseed ..	25	7	11	75	
Sesamum ...	36	22	14	14	
Soyabeans ...	22	20	6	21	
Linseed ...	72	65	75	69	
Castorseed ...	20	11	12	10	
Copra ...	50	52	39	39	

As was observed in the preceding issue of this report, normally, before the restrictions on imports of oilseeds came into force, India had figured as the most important single source of supply on the Italian market for oilseeds, her share having ranged in the neighbourhood of 50 per cent of the total imports between 1932 and 1934. Imports of oilseeds, taken as a whole, suffered a heavy setback between 1934 and 1935, the total imports falling off from 371,000 metric tons to 279,000 metric tons, a reduction of about 25 per cent of the volume of trade in 1934. This heavy reduction in the total trade, however, meant a much more than proportionate decline in the share of India in this particular line of trade. Measured in percentage, the share of India in 1935 amounted to only 11 per cent of the total as against 55 per cent in the year preceding. **There was evidence that the trade from India was being steadily replaced by increased trade with China, Brazil and Argentina, and, in a particular**

case, by trade with Australia. Thus under groundnut, while India's share was reduced from 147,000 to 22,000 metric tons between 1934 and 1935, the share of China advanced from 12,000 to 18,000 metric tons. In copra, imports from India dropped from 22,000 metric tons in 1934 to 3,000 tons in 1935, the gap being, in a large measure, filled up by an increase in the trade of Australia from 5,000 to 15,000 metric tons, and in that of Netherlands Indies from 9,000 to 10,000 metric tons. In linseed, Argentina advanced her share from 46 000 to 48,000 metric tons under cover of an increased demand, but the trade of India declined from 13,000 to 9,000 metric tons.

The following table sets forth the imports of oilseeds into Italy during the five months ending May, 1936, as compared with the corresponding period of the preceding year :—

IMPORTS OF OILSEEDS INTO ITALY, JANUARY TO MAY, 1935 AND 1936,			
(In Metric Tons.)			
	1936.	1935.	
Groundnut ...	3,800	23,800	
Rapeseed ...	10,900	3,900	
Sesamum ...	1,400	16,700	
Soyabeans ...	3,900	12,200	
Linseed ...	21,700	30,000	
Castorseed ...	10,400	6,700	
Copra ...	8,700	30,300	

Imports from India during the five months January to May, 1936, amounted to 4,700 metric tons or 9 per cent of the total, against 13,400 metric tons or 14 per cent of the total as in the corresponding period of 1935. This further recession in India's share was due to increased competition, within a limited field of demand, of China for groundnuts, of Hungary and Roumania for mustard and rape, and of Australia and the United States for copra. The process of displacement of Indian seeds thus seems to have gained in strength as the reactions due to the imposition of the sanctions began to accumulate. However, latterly, with the emergence of exceptional conditions in the internal demand for edible oils, the ordinary economic advantages of India seem to have been renewed within circumscribed limits.

The changed conditions in the import trade are illustrated by the following figures of imports during the three months January to March, 1937 :—

EXPORTER & IMPORTER

IMPORTS OF OILSEEDS INTO ITALY, JANUARY-MARCH, 1935. 1936. 1937.

(In Thousands of Metric Tons.)

	1937.	1936.	1935.
Groundnut	29	3	15
Rapeseed	4	6	1
Sesamum	6	1	8
Soyabeans	1	2	6
Linseed	21	16	17
Castorseed	1	8	5
Copra	3	4	18

Imports from India of all descriptions of oilseeds then together amounted to 25,000 metric tons during the first quarter of 1937, as compared with 4,500 and 7,000 metric tons in the same period of 1936 and 1935, respectively. The percentage share of India in the quarterly period of 1937 concomitantly improved to 37, as against 10 and 16 in the same period of the preceding two years, viz., 1936 and 1935, respectively. India, it was evident, recovered her position as the most important single source of supply for Italy. The relative shares of the other principal competitors in the same trade are shown below :—

Argentina	19,000	metric tons	(30%)
China	2,400	" "	(4%)
Uruguay	2,000	" "	(3%)
British Malaya	1,000	" "	(15%)
Brazil	800	" "	(12%)

It is apparent that such increase in India's trade as has been achieved during the first three months of 1937 has been due almost entirely to a conjuncture, which was unrelated to the long term trend of economic forces either in Italy or abroad. The outstanding feature of this rather unexpected development was the emergence of a sudden demand, of an exceptionally urgent nature, for vegetable oil material in Italy owing to the exigencies of the crop season. The urgency of this demand was liable to disappear as soon as normal crop conditions returned ; but in the meantime the shostage of oil had provoked a keen desire for search of alternative resources in vegetable oil material as integral part of the self-sufficiency plan. It is interesting that the reduction in oilseed imports which has been effected in recent years has been sought for particularly in the interest of the olive pressing industry and that notwithstanding this reduction, the demand for oilseeds has remained remarkably inelastic in that portion of the oilseed trade which refers to the production of industrial oils. As a matter of fact, while the total demand for oilseeds has steadily been declining, the demand for copra, castor and linseed has maintained a steady upward

February 1938

course. In so far as this particular sector of the trade is concerned, the displacement of India's trade has been continuous in spite of the recent increases in the demand for oilseeds in Italy. Thus, within the relatively short period of 1937, the trade in linseed was shifting more and more in favour of Argentina, and, in a minor way, in favour of Uruguay. Likewise, in the castorseed the trade from India was almost entirely replaced by trade from the Italian colonies and Brazil. In copra, India had already before 1937 lost ground to British Malaya and Australia. But during 1937, while Australia was being driven back from what had appeared to be a new line of trade for her, India exports suffered a further set-back owing to increased competition from Netherlands India and the Philippines.

HIDES AND SKINS

As was explained in the preceding issue of this report, the trade from India normally fills relatively a much smaller place in the Italian demand for raw hides and skins. Thus, in 1934, India's share in the imports amounted to 9 per cent, as against 20 per cent due to the Argentina and 11 per cent to France. The drastic reductions in the imports during 1935, however, were not accompanied by any pronounced shifts in the distribution of the available trade, the principal movements being an advance in the share of France from 11 to 13 per cent side by side with a decline in those of India and Argentina, respectively, from 9 and 20 to 8 and 19 per cent.

Averaged over the five months of 1936, the proportion of Argentine trade remained relative by stable at 20 per cent, as against an average of 19 per cent for the whole year 1935. But India's share fell off from 8 per cent to about 3 per cent, while trade from Brazil advanced to 12 per cent from 4 per cent in 1935.

A substantial share of the trade went to the United States of America, a contribution of 12 per cent marking her entry into what appeared to be virtually a new line of trade for her.

Some indication of the trend of the annual imports from India may be obtained from the following figures of exports of raw hides and skins from India to Italy, as taken from the accounts of India's sea-borne trade :—

(In Tons)

	1936	1935	1934
Cow hide	1,099	3,135	4,540
Buffalo hide	2	126	71
Calf skin	19	217	159
Goat skin	48	123	246
Sheep skin	31	376	838

February 1938

If allowance were made for a normal lag between shipments from India and arrival of the relative consignments at Italian ports, the figures given above for 1936 could perhaps be taken roughly to indicate the course of trade over the twelve months ending in March, 1937.

IMPORTS OF HIDES AND SKINS, RAW INTO ITALY.

Three months ending March.
(In Metric Tons)

IMPORTS OF CERTAIN PRINCIPAL ARTICLES INTO ITALY

Commodity.	From.	1935.*	1934.	1933.
(Quintals of 220.4 lbs.)				
Rubber, raw	India and Ceylon	675(a)	103,785	95,418
	Dutch East Indies	3,845	99,430	88,445
	Total, all sources	9,696	217,698	197,101
Pepper	India and Ceylon	19,534	18,107	17,775
	Total, all sources	24,587	26,635	19,800
Jute, raw	India and Ceylon	570,747	564,881	487,894
	Total, all sources	583,222	566,143	487,944
Cotton, raw	India and Ceylon	264,551	317,908	263,132
	Egypt	290,974	336,446	255,367
	U. S. A.	868,975	1,153,101	1,649,526
	Total, all sources	1,487,335	1,871,647	2,197,764
Paraffin, solid	India and Ceylon	46,020	37,552	50,426
	Dutch East Indies	25,258	19,787	2,659
	U. S. A.	171,132	187,401	198,713
	Total, all sources	278,960	260,907	266,803
Hides and Skins (raw, fresh, dried and pickled)	India and Ceylon	37,240	43,610	40,173
	France	42,798	42,932	26,337
	Greece	4,358	10,825	11,858
	Netherlands	34,338	26,239	21,378
	Australia	18,185	18,185	19,998
	South Africa	35,153	54,318	45,355
	Argentina	85,883	120,229	102,743
	Uruguay	14,465	19,008	13,815
	Total, all sources	445,201	511,718	438,350
Groundnut	India and Ceylon	116,659	1,465,569	662,274
	China	176,385	120,421	106,042
	British Colonies in Equatorial Africa	80,537	248,135	42,603
	Total all sources	400,562	1,877,827	834,811
Rape, Mustard. etc.	India and Ceylon	12,593	52,273	110,108
	Roumania	168,746	987	511
	Total, all sources	246,661	70,965	113,380
Linseed	India and Ceylon	88,419	132,212	176,591
	Argentina	484,588	462,045	536,543
	Eritrea	28,578	37,677	28,586
	Total, all sources	721,207	645,441	750,252
Castor Seeds	India and Ceylon	65,309	51,821	90,175
	Brazil	74,481	33,330	6,860
	Total, all sources	199,699	109,656	116,159
Sesame	India and Ceylon	466	113,024	77,556
	China	270,440	55,467	23,610
	Total, all sources	358,437	218,293	135,270
Copra	India and Ceylon	27,738(b)	902,975	110,797
	Dutch East Indies	104,928	94,874	129,260
	Australia	150,628	49,813	20,923
	Zanzibar	63,435	128,153	82,996
	Total, all sources	499,029	515,167	390,420

* Figures given are for British India only.

(b) Including Ceylon : 735 quintals.

EXPORTER & IMPORTER

	1937	1936	1935
Cow hides	6,200	5,200	11,400
Calf skins	400	200	900
Goat skins	300	100	400
Sheep skins	800	1,000	2,000
Lamb skins	130	130	700

India's share in the total imports amounted to only 300 tons against 400 tons in the first three months of 1936 and 1,300 tons in the same period of 1935.

IMPORTS OF CERTAIN PRINCIPAL ARTICLES INTO ITALY—*contd.*

Essence of Turpentine	...	India and Ceylon	..	5,341	1,043	1,771
			..	6,366	14,301	13,516
			..	23,068	23,739	23,383
			..	11,288	9,302	7,341
			..	72,507	65,751	58,393
Mica	...	India and Ceylon	..	1,264	2,244	386
			..	2,340	3,261	1,292
			..	2,340	3,261	1,292

IMPORTS OF CERTAIN PRINCIPAL ARTICLES INTO ITALY.

Commodity.	From.		Three months ending March.		
			1937.	1936.	1935.
			(Quintals of 220-4 lbs.)		
Rubber, raw	...	India	..	(a)	(a)
			..	41,190	42,731
			..	54,780	61,633
Pepper, raw	...	India	..	1,439	3,035
			..	3,136	74
			..	4,633	3,202
Jute, raw	...	India	..	128,204	81,481
			..	128,204	81,481
			..	41,551	22,491
Cotton, raw	...	India	..	80,687	37,736
			..	258,247	167,906
			..	438,724	241,921
Paraffin, solid	...	India	..	3,008	3,360
			..	16,575	5,024
			..	36,823	49,771
Hides and Skins (raw, fresh, dried and pickled).	...	India	..	58,800	52,260
			..	58,800	52,260
			..	58,800	52,260
Groundnut	...	India	..	3,389	4,167
			..	4,078	1,681
			..	7,784	2,075
Rape, Mustard, etc.	...	India	..	3,824	—
			..	2,071	4,625
			..	7,636	6,845
Linseed	...	India	..	14,886	9,486
			..	5,630	6,675
			..	79,994	68,652
Castor Seed	...	India	..	214,240	12,770
			..	8,423	10,962
			..	58,087	1,000
Sesamum	...	India	..	287,463	28,150
			..	287,463	28,150
			..	287,463	28,150
Copra	...	India	..	16,336	(a)
			..	13,459	73,117
			..	36,661	79,300
Essence of Turpentine	...	India	..	1,151	23,080
			..	186,113	97,320
			..	19,922	13,609
Mica	...	India	..	214,642	159,730
			..	214,642	159,730
			..	214,642	159,730
Cotton, raw	...	India	..	—	4,010
			..	7,924	61,056
			..	11,956	77,729
Paraffin, solid	...	India	..	18,733	50
			..	15,463	5,209
			..	56,165	10,330
Hides and Skins (raw, fresh, dried and pickled).	...	India	..	807	5,161
			..	10,170	—
			..	379	20,986
Groundnut	...	India	..	—	708
			..	9,405	—
			..	32,673	39,463
Rape, Mustard, etc.	...	India	..	(a)	(a)
			..	5,237	417
			..	—	4,171
Linseed	...	India	..	—	4,538
			..	20,702	10,297
			..	20,702	10,297
Castor Seed	...	India	..	438	1,534
			..	864	1,777
			..	864	1,777

* Figures given for British India only. (b) Including Ceylon : 55, 701 quintals. (a) Not separately specified.

IMPORTS, EXPORTS AND BALANCE OF TRADE BETWEEN INDIA AND SOME SOUTH EUROPEAN COUNTRIES.

—o—		Imports.	Exports.	Balance.
In Portugal—Escudos, 000	.. 1935	43,572	1,728	—41,844
	.. 1936	33,352	1,534	—31,818
In Spain—Gold Pesetas, 000	.. 1935	25,612	1,602	—24,010
	.. 1936	—	Not available.	—
In Italy—Million Lire	.. 1935	230	92	—138
	.. 1936*	137	50	—87
In Hungary—Pengos, 000	.. 1935	5,865	6,905	+1,040
	.. 1936	7,905	2,707	—5,198
In Albania—Gold Francs, 000	.. 1935	101	—	—101
	.. 1936	45	—	—45
In Yugoslavia—Dinars, 000	.. 1935	96,000	5,000	—91,000
	.. 1936	76,000	10,000	—67,000
In Roumania—Lei, 000	.. 1935	—	Not available.	—
	.. 1936	—	Do.	—
In Bulgaria—Levas, 000	.. 1935	24,374	—	—24,374
	.. 1936	20,728	—	—20,728
In Greece—Drachmas, 000	.. 1935	124,857	1,395	—123,462
	.. 1936	115,665	985	—114,680
In Turkey—Turkish Pound, 000	.. 1935	703	55	—648
	.. 1936	572	1,835	+563

* Figures are provisional

MONEY OF THE VARIOUS COUNTRIES WITH THE UNITED KINGDOM EQUIVALENTS.

Countries.	Units.	Approximate Mint Parity. Units per £ (Gold).
Portugal	.. Escudo	.. 110.09
Spain	.. Pesetas (Gold)	.. 25.22
Italy	.. Lira	.. 92.46
Hungary	.. Pengo	.. 27.82
Yugoslavia	.. Dinars	.. 276.32
Roumania	.. Lei	.. 813.60
Bulgaria	.. Leva	.. 673.66
Greece	.. Drachma	.. 375
Turkey	.. Turkish Pound	.. 1.10†

†Pre-war : rate under Anglo-Italian Payment Agreement was £T. 6.28...£1st.



India's Trade with Afghanistan

Trade Agent's Report

Appendix B to this report gives statistics of the importation into Afghanistan of the important products in which India is interested as an exporter. The statistics cover the months of March, April, May and June, 1937. So far no statistics for the later period are available. Particulars of imports from the chief countries competing with India in each line are also shown.

A considerable quantity of merchandise of foreign manufacture is imported from India ; as no

customs refund is claimed on these it is difficult to know the countries of their manufacture.

Living Animals :—There is a seasonal flow of living animals into Afghanistan from India. Just before the summer starts the imports are considerable, probably due to the Powindahs returning from India.

Arms and Ammunition :—Continue to be imported largely from the United Kingdom, Germany,

and Czechoslovakia and orders are also placed for war material in Germany and Italy.

Boots and Shoes :—India continues to control the market for the medium and low priced boots and shoes. The expensive quality generally comes from the United Kingdom.

Cement :—There is a hopeful indication in recent purchases from India. Russian cement has also come into market. Market reports on the quality and prices of Russian cement are awaited.

Drugs, Medicines and Perfumery :—There is a stiff competition between Russian, Japanese and British products chiefly on account of cutting prices. Indian products are popular but expensive as compared to Russian and Japanese.

Dyeing Materials :—Germany has increased her sales at the cost of India. German exports in this commodity rising from Rs. 1,131 in March to Rs. 12,755 in June are to be noted.

Glass and Glassware :—Indian products are experiencing a stiff competition from both Russian and Japanese products. Indian exports have fallen from Rs. 9,353 in March to Rs. 853 in June.

Hardware and other Steel Products :—Indian exports are likely to suffer more from German products principally on account of the credit facilities in the German market. In May Indian exports were valued at Rs. 22,000 falling to Rs. 9,610 in June. Exports from Germany show a steady rise with a slight fall in April. The exports from Germany were valued at Rs. 25,035 in June.

Leather :—Indian leather is popular on account of quality and low price.

Paper :—Germany is improving her sales at the cost of other European countries. **Indian products are popular on account of quality and low prices.** It is hoped that India will further improve her sales in this commodity. German exports rose from Rs. 347 in May to Rs. 9,842 in June. The exports from India in June were valued at Rs. 7,984.

Sugar :—Representations were made on behalf of Indian sugar to the Chief of the Shirkat who promised to interest himself and make further enquires. Detailed information has been forwarded to him.

Tea :—Indian tea, especially green tea, is not palatable to Afghan taste. **If a proper blend is produced it is believed that it will control the market, as there is a prejudice against the Japanese tea and the China tea is expensive.** Imports from China fell from Rs. 69,814 in March to Rs. 14,949 in June. Both India and Japan benefited.

Textile and Cotton Piecegoods :—Russian exports consist of cheet, soof, muslin printed cloth and mar-

keen. The popular British products (amongst upper classes) are :—

Muslin of Raleigh Bros. & Flamingshaw, Alwan, of Graham Trading Co., annas 2 to 4 per yard.

White shirting of Jaffa & Sons, Glasgow, Rs. 9- for 40 yards.

The Japanese have cut in successfully chiefly at the cost of Indian piecegoods. Their principal manufactures which on account of their cheapness find a ready sale are :—

White and grey shirting, Muslin, Checks, Grey drills, Painted jean, Painted twills.

Japanese Alwan failed and is not imported at the moment. **However Indian cloth prices are in a position to hold out especially in the following articles :—**

Alwan (black, green and red), Shirtings, Gambroons, Indian lungis, Durries.

There is an appreciable decrease in the exports from India. The fall from Rs. 3,24,039 in April to Rs. 2,08,071 in June is to be noted. The United Kingdom improved her share from Rs. 4,693 in March to Rs. 32,309 in June. The Japanese exports rose from Rs. 1,48,427 in March to Rs. 4,26,593 in May, falling to Rs. 3,41,797 in June.

Woollen Goods :—For the wear of the better classes a certain amount of good quality cloth is purchased chiefly from the United Kingdom. **Indian woollen products are popular but so far they have not been marketed systematically.** India improved her share by rising from Rs. 87 in March to Rs. 5,614 in June. Imports from Italy are mainly of Kashmiras and blankets.

Silk Goods :—Exports from India fell from Rs. 11,515 in March to Rs. 3,444 in May slightly improving to Rs. 6,374 in June. Exports from Japan show a steady rise from Rs. 61,179 in March to Rs. 90,385 in June. Japan has vastly improved her sales at the cost of most of the European countries.

Unspecified Trade :—In the unspecified trade Japanese exports also show a marked improvement. Indian unspecified products are about one-third of the total imports from other countries.

In spite of the fact that the Agency recently started functioning the number of enquiries received and dealt with during the period under review were encouraging.

Amongst the principal enquiries the following are deserving of mention :—

Several enquiries were received from Afghan firms for introductions to paper manufacturers in India. Available information along with samples received from the Director-General of Commercial Intelligence and Statistics, Calcutta, were forwarded.

Several Afghan Shirkats indicated that they were desirous of importing Indian wollen products. Enquiries were made from the Director-General of Commercial Intelligence and Statistics and the names of firms in India were forwarded.

Two important Afghan firms wanted to be put in touch with manufacturers of musical instruments in India. Necessary information is awaited from the Director-General of Commercial Intelligence and Statistics.

An important firm in Kabul wanted to be introduced to tonga manufacturers in India.

The Minister of a foreign legation urgently wanted to be introduced to big furniture producing firms in India.

A number of important Afghan firms wanted to be introduced to Indian tea producers.

An enquiry was received from an Afghan Government Department about Indian films.

A firm in Kabul is desirous of importing enamelled goods used in the medical line.

An enquiry from an important Afghan Shirkat for introduction to Indian steelware manufacturers is being attended to.

We can supply in large quantities Carpets, Oriental Jewelleries, Indian Idols, Wood Work, Ivory Work Raja Ravivarma Original Paintings, Musical Drums, Oriental Baskets, Carts, etc.

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Imports into Afghanistan of Important Products of Interest to India
(Value in Indian Rupees)

Commodity	From	1937				Total
		March	April	May	June	
Living animals	India ..	5,23,497	2,42,694	1,57,213	43,184	9,66,588
	Russia ..	?	?	?	?	
Boots and shoes	India ..	36,927	34,624	26,735	16,559	1,14,845
	Japan ..	490	4,207	1,870	519	
	Czechoslovakia ..	418	..	..	..	8,890
	U. K. ..	..	..	..	1,456	
Cement	India ..	150	11,763	10,529	11,588	34,030
	Japan ..	..	..	305	..	
	Poland ..	..	..	408	..	713
	Russia ..	?	?	?	?	
Chemicals	India ..	283	1,835	2,677	1,225	6,020
	Germany ..	28,907	1,671	707	242	
	U. K. ..	1,572	1,482	234	432	
	Italy ..	355	774	711	828	
	U. S. A. ..	408	..	786	..	41,046
	Czechoslovakia ..	..	200	..	..	
	Belgium ..	..	1,621	116	..	
	Russia ..	?	?	?	?	
Drugs, medicines and perfumery	India ..	1,932	6,983	3,962	2,258	15,135
	U. K. ..	650	1,380	4,679	1,091	
	Germany ..	184	149	..	183	18,553
	France ..	135	707	65	177	
	Japan ..	..	618	3,606	2,383	
	U. S. A. ..	266	598	1,078	604	
	Russia ..	?	?	?	?	
Dyeing materials	India ..	3,747	6,154	968	992	11,861
	Germany ..	1,131	7,845	12,220	12,755	
	U. K. ..	..	1,483	457	1,305	37,196
Glass and glassware	India ..	9,353	2,055	3,063	853	15,324
	Czechoslovakia ..	1,303	225	202	410	
	Italy ..	672	655	845	1,090	
	Japan ..	1,091	1,314	2,430	2,217	15,397
	Germany ..	..	..	1,315	286	
	Belgium ..	331	..	183	828	
Hardware	India ..	5,092	7,300	22,000	9,610	44,002
	Germany ..	16,218	13,538	18,370	25,035	
	U. K. ..	2,049	5,367	812	459	
	Japan ..	1,252	1,817	2,228	2,329	
	U. S. A. ..	..	..	449	304	1,07,322
	Belgium ..	195	229	3,747	4,455	
	Czechoslovakia ..	1,255	743	1,625	1,222	
	Sweden ..	..	967	1,861	796	
Leather	India ..	25,348	30,432	18,562	19,791	94,133
	U. S. A. ..	..	4,913	..	1,094	6,007
Paper	India ..	2,991	2,177	6,500	7,984	19,652
	Germany ..	343	498	247	9,842	
	U. K. ..	410	396	131	117	
	Sweden ..	..	124	166	110	
	Austria ..	..	45	..	..	13,942
	Japan ..	30	..	..	161	
	Norway ..	67	60	650	473	
	Czechoslovakia ..	100	170	34	68	

Imports into Afghanistan of Important Products of Interest of India—contd.
(Value in India Rupees)

Commodity	From	1937				Total
		March	April	May	June	
Ghee and other kinds	India ..	2,246	2,161	11,405	1,723	17,535
	U. K. ..	..	952	468	..	
	Denmark ..	..	367	..	..	2,822
	Netherlands ..	..	..	1,035	..	
Sugar	India ..	4,860	4,246	5470	3,172	17,748
	Russia ..	?	?	?	?	
	Java ..	..	10,374	27,049	44,663	1,50,215
	U. K. ..	31,599	1,625	19,745	13,000	
Tea, green and black	India ..	27,475	29,069	39,937	7,736	1,04,117
	Japan ..	49,384	29,157	38,107	22,224	
	China ..	69,814	41,627	24,606	14,949	2,90,868
Textiles (Cotton manufactures).	India ..	2,62,077	3,24,039	2,53,513	2,08,071	10,47,700
	U. K. ..	4,693	19,047	24,749	32,309	
	Germany ..	2,160	333	501	..	
	France ..	898	1,243	..	..	
	Italy ..	617	244	1,417	654	12,88,313
	Japan ..	1,48,427	2,82,631	4,26,593	3,41,797	
	Russia ..	?	?	?	?	
Wool (manufactured).	India ..	87	685	2,169	5,614	8,555
	U. K. ..	1,332	4,816	4,200	4,773	
	Italy ..	4,284	1,023	404	662	
	Japan ..	8,141	30	438	642	33,709
	Germany ..	..	..	..	2,964	
	Russia ..	?	?	?	?	
Jute (manufactured)	India ..	..	1,900	1,300	250	3,450
Silk (manufactured).	India ..	11,515	7,882	3,444	6,374	29,215
	Belgium ..	356	3,516	..	..	
	France ..	..	5,824	6,310	79	
	Italy ..	..	3,310	837	213	
	China ..	1,961	4,633	5,863	786	3,64,688
	Japan ..	61,179	73,579	88,482	9,0385	
	U. K. ..	5,974	..	394	1,1007	
Tobacco (manufactured).	India ..	713	1,641	2,000	1,16,778	1,21,132
	U. K. ..	2,189	500	2,452	3,716	
	Japan ..	582	622	666	..	10,727
	Russia ..	?	?	?	?	
Unspecified articles	India ..	38,695	43,187	60,030	39,643	1,81,555
	U. K. ..	3,739	5,331	36,158	25,534	
	Germany ..	3,562	11,954	12,206	13,103	
	Japan ..	27,768	34,460	42,824	46,745	
	U. S. A. ..	3,174	4,388	15,83	897	
	Russia ..	?	?	?	?	

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Indo-German Trade

Improvement in 1937

During the first nine months of 1937, Germany imported goods from India to the value of 130.7 million Reichsmarks—a figure which exceeded that representing the imports for the same period of the previous year by 21.8 million RM, or by 20 per cent. The major part of this increase occurred during the first half of the year ; during the third quarter, with 41.9 million RM worth of goods, Germany only imported goods to the value of six million RM more than during the corresponding months of the previous year.

Germany was in a position to import Indian goods to this increased value, only because her exports to India increased correspondingly. According to German statistics, with a total of 111.5 million RM India imported German goods during the first nine months of 1937 to the value of approximately 20.4 million RM more than during the months January - September 1936. And although the increase in Germany's imports still exceeded that of her exports, so that the import surplus increased from 17.8 million RM to 19.8 million RM in reality this discrepancy was of no significance ; especially as the export-import time differences did not coincide with the quarterly balancing of accounts.

In a consideration of the exchange of goods between Germany and British India during the first six months of 1937, the expectation was aroused that a part of the increased imports, which brought the surplus up to approximately three million RM compared with the first half of the previous year, would be balanced by deliveries made later in the year. In fact, the development during the first nine months gave every ground for this expectation. For while in the third quarter of 1936 imports exceeded exports by 5.7 million RM, this discrepancy was reduced in 1937 to only 1.9 million RM.

CHARACTER OF TRADE

A glance at the development of German import trade with India during the months January - September, from the aspect of the categories of goods delivered shows that, of the total increase, about 10.1 million RM were represented by raw materials, and 9.3 million RM by foodstuffs of which 7.7 million RM—or more than 80 per cent—were represented by rice and wheat. In the case of raw materials manganese ore, with an increase to the value of 2.76 million RM, and wool, with an increase to the value of 2.76 million RM, represented the greatest absolute increase. Indeed, nearly half the total increase of imports was accounted for by these two articles. But in addition, the import of skins and furs, of phosphate manures and of copper ore could be considerably

increased. The increase in imports generally would have been still greater, if the import of oil-seeds for technical purposes, which in the first nine months of 1936 were imported to the value of 3.2 million RM, had not been reduced to almost one half, at 1.7 million RM. In view of the necessity of a very high quota of imports, measures of equalisation of this kind were absolutely necessary in order to maintain equilibrium between exports and imports. The trade policy of Germany regulates the distribution of foreign currency in accordance with the urgency of the demand for particular imports. And in its turn, the scale of urgency depends to a very wide extent upon import possibilities, which in their turn are determined by exports.

RECIPROCITY

Now, if we examine the German imports of Indian goods during the first nine months of the year 1937, we obtain the following results. The increase in imports is represented almost exclusively by the imports of rice and wheat. During the period January-September 1937, Germany imported rice to the value of 6.9 million RM, more than during the corresponding months of the previous year. But during the first half of the year 1937, the increase, in comparison with the previous year, was represented by only 440,000 RM. In the previous year, no wheat whatsoever was imported from India ; but during the first nine months of 1937 it was imported to the value of 4.5 million RM, of which quantities to the value of 2.1 million RM only were imported during the first half of the year. Even though the import of wheat may prove to be a temporary measure only, and even though, later on, the import of rice may not experience any further increase, it would be entirely false to assume for that reason that German imports are determined by extraordinary circumstances, or that they fail to represent a factor with which Indian economy can reckon. Since the increase in Germany's import trade with India is entirely dependent upon the development of India's capacity for absorbing German goods, India can be certain, with the increase in her capacity for such absorption, of the absorption of her own produce in Germany. The decision as to the nature of the goods imported is left to India entirely. The distribution of Indian orders is conditioned also entirely by Indian requirements. In the same way the German deliveries are in no way restricted as regards their distribution. Thus for instance, in the first nine months of the year 1937, Germany exported to India water-craft to the value of 2.85 million RM whereas during the same period of the year 1936, no deliveries of this kind were made. Autonomy in the decision as to the kinds of goods exported as well as their distribution, represents the realisation of the fundamental principles whereby,

the consumer by his demands creates the supplies. The increase in the German export trade is distributed—so far as industrial finished-products are concerned—over a large number of categories amongst which - apart from water-craft, ironware, machine-tools, pharmaceutical products and electrotechnical goods, take the lead with 9 million RM, of the value of the total increase in the export of industrial finished-goods of 14 million RM. The export of German industrial unfinished products increased in value from 39.3 million RM to 45.1 million RM—an increase of 5.8 million RM. The major part of the increase was represented by the deliveries of aniline dyes, which increased in value from 9.8 million to 12.3 million RM. Further increases in the export trade were represented

by other chemical products (6.7 million RM as compared with 4.8 million RM) and paper and paste (6.4 million RM as compared with 5.0 million RM).

On the basis of reciprocity, the interests of both countries as represented in their export and import trade could easily be united. For a reciprocal trade which is capable of functioning proves that the economic requirements of the two countries supplement one another. In practice, the exchange of goods between Germany and India shows that the basis of this reciprocity, which is both the pre-requisite of balance in the circumstances of mutual exchange and the structural framework for the extension of this interchange of goods, already exists.

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Indo-American Trade

"I have met several commercial and industrial leaders of India and impressed upon them the necessity of a trade agreement between India and U. S. A.", said Mr. J. J. Singh, a leading Indian business man settled in New York, at the termination of his short visit to India.

Mr. Singh informed a representative of the Associated Press that he had already been in touch and seen, among others, Mr. Jawaharlal Nehru, Mr. G. D. Birla, Sir Purshottam Das Thakurdas and Mr. Bhulabhai J. Desai. All of them welcomed the idea and he hoped that the question would be raised in the forthcoming session of the Central Assembly. He was glad that the Punjab Chamber of Commerce had already taken it up and had sent a memorandum to the Government of India.

He concluded : "I wish to emphasise the fact that this question of a trade treaty with America should not be confused with the proposed reciprocity Bill. This is a purely trade relationship question, even though incidentally it would change the status of Indian businessmen in America, but it should not be mixed with the much wider issue of Immigration Law restrictions against Indians in America".

In this connection it may be pointed out that during the nine months ending September, 1937, U. S. A. exported to India goods to the value of 28,167,000 dollars while the imports amounted to 84,630,000 dollars as against 19,926,000 dollars and 53,529,000 dollars respectively during the corresponding period the previous year.

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The Eastern Musical Academy

THYAGARAYANAGAR, MADRAS

Indo-Japanese Trade

In an exclusive interview with the Associated Press, Dr. H. Ashida, President of the *Japan Times* and member of the Japanese Diet, said that it was his firm conviction that the tie of traditional friendship, which had lasted for so many centuries between India and Japan, would be strengthened ever more by mutual understanding, goodwill and co-operation.

In Japan's foreign trade India ranks second to the United States of America, the volume of Indo-Japanese trade amounting to over six hundred million yens a year. Every true heart must felicitate itself that Japanese goods make no small contribution to

the economic welfare of the Indian people. In this connection, let this fact be borne in mind, that since the beginning of the century Japan has almost always had an adverse balance of trade with India, the figures of such trade in the year 1936 exceeding as much as 100 million yen. It is particularly worth noting that in 1936, Japan bought no less than two and half million bales of Indian cotton, a quantity which is indeed four times as large as the entire amount of cotton exported from India to the rest of the British Empire. Can the enormous value of Japan as a vast market to Indian raw materials be possibly challenged, he asked.

News in Brief

IMPORT OF ARECANUT

About forty thousand maunds of arecanuts from China and forty lacs of maunds from Penang and Singapore (as estimated by the local Merchants Association of Shimoga) are imported into India and sold at very low price.

JUTE EXPORTS TO BRITAIN

There was a debate in Parliament recently regarding the competition of Indian Jute Industry with the British.

Miss Horsbrugh (Dundee) declared that she did not suppose for a single instant that U. K. jute trade could take on India's enormous production but did say that Indian trade could not be allowed to extinguish U. K. jute trade and deprive people of employment. She pointed out that the labour content of jute articles was 65 per cent of the price of production. She maintained that when new Indian mills were put up the hours worked were not those agreed to between the Indian Mills Association and the United Kingdom. As a result Dundee jute was being gradually driven from the markets of the world.

Miss Horsbrugh emphasised that every other country had tariffs against manufactured jute goods. The U. K. market was the only one which was open

and had received the full spate of India's extra production, whereas India had a 25 per cent duty.

Sir Nairne Sandeman point out that since 1922, Lancashire exports of cotton yarn to India had decreased from 35 million to 8 million pounds in weight and piecegoods decreased from 1,250 million yards to 351 million. This was entirely due to Indian tariffs. Sir N. Sandeman suggested that all that the Government need do now was to put on a quota. Calcutta would then have to arrange for curtailment and it might compel the Government of India to pass legislation reducing the hours of labour in jute mills.

FUTURE OF COCOANUT OIL

The potential and actual exports of coconut oil and copra from the Philippines may exert a very disturbing influence on the future world trade in edible oils and in view of the increased production elsewhere for export of other edible oils future prospects are very disquieting, states an official report published by the department of agriculture of the Straits Settlement and the Federated Malay States. The report discloses that during the period 1917 and 1934 the islands recorded an increase of 114 per cent in the acreage under coconut while there was only an increase of 17 per cent in India and 37 per cent in Ceylon.

Researches, Inventions and Technological Improvements

FIRST INDIAN BUILT PLANE

Aviation history was made in Delhi when the first training machine built in India and approved of by the Air Ministry took its first flight some days ago.

Piloted by Captain R. Pierce, the machine, it is claimed, broke the speed record for its class, attaining 152 miles per hour.

The machine was built by the Aeronautical Training Centre of India, Limited, under the direction of Captain A. T. Eadon.

"It was indeed a proud moment for me to fly for the first time in the first approved training machine ever made in India", said Captain Pierce to the Associated Press and added, "The Young Indian cadets had devoted one year to building this machine and it was a thrilling experience to see our labours so successfully crowned."

The machine is of the Miles Trainer type, and M 2 R low-wing monoplane with a De Havilland 130 h. p. engine. The flight lasted a quarter of an hour at a top speed of 155 miles an hour, while the machine stalled at 55 miles per hour.

The machine belongs to the type used in England for training the Reserve Air Force Officers. Hydraulic flaps and brakes are incorporated in the machine, thus giving it a short take-off and landing run. The Aeronautical Training Centre of India has the necessary building, plant and equipment to put this type of aircraft into production and also stocks approved material for the construction of further machines.

Now that the first machine has been completed the jigs are being finalised so that other air-frames can be put in hand. The enterprise was initiated in 1935 by Lord Ronaldshay Sir Henry Gidney and Captain Eadon, who were the promoters and during, last year, many cadets qualified as pilots, engineers, wireless operators etc. To fill the need for the personnel in the development of aviation in this country, 25 cadets, who have received training at the Aeronautical Training Centre, are now employed in various positions in the aircraft industry of India and the Training Centre has posts in hand to fill when more cadets are sufficiently qualified.

The Aeronautical Training Centre of India is in a position to turn out aircraft for training purposes, not only to cope with the expansion of civil aviation

in this country but also for defence purposes at a time of national necessity. The question of raw material of the approved aircraft standard, however, requires investigation by the various allied industries of this country.

Captain Eadon, who is a pioneer in aeronautical education, has the distinction not only of having initiated the first Aeronautical Technical Training Centre in civil aviation in England and India, but of having produced in both countries the first aeroplane made by cadets under training. The Miles Trainer was tested by Captain Pierce, Chief Instructor at the Training Centre and formerly instructor of the Central Flying School, Royal Air Force, and Imperial Airways' Captain.

Cadet E. Benjamin worked as Leading Cadet on the machine from start to finish. The machine is built under a licence which the Aeronautical Training Central of India has purchased from Messrs. Phillips and Powis of Reading.

TELEVISION SERVICE FOR INDIA

According to a Reuter message published some time ago, India will have a television service early in 1938 i.e., if the plans of Mr. N. A. Printer, Founder and President of the Bombay Technical Institute and the brain behind the scheme materialise. Mr. Printer declared that he had been working in his laboratory at Mazagon in Bombay for seven years to perfect his scheme. The apparatus he proposes to buy in London will be built to his own specifications in collaboration with television experts in Britain. This is a purely Indian venture financially and will be run by five students of his institute who are now with him in England and receiving practical radio and television training.

Mr. Printer said that the apparatus will cost Rs. 1,20,000 and is expected to have a range of 25 to 30 miles. The first television studio will be opened in Bombay. He added that he was seeking permission to televise the Delhi Durbar which His Majesty King George VI will hold when he arrives in India shortly.

POWER ALCOHOL FROM MOLASSES

In pursuance of the recommendation made at a joint conference of sugar representatives of U. P. and Bihar the Government of U. P. were in consultation with the Government of Bihar and have deci-

ded to appoint a committee to devise ways and means of starting the manufacture of power alcohol out of molasses and report on the best method of manufacture and mixing power alcohol with petrol and their practical application.

BANANA POWDER

The report on the marketing survey of bananas in the Mysore State will be issued shortly by the Department of Industries and Commerce. Though banana is one of the important fruit crops in the State, the local production is inadequate to meet the demand. A practical solution to this problem of meeting the demand (specially in Bangalore and Mysore cities) seems to be, it is stated, to increase the existing area under bananas near Bangalore and Mysore cities within a radius of 20 miles. The area required to grow bananas sufficient to keep out the imports and meet the demand is about 700 acres. In this way, a sum of about Rs. 3 to 4 lakhs may be kept within the State every year.

The Marketing Officer suggests the need for carrying out experiments for the manufacture of banana powder, banana meal, banana figs, etc., as ripe and unsold fruits which were now being wasted could be utilised for this purpose.

The question of starting a plantain fibre industry is also being investigated.

PLASTICS FROM VEGETABLE OILS

The Associated Press understands that a discovery of far reaching industrial importance has been made by Dr. M. N. Goswami of the Applied Chemistry Department of the University College of Science and Technology, Calcutta. He has been successful in preparing Plastics of all kinds such as grease, wax, resin and bakelite-like products from common vegetable oils. India imports, annually, resins and waxes worth about half a crore of rupees. The success of Dr. Goswami's process utilising a raw material in which India will never be wanting, appears to have great industrial possibilities.



Germany Furnishes Two-thirds of the World's X-RAY Apparatus

On the occasion of the recent convention of the Deutsche Rontgen Gessellschaft at Breslau, in which the representatives of twelve countries took part, there was also an exhibition which gave a general survey of the progress and achievements of German Rontgen technique. German electro-medical science, particularly the construction of Rontgen apparatus, belong to that branch of industry whose development has been due to long and untiring research work, until it has finally won an acknowledged position of rank in the world markets.

The construction of these apparatus, which are today used not only for illuminating the interior of the human body as an aid in the diagnosis of disease, but also as a healing agent and as an aid in testing material substances, is not carried on as a rule according to any one given model to be turned out wholesale. This is because the larger machines, for use by hospitals and specialists cost from 15,000 to 20,000 Marks a piece; they are furthermore constantly undergoing improvement ever since they were

first invented; and consequently even the larger manufacturers do not make more than about 10 to 20 machines of a standard pattern, allowing the greater part of their output to depend on apparatus made to order in accordance with a customer's special requirements.

Beside these special machines, there has recently been a great increase in the use of a smaller and much cheaper apparatus for serial examinations and the X-raying of large numbers of workmen with a view to determining their physical capacity for labor.

Of all X-ray machines used in medicine throughout the world, two-thirds are of German make, the United States coming second with less than one-sixth, German Rontgen tubes still hold first place in the world market. In 1936 exports reached 3 Million Marks, the principal buyers being Holland, Spain, England, Sweden, Italy, Russia, Argentine, Czechoslovakia, and Switzerland.



Fairs and Exhibitions

BUDAPEST INTERNATIONAL FAIR

THE above Fair will be held at Budapest under the auspices of the Budapest Chamber of Commerce and Industry from the 29th April to the 9th May, 1938. The Fair, which is held every year and has the patronage of the Hungarian Government, offers a good opportunity to manufacturers and merchants to bring their wares to the notice of a fairly wide range of buyers in the markets of Eastern Europe.

The Government of India having been pleased to sanction the participation of the Office of the Indian Government Trade Commissioner, Milan, at the ensuing Fair, arrangements have already been taken in hand for the construction of a suitable pavilion which will be used for the exhibition of products of Indian origin offered on behalf of manufacturers and merchants in different parts of India.

Goods intended for exhibition in the Indian pavilion at the above Fair will be received on the conditions given below :—

(1) All exhibits will be considered as having been supplied on loan. Such exhibits only as are of commercial value will be returned to the owners after the termination of the Fair, unless they are disposed of in the manner indicated in sub-paragraph (5) below ;

(2) Freight and clearing charges up to Budapest in respect of any consignment containing goods for exhibition at the Fair will be payable by the respective exhibitors. All further expenditure in connection with the exhibition, such as on account of rent for space, construction of pavilion or stall, attendance, supervision, etc., will be borne by the Office of the Indian Government Trade Commissioner, Milan ;

(3) Goods intended for exhibition at the Fair may be forwarded from India via Trieste or via Fiume to the Indian Pavilion, C/o Fair-Office, International Fair (Nemzetközi Vásár), Budapest. Certificates of origin obtained from any of the Chambers of Commerce in India must accompany the shipping documents for customs purposes. The certificate of origin is also necessary in case of samples forwarded by parcel post. All shipping documents including the relative invoices and certificates of origin should be sent direct to the Indian Pavilion, addressed as above ;

(4) All necessary particulars regarding prices and terms of business should be previously supplied in triplicate to the Office of the Indian Government

Trade Commissioner, Corso del Littorio, 1 bis, Milan, Italy. All trade enquiries received at the Pavilion will be registered and communicated to the respective exhibitors soon after the termination of the Fair ;

(5) Exhibits offered may be disposed of in whole or in part among trade buyers at the termination of the Fair, if so desired by the exhibitors concerned. All exhibits which are not so disposed of will be returned to the owners at their cost. Where the cost is nominal, recovery may be waived by the Office of the Indian Government Trade Commissioner, Milan.

Intending exhibitors are requested to communicate immediately their decision regarding participation in the Fair, giving details of the class of goods under despatch so that arrangements may be made in time to have their names and addresses entered in the official catalogue of the Fair. All goods intended for exhibition at the Fair should reach Budapest not later than the 7th April, 1938.

Under the rules of the Fair, all samples offered for exhibition therein can enter Hungary without any restriction and free of duty, on condition that these goods would leave the country at the termination of the Fair. Where any of the samples are sold at the Fair, the prescribed duties for the like classes of goods imported into Hungary have to be paid.

THE POZNAN INDUSTRIES FAIR IN POLAND

THE Poznan Industries Fair will be held at Poznan from the 1st to the 8th May, 1938. The charges for hire of stands at the Fair is as follows :—

Hire of Stands.

- (A) In pavilions ... 30 zlotys per sq. m. Least order accepted 100 zlotys. For stand accessible on two sides, 25 per cent more is charged.
 - (B) In open ground—Up to 50 sq. m. ... 5 zlotys per sq. m. From 50 to 100 sq. m. 4 „ Above 100 sq. m. 2.50 „ Least order accepted 100 zlotys.
 - (C) For stands in pavilions occupied by one exhibitor covering an area of—over 50 sq. m., a discount of 5 per cent is allowed.
- | | | | |
|-------|---|----|---|
| „ 100 | „ | 10 | „ |
| „ 200 | „ | 15 | „ |
| „ 300 | „ | 20 | „ |
| „ 400 | „ | 25 | „ |

(D) A discount of 2 per cent is granted for every previous participation under the same name.

(E) All orders received after March 15th, 1938, if accepted at all, will be charged 25 per cent more and the least order accepted after that date will be 300 zl.

Applications for stands should be addressed to Targi Poznankie, 18 Focha, Poznan, Poland (*Telegrams*: Targ Poznan), hereinafter called T. P. at the latest till the 15th March, 1938. After this date all discounts will no longer be valid. Only articles belonging to firms enumerated in the application form will

be permitted for exhibition. Application forms should be filled in type-writing. Foreign goods exhibited at the T. P. are understood to enjoy the application of conditional customs clearance, the amount being refunded on the return of exhibits. Goods whose importation into Poland is prohibited must be declared in writing to the T. P. till March 1st, 1938. The T. P. does not accept any responsibility that it will be possible to import such goods. Firms desiring to participate in this Fair may obtain application forms and further particulars from the Consul for Poland, Whiteaway Building, Hornby Road, Bombay.

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Technical Notes

Rapid Veneering Press

In connection with the article on Timber and Plywood Industry appearing in the last issue of "Exporter and Importer" we learn from Nordisk Maskinfabrik Ltd., Copenhagen, one of the numerous continental subscribers of the journal, that a

small veneering press will cost only £ 28. A medium size press will cost about £ 53, while the cost of a large press will not exceed £ 87. The price stated above are charged c. i. f. Madras, packing included. An illustration of a large sized Rapid Veneering Press will be found on the next page.

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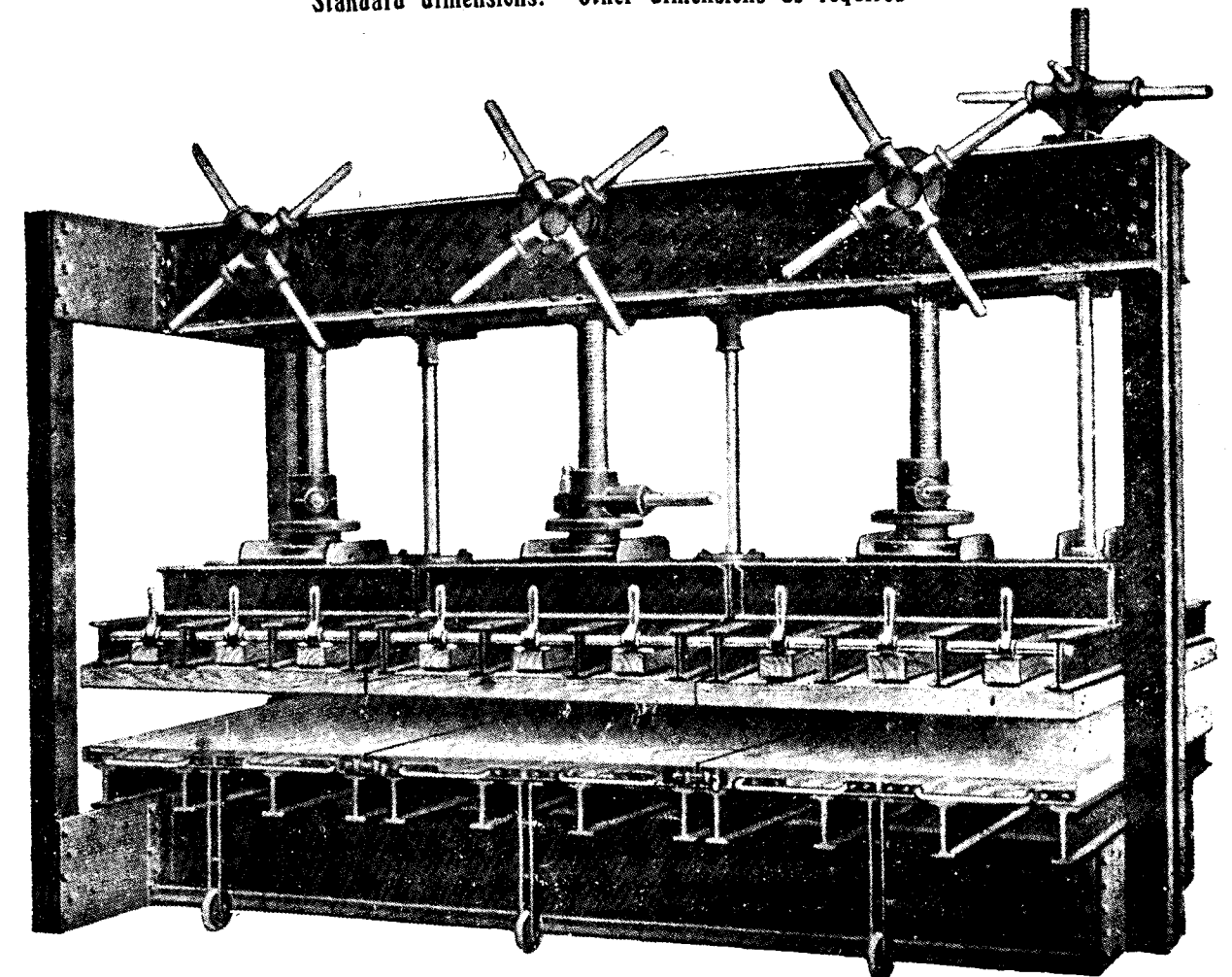
Manufacturers of Wood Working Machinery :

Universal Woodworker "Record" - Band Saws - Small Belt Grinding Machines - Belt Grinding Machine with movable Table - Circular Precision Saw - Fret Sewing Machines - Lathe Heads - Rapid Veneering Presses - 12" Surface Planers.

Enquiries Invited

RAPID VENEERING PRESS

PRESS-PLATES: 2200 x 1000 mm 85 3/4" x 39 1/4". | PRESS HEIGHT: 450 mm.
PRESS-PLATES: 2000 x 1000 mm 78 5/8" x 39 1/4". | WEIGHT: about 1500 kilos.
Standard dimensions. Other dimensions as required.



The illustration shows the latest model of a quickly working Veneering Press. The press-spindles are made of the best Siemens-Martin Steel. The pressing works by means of a ratchet-wheel for right and left setting. The press plates are raised and lowered by means of cross handles and the movement is transferred through conical wheels, made of steel. The distribution of glue is effected through the elastic arching of the upper press plate—a curved retainer piece, one end of which is held down by a wooden transverse piece while the other end is held by an eccentric, giving the press plate a downward curving. In the screwing down the press plate will then first press on the centre and thereafter gradually out towards the sides until the resistance of the elastic retainer piece is equalised and the press plate rests fully against the cross beams. Superfluous glue is removed and the veneer has time to stretch. Blister cannot occur.—The press plates are 1 3/4" (45 mm) thick and made of finest dried wood. The design with open side is very practical for veneering long pieces and saves the cost of buying a bigger press. The press plates may be used single or together. One of the plates is provided with a regulating spindle to avoid oblique pressure, if the work piece should not cover the whole plate.

Book Reviews

HANDBOOK OF COMMERCIAL INFORMATION FOR INDIA.—Published by the Commerce Department, Government of India. Price Rs. 2.

One of the greatest difficulties of a foreign business man who wishes to take an interest in the raw materials and manufactures of India, is that of obtaining accurate information easily.

To meet this difficulty and to assist in stimulating the export trade of India generally, the Commerce Department of the Government of India have published a revised edition of the "Hand Book of Commercial Information for India." The statistical tables have been arranged to show figures under each head for pre-war, post-war and recent years, and the text has also been brought up to date.

The hand book is divided into nine parts, each dealing with a different aspect of activities in India. Beginning with a review conveying an impressive picture of the size of the Indian empire, of its administrative machinery, it describes the organisation and method of administration of railways.

The next section gives details of Government Departments concerned with commercial activities. For example, it is indicated what facilities are provided by the Director-General of Commercial Intelligence and Statistics.

A valuable review is given of law and practice relating to merchandise marks, partnership and business names, law dealing with infringement of trade marks, counterfeit trade marks, false trade descriptions.

The growth, objects, membership, activities and representation in Indian Legislatures of the various commercial organisations in India, such as Chambers

of Commerce, Commercial Associations, Planter's Associations, etc., are described.

To those concerned with shipping, that section describing the principal ports and trade centres in the country, their importance as far as trade is concerned and their accessibility by railways from the interior and chief trading centres, will prove most useful for reference. The foreign and coasting trade of each port is illustrated by means of comparative tables.

The working of the Exchange Banks, both Indian and Foreign, and the complicated mechanism by which they finance Indian overseas trade, is outlined.

The chief features of India's foreign trade and the principal changes that have occurred between 1914 and 1935 are given, with tables showing the distribution of India's import trade among the principal contributing countries.

India has been chiefly a producer of primary commodities, such as grains, cotton, jute, hides and skins, and oil-seeds, which constitute one half of her total exports. Statistics show the general distribution of these exports among the different countries.

For the assistance of the business men the areas of cultivation of these raw materials are clearly set out, showing the annual yield, prices and markets in detail. In addition, the system of marketing of different raw materials in foreign markets is summarised.

In the case of other articles of export, the units of sale and shipment at the different ports are tabulated. An appreciation of the effects of the war and of the recent economical upheaval on India's export is included.

The freight rates of various articles exported from Indian ports to London are shown in a table.

Fascist Economy*

An Exposition

By Benito Mussolini

The Fascist regime does not intend to satisfy, worse still to bureaucratised, the economic life of the nation. It can control and regulate economic activities through the Guilds.....which offer the conditions required for further methodical development.

The Guilds are organs of the State, but not bureaucratic organs... The structure of our basic economic activity, agriculture, is not susceptible of greater changes..... Private ownership will continue to be the basis of our agricultural economy, which is regulated and assisted by the State, so as to enable it to attain ever higher averages of production, and co-ordinated by the action of the Guilds with other branches of national activity.....

As regards commerce, we must distinguish between its two branches. Foreign trade has become, directly or indirectly, a function of the State, and not merely to meet a contingency, as some may think; inland trade, now that self-regulation by the several categories has been secured, will not undergo any serious changes. It will remain in the hands of individuals, groups and co-operative societies.

If we turn to the sector of credit—which is to the economic life what blood is to the human body—recent measures have logically placed it under the direct control of the State, to which, for hundreds of reasons, this sector properly belongs.

Turning to small business, to that of the craftsman and the manufacturer,.....he cannot be replaced, especially in Italy.....Small and medium-sized industry will remain the sphere of private enterprise and private responsibility, co-ordinated for national and social purposes by the self-imposed regulations of the Guilds.

"As to large scale industry, working directly or indirectly for national defence, with capital obtained by the issue of stock and those other industries which have grown until they have become capitalistic or super-capitalistic phenomena, thereby creating problems which are social rather than economic, it will be organised in big units corresponding to the so-called key industries, possessing a special character of their own within the orbit of the State.

This change will be facilitated by the fact that the Government already holds through the Industrial Reconstruction Institute, the I. R. I., large blocks and in some cases the majority of the stock of the trading groups of industries of importance for national defence.....In some branches the form (of Government intervention) may be direct management, in others indirect, in others effective control. Another possibility is that of joint enterprise working with capital subscribed both by the Government and by private stock-holders, placed under joint management.

It is quite logical that in the Fascist State these groups of industries should be deprived *de jure* of that private character they lost *de facto* in 1930-31.

* Speech delivered before the second National Guild Assembly, Rome, 23rd March, 1936.

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THIYAGARAYANAGAR, MADRAS.

FOREIGN TRADE OF BRITISH INDIA IN DECEMBER, 1937.

From 1st April, 1937, the statistics of the foreign sea-borne trade of British India include the trade of British India with Burma and exclude the direct trade of Burma with other foreign countries. The figures recorded in the Indian trade returns for December, 1937, are not, therefore, comparable with those recorded for the corresponding month of the preceding year.

Merchandise.—The trade returns for December, 1937, are summarised below :—

					Month of November, 1937.	Month of December, 1937	Increase (+) or Decrease (—) in December as compared with November	
					Rs. (lakhs)	Rs. (lakhs)	Rs. (lakhs)	Per cent.
Exports	..	..	...	...	14.69	13.26	—1.43	—9.7
Re-exports	..	..	...	...	40	64	+24	+60.0
Total exports	..	..	..	..	15.09	13.90	—1.19	—7.9
Imports	..	..	..	..	15.80	14.33	—1.47	—9.3
Excess of total exports over imports	..	..	..	..	—71	—43	—	—

Treasure.—Imports of treasure (private) were valued at Rs. 17 lakhs and exports on private account amounted to Rs. 1.87 lakhs in December, 1937, as compared with Rs. 16 lakhs and Rs. 1.25 lakhs, respectively, in the preceding month.

Imports.—As compared with November, 1937, the value of Food, drink and tobacco in December, 1937, fell by Rs. 12 lakhs to Rs. 1.66 lakhs. Raw materials and articles, mainly unmanufactured, increased by Rs. 37 lakhs to Rs. 3.76 lakhs. Articles, wholly or mainly manufactured, decreased by Rs. 1.74 lakhs to Rs. 8.63 lakhs. Living animals rose by Rs. 5 lakhs to Rs. 9 lakhs while Postal articles fell by Rs. 20,000 to Rs. 18 lakhs.

Comparing the values of the imports in December, 1937, with those in November, 1937, the chief increases and decreases are as follows :—

Increases				Decreases			
Rs.				Rs.			
Kerosene Oil	..	..	... 9,44,350	Cotton piecegoods, white	..	..	.. 21,71,585
Cotton, raw	..	...	... 39,09,047	 coloured, etc	..	..	.. 19,57,521
Cotton, machinery	..	..	... 68,68,99	Cotton yarn	..	...	... 10,74,857
Precious stones—Diamonds	...	...	... 5,23,205	Wool piecegoods	..	...	... 7,55,768
Fuel oils	...	...	.. 5,00,319	Artificial silk yarn	...	...	... 21,70,491
Salt*	...	...	... 2,69,410	Petroleum dangerous, etc	..	...	... 6,16,873
				Rice, not in the husk	..	...	... 6,58,454
				Chemicals	..	...	... 5,98,268
				Silk, raw	...	...	... 5,74,079
				Dates	..	..	.. 3,60,429

As compared with November, 1937, the following are the principal instances of an increase in quantity, combined with a decrease in value in December, 1937, and *vice versa* :—

Quantity			Value	Quantity			Value
Rs.			Rs.	Rs.			Rs.
Vacuum electric bulbs	—5,789 no.	..	+7,594	Motor cars	—67 no.	..	+34,504
Sulphate of ammonia	—55 tons.	..	+11,866	Motor cycles	—8 ..	..	+2,837
Salt	—9,243 ..	..	+2,69,410	Tallow	+620 cwts.	..	—4,033

Exports.—As compared with November, 1937, the exports of Food, drink and tobacco in December, 1937, fell by Rs. 1.35 lakhs to Rs. 3.39 lakhs. Raw materials and produce increased by Rs. 38 lakhs to Rs. 5.35 lakhs. Articles wholly or mainly manufactured fell by Rs. 51 lakhs to Rs. 4.25 lakhs. Living animals recorded a rise of Rs. 40,000 and were valued at Rs. 82,000 and Postal articles rose by Rs. 4 lakhs to Rs. 27 lakhs.

Comparing the values of the exports of Indian merchandise in December, 1937, with those in November, 1937, the chief increases and decreases are as follows :—

Increases				Decreases			
Rs.				Rs.			
Cotton, raw	..	..	.. 53,57,069	Tea, black	..	..	.. 1,29,92,626
Groundnut seeds	..	..	.. 36,84,576	Cotton piecegoods	..	..	.. 35,29,839
Wheat	..	..	.. 10,55,765	Linseed	..	..	.. 22,54,722
Iron pig	..	..	.. 8,68,036	Goat skins, raw	..	..	.. 6,41,005

As compared with November, 1937, the following are the principal instances of an increase in quantity combined with a decrease in value in December, 1937, and *vice versa* :—

Quantity			Value	Quantity			Value
Rs.			Rs.	Rs.			Rs.
Mica	..	+1,398 cwts.	—3,78,282	Linseed cake	..	+395 tons.	—1,16,452
Jute, raw	..	—1,231 tons.	+3,02,056	Bones for manufacturing purposes	..	—799 ..	+77,737

Balance of Trade.—India's visible balance of trade in merchandise and treasure during the nine months, April to December, 1935, 1936 and 1937, is shown in the following table. The figures are arrived at by combining the balances of transactions in (1) private merchandise and (2) treasure (private account). The balance of remittances of funds is also shown with details at the end of this table. In these balances the sign *plus* (+) indicates net export and *minus* (—) net import.

		NINE MONTHS, APRIL TO DECEMBER		
		1935	1936	1937
		Rs. (lakhs)	Rs. (lakhs)	Rs. (lakhs)
Exports of Indian merchandise (private)	..	+1,15.44	+1,35.41	+1,41.39
Re-exports of foreign		+2.74	+3.73	+5.66
Imports of foreign		—1,00.01 (a)	—90.17 (a)	—1,29.69 (a)
Balance of trade in merchandise	..	+18.17	+48.97	+17.36
Gold (private)*	...	+2.906	+23.66	+12.18
Silver (private)*	...	+2.25	—9.68	—2.40
Currency notes (private)	..	+25	+20	+19
Balance of transactions in treasure (private)*	...	+31.56	+14.18	+9.97
Total visible balance of trade	...	+94.73	+63.15	+27.33
Purchases of Sterling by the Reserve Bank of India	...	—30.96	—41.91	—14.15
Sales of Sterling by the Reserve Bank of India		..	..	..
Transfers of Government securities	...	—59	—11	—9
Interest drafts on India in respect of Government of India securities	..	—26	—24	—23
Balance of remittances of funds	..	—31.81	—42.26	—14.47

Shipping.—In the month of December, 1937, there were 281[†] arrivals and 364[‡] sailings *with cargoes* in and from India, as compared with 298 and 345, respectively, in the preceding month.

The tonnage (net register tonnage) of vessels entered *with cargoes* at ports in British India from foreign countries and British Possessions during the month of December, 1937, amounted to 722,801 and the tonnage (net register tonnage) cleared to 848,393, as compared with 791,085 and 803,892, respectively, in the preceding month.

(a) Exclusive of the value of Railway materials (Rs. 54 lakhs, Rs. 54 lakhs and Rs. 28 lakhs in the nine months, April to December, 1935, 1936 and 1937, respectively), imported direct by State Railways working under Company management which was not paid for in the ordinary way, and not, therefore, taken into account in arriving at the balance of trade.

* These exclude transactions which do not enter into the balance of trade.

† The provincial details are as follows :—Bengal 54, Orissa 4, Bombay 77, Sind 41 and Madras 105.

‡ The provincial details are as follows :—Bengal 117, Orissa 1, Bombay 47, Sind 73 and Madras 126.

INDO-CEYLON AIR TRANSPORTS LIMITED.

20, Second Line Beach, MADRAS.

We intend to assemble light air craft in India of the following specifications :

2 seater with 40-70 H. P. Engine, metal fusilage and ribs and wooden spar.

Cruising speed 75 to 85 miles.

Range 250 to 350 miles.

Maximum load 450 lbs.

Tare weight not to exceed 650 lbs.

Gross weight not to exceed 1,100 lbs.

Manufacturers of such parts are requested to submit tenders stating at what rate they can supply, either finished or unfinished, with photographs and with details of stress analysis. Contract for 100 air crafts a year.

Those interested may write for detailed information.

[Continued from page 4]

New York, N. Y.—American Institute of Mining and Metallurgical Engineers. (Date not announced, usually held January). Automobile Accessory Manufacturers Association. February 27-March 4, 1938. Automobile Parts, Equipment and Maintenance Exposition. October usually. International Heating and Ventilating Exposition. January 24-28, 1938. National Automobile Show. Usually October. National Aviation Show. February

5-12, 1938. National Business Show. Usually October. National Electrical and Radio Exposition. April 20-30, 1938. National Motor Boat show. January 7-15, 1938. National Trailer Show. (Date for 1938 not announced—usually held September). Radio Parts Manufacturers National Trade Show. October Usually
Newark, N. J.—National Motor Truck Show. Usually November.
Philadelphia, Pa.—Philadelphia Electric and Radio Show. Usually October.



ANNOUNCEMENT

RADIO CRAFTERS ANNOUNCE

Plans for early assembling of
“INDIA” Receivers at their assembly plant in Madras

Starting 1st June 1938

Manufacturers in the United States are desired to communicate with them for supply of standard parts

CABLE:
“CRAFTERS”

Assembling Plant
THYAGARAYANAGAR

RADIO CRAFTERS
EXECUTIVE OFFICES
20, Second Line Beach
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(S. India.)

CODE :
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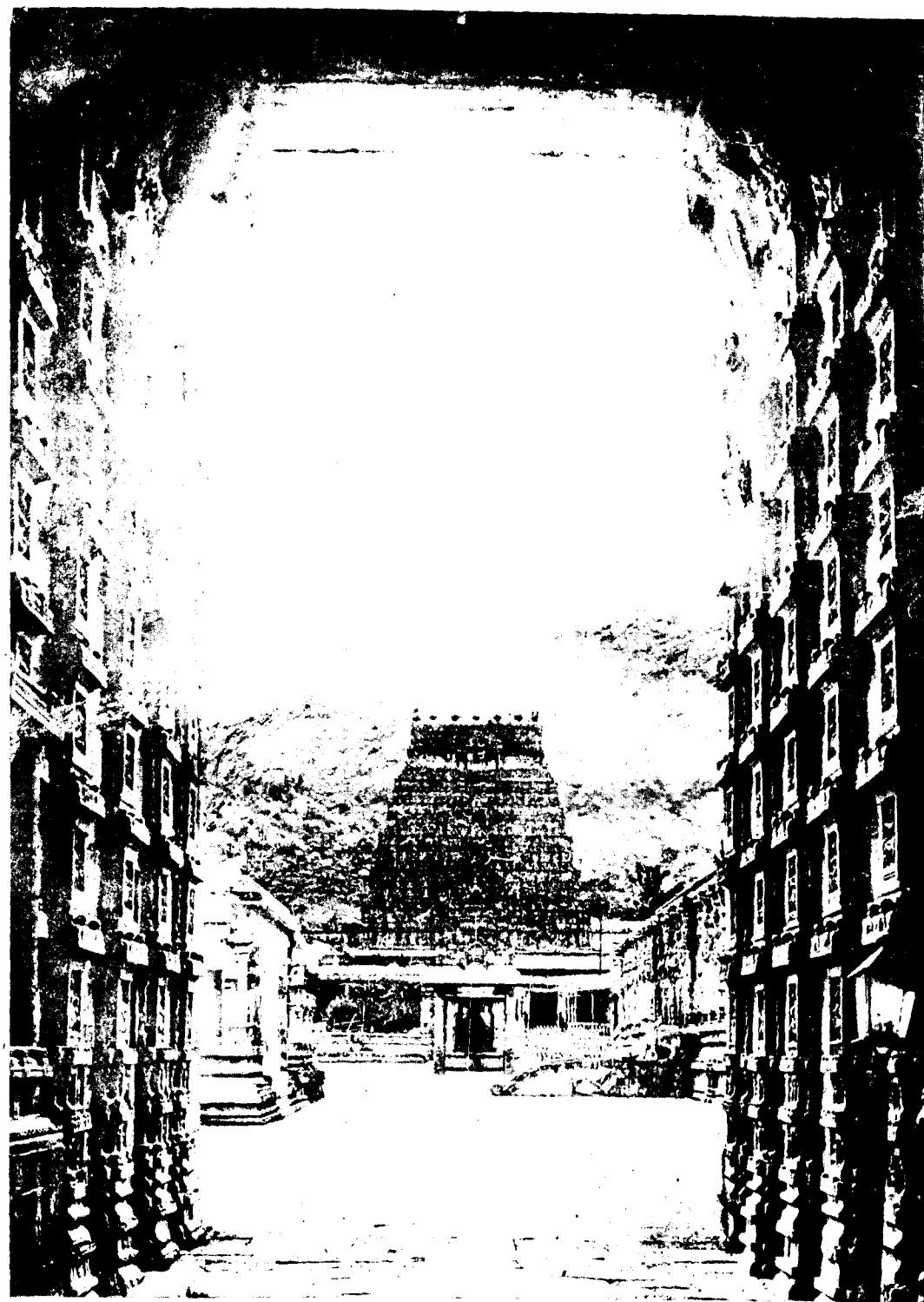
Our subscribers include D. M. Reid, Esq. of Messers. Beardsell & Co. Ltd., Madras, Messers Marshall Sons & Co. (India) Ltd., Messers Alembic Chemical Works Co. Ltd., Baroda and Messers Nordisk Maskinfabrik Ltd., Copenhagen, Denmark.

Enlist yourself as a subscriber to-day

EXPORTER & IMPORTER

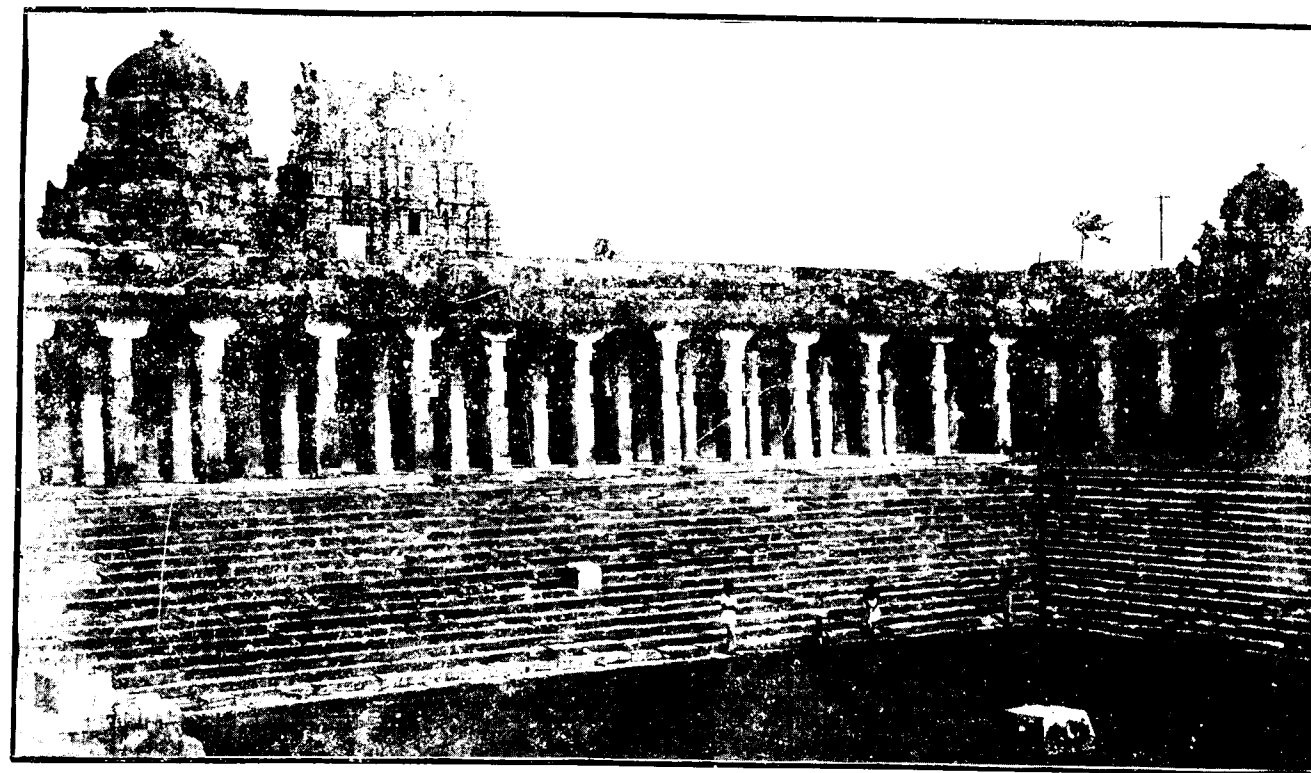
P. B. 159, MADRAS

“TRAVEL INDIA” - Series II



Temple View Tiruvannamalai

“TRAVEL INDIA” - Series II



Temple Tirukogarnam



Nilgiri Mountain Railway

[Continued from page 62]

January 15.

24844. S. D. Master and S. R. Lalkaka.—Improvements in Indian “katchha” or grip truss or hamper or suspender and the like with a waste band tie or belt for same.
24845. Standard Telephones and Cables Ltd.—Improvements in or relating to electric remote indications systems. (January 15, 1937.)

January 17.

24846. W. Banham.—Improvements in power transmission, conveyor and similar belting, friction surfaces such as brake linings and the like. (January 26, 1937).
24847. Union Oil Co. of California.—Lubricant and process of making it.
24848. H. S. Dixon.—Improvements in and relating to tents, boats, masts and other collapsible structures comprising inflatable pneumatic tubes or framework.
24849. Pirie, Appleton & Co., Ltd.—An improved method and means for the manufacture of envelopes, bags, and similar articles from a continuous web.
24850. International Combustion Ltd., and W. F. Harlow.—Improvements in centrifugal pumps: (April 26, 1937.)

24851. Standard Telephones and Cables Ltd. Improvements in or relating to electrical communication systems. (January 25, 1937.)
24852. Imperial Chemical Industries Ltd.—Improvements in or relating to the treatment of textiles. (January 23, 1937.)
24853. W. Voith, H. Voith and H. Voith (trading as the firm of J. M. Voith).—Improvements in or relating to blade wheel propellers.
24854. A. Goditiabois and F. J. Pirlot.—Improved apparatus for imparting vibratory motion.
24855. P. Uldall.—An *anti-waste* cork. [Addition to No. 22715.]
24856. Marcion’s Wireless Telegraph Co., Ltd.—Improvements in or relating to their mionic valve. (February 11, 1937.) [Addition to No. 23502.]
24857. Kingsbury Engineering Co., Ltd.—Improvements in and relating to type costing machine. (March 2, 1937.)
24858. S. S. Wrightson.—Improved rail chairs or tin plates.
24859. C. Wagner.—Improvements in or relating to warp stop motions.
24860. Burn & Co., Ltd., and G. P. Chestney.—Improvements in or relating to railway crossings and wing-rails therefor.



D. M. Reid, Esq., M.L.C., President, Madras Chamber of Commerce, writes:—

“I find your Magazine most interesting and agree with you that there is room for a journal which particularly stresses the importance of the export business of India. Kindly send me two further copies of your issue for January, 1938.

“I have not had time to read it extensively but one particular article has attracted my attention.”

D. P. Khaitan, Esq., Calcutta, writes:—

“I thank you for having sent to me a copy of your useful journal the ‘Exporter and Importer.’”

“EXPORTER & IMPORTER”

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Immediately after receiving this form fillidup you will be entered in the register of the world wide “Exporter and Importer” Information Bureau

Name of firm or person	Proprietor
Address	When Established
Place	

1. Do you buy on your own account ?
What articles ?

2. For what goods do you now require offers ?
(Give exact date)

3. Are you a subscriber of “Exporter and Importer” ?

4. What references can you give ?

5. Who are your bankers ?

6. For what firms if any are you authorised to make collections ?

7. Do you want agencies : For what firms and in what lines do you already work ?

8. Can you work in any other lines ?

9. In what district or province do you work ?

10. What class of customers do you cater to?
(Wholesalers? Retailers? Department stores? Factories? Banks? Government Authorities?)
11. Have you offices of your own? Storage and show rooms? Own staff?
12. What should be the price, quality, weight, execution etc. of the goods if a good business is to be ensured?
13. What are the prices and payment conditions customary at your place?
14. What are the other conditions necessary for a faultless settling of the transactions?
(packing, time of delivery, legal regulation etc)
15. In what language can correspondence be carried on?
16. Is it necessary to send the correspondence and offers by airmail?
17. Do you want a new gratis copy of "Exporter and Importer"?
18. Shall we send a specimen copy to your friends? Give exact addresses. Shall we also send it to your club? give Address
19. Do you wish to receive the "Exporter and Importer" regularly every month, the subscription being only Rs. 10 per year?
20. Do you wish to obtain information on the numerous advantages of a membership in the "Exporter and Importer" International Museum?

Membership of "Exporter and Importer" will confer on you many advantages at a trifling cost.

Place and date

Signature

Patent Office Notices

APPLICATIONS in respect of the following new inventions have been filed in the Patent office, Calcutta. [The dates shown in the crescent brackets are the dates claimed under Section 78-A of the Act.]

January 3, 1938.

24780. T. Chester.—Improvements in or relating to air cooling or conditioning. (December 29, 1936.)
24781. Society of Chemical Industry in Basle.—Process for the manufacture and purification of compounds of the suprarenal cortical hormone series.
24782. J. F. Haig & Co., Ltd. and J. F. Haig.—Improvements in or relating to sleeve cuffs.
24783. The United Wire Works, Ltd.—Improvement in the manufacture of paper-makers' wire cloth. (April 23, 1937.)
24784. K. Mitterbiller-Epp.—Process of recovering colloiddally and molecularly dissolved substances in solid form.
24785. L. Gardner & Sons Ltd.—Improvements in or relating to means for varying the fuel supply to internal combustion engines. (January 1, 1937.)
24786. S. S. Sastry.—Improvements in or relating to thermionic valve circuits for wireless systems.
24787. Metal Carbides Corporation.—Metal working processes and products. (July 7, 1937.)
24788. A. G. Kershaw and Westinghouse Brake and Signal Co., Ltd.—Improvements relating to point or signal operating levers for railways and the like. (February 12, 1937.)
24789. Universal Oil Products Co.—Process for producing hydrocarbons of high anti-knock value and boiling within motor fuel boiling range.
24790. Metallgesellschaft Aktiengesellschaft.—Process for the catalytic synthesis of hydrocarbons.
24791. Telefunken Gesellschaft Fur Drahtlose Telegraphie m. b. H.—Improvements in or relating to cathode ray tubes
24792. J. Brandwood.—Improvements in or relating to the production of folded textile threads
24793. Ehrich and Graetz Aktiengesellschaft.—Improvements in or relating to the feeding of liquid fuel.
24794. Societe De Realisation Des Brevets Et Proceeds Xyloid.—New plastic material and process for manufacturing the same.
24795. V. S. Keshav. — Epi-dia-scope.

24796. Paris Crown Seals Ltd.—Improved capsule for bottles, jars and the like.
24797. Otto Raz.—An improved combination radio and clock cabinet,
24798. J. W. Hoag.—Method and apparatus for treating materials.
24799. Societe Internationale De Participations Industrielles Et Commerciales, Societe Anonyme.—Process and apparatus for making elastic threads. (May 6, 1937.)

January 3, 1938.

24800. Dr. H. Berkel.—Improved process for opening up materials containing cellulose.
24801. Marconi's Wireless Telegraph Co. Ltd.—Improvements in or relating to radio and other carrier wave receivers. (April 6, 1937.)
24802. T. G. Nyborg and The Mining Engineering Co. Ltd.—Improvements in or relating to the extraction of dust from air and gases by spraying with liquids. (July 16, 1937.)
24803. Automatic Telephone and Electric Co. Ltd.—Improvements in telephone systems and automatic switches suitable for use therein. (February 1, 1937.)
24804. Osterreichische Glasfabriken Und Raffinerien Josef Inwald A. G.—Improved method of manufacturing light diffusing glass articles. (February 5, 1937.)
24805. R. H. Whitelegg, and Whitelegg and Roggers Ltd.—Improvements in or relating to grease guns. (April 24, 1937.)
24806. J. J. Munson.—Rolling mills.
24807. Telefunken Gesellschaft Fur Drahtlose Telegraphie m. b. H.—Improvements in or relating to neutralisation circuits suitable for use in short wave radio and like transmitters.
- 24808.—B. Blakemore and The Lancashire Metal Subliming Corporation Ltd.—Improvements in or relating to the low temperature distillation of liquid or solid carbonaceous material.
- 24809.—N. V. De Bataafsche Petroleum Maatschappij.—Process for the manufacture of high pressure lubricants.
24810. Parks-Cramer Co.—Liquid atomizing devices.

January 4.

24811. O. Lefnaer.—Process of working internal combustion engines by pulverised fuels, particularly coal dust internal combustion engines.

EXPORTER & IMPORTER

February 1938

January 5.

24812. H. Goerz and A. Rennert, trading as A. Goerz & Co. Lager-syndikat.—Improvements in and relating to lubricating devices for axle boxes and the like.
24813. Binny & Co. (Madras) Ltd.—Method of and apparatus for removing the husks from betel nuts and the like nuts.
24814. G. B. Bakle.—A manner of and type font for printing devanagari or like scripts.

January 6.

24815. A. Hakim.—Improvements in or relating to hand pumps.
24816. K. B. Tarkar.—An improved metal goblet.

January 7.

24817. M. N. Goswami.—Manufacture of synthetic plastics from vegetable, animal and marine oils.
24818. R. M. Green.—Improvements in refrigerating systems.
24819. J. Stone & Co. (India) Ltd.—Packless gland cock.
24820. C. K. Morrison.—Improvements in and relating to machines for rolling rubber coagulum. (February 12, 1937.)
24821. R. D. Shroff.—Improvements in and relating to multiple effect evaporation processes and apparatus for juices and other liquids.
24822. The Indian Hume Pipe Co. Ltd.—Apparatus for manufacturing reinforcing cages for concrete pipes, culverts, columns and the like.

January 8, 1938

24823. Austral Cabinet Co. Ltd.—Improvements in and relating to closets. (January 9, 1937.)
24824. Kumardhubi Fireclay & Silica Works Ltd.—Improvements in or relating to the manufacture of porous bricks, blocks or other articles of ceramic ware.
24825. N. K. Padmanabhan.—Improved method of and means for roasting cashew nuts.

January 10.

24826. British & Dominions Feralloy Ltd.—Improvements in and relating to the manufacture of cast iron. (January 30, 1937.)
24827. J. A. Crabtree & Co. Ltd., H. F. McLoughlin.—Improvements in, or relating to, electrical switch-fuse combinations. (February 15, 1937.)
24828. Non-Drip Measure Co. Ltd., F. W. Berwick and A. G. Berwick.—Improvements in or relating to devices for delivering measured quantities of liquid. (February 12, 1937.)

24829. H. A. Brassert and H. A. Brassert & Co. Ltd.—Improvements in and relating to the refinement of steel. (January 13, 1937.)
24830. Electrical Research Products Inc.—Photo-electric cell apparatus. (January 11, 1937.)
24831. Maybach-Motorenbau, Gesellschaft mit beschränkter Haftung.—Mechanism for controlling the pressure medium of power-operated speed changing mechanism. (Addition to No. 22547.)

24832. Standard Telephones and Cables Ltd.—Improvements in or relating to thermionic amplifiers (January 22, 1937.)
24833. Wellesley Holdings Ltd.—Improvements in or relating to a process for the manufacture of fertilisers (January 11, 1937.)
24834. F. L. Bolt and Wallsend Slipway & Engineering Co. Ltd.—Improvements in or relating to liquid fuel burners.
24835. Aktiebolaget B. A. Hjorth & Co.—Improvements in starting burners for the heating of gasification burners for cooking and lighting apparatus, heating lamps and the like.
24836. M. J. Udy.—Improved manufacture of sodiumbichromate.

January 11.

24837. Hannoversche Maschinenbau-Actien-Gesellschaft vormals Georg Egestorff (Hanomag).—Improvements in internal combustion engine for dust-fuels.
24838. Hannoversche Maschinenbau-Actien-Gesellschaft vormals George Egestorff (Hanomag).—Improvements in chamber with air admission for storing dust-fuel for dust Motors.

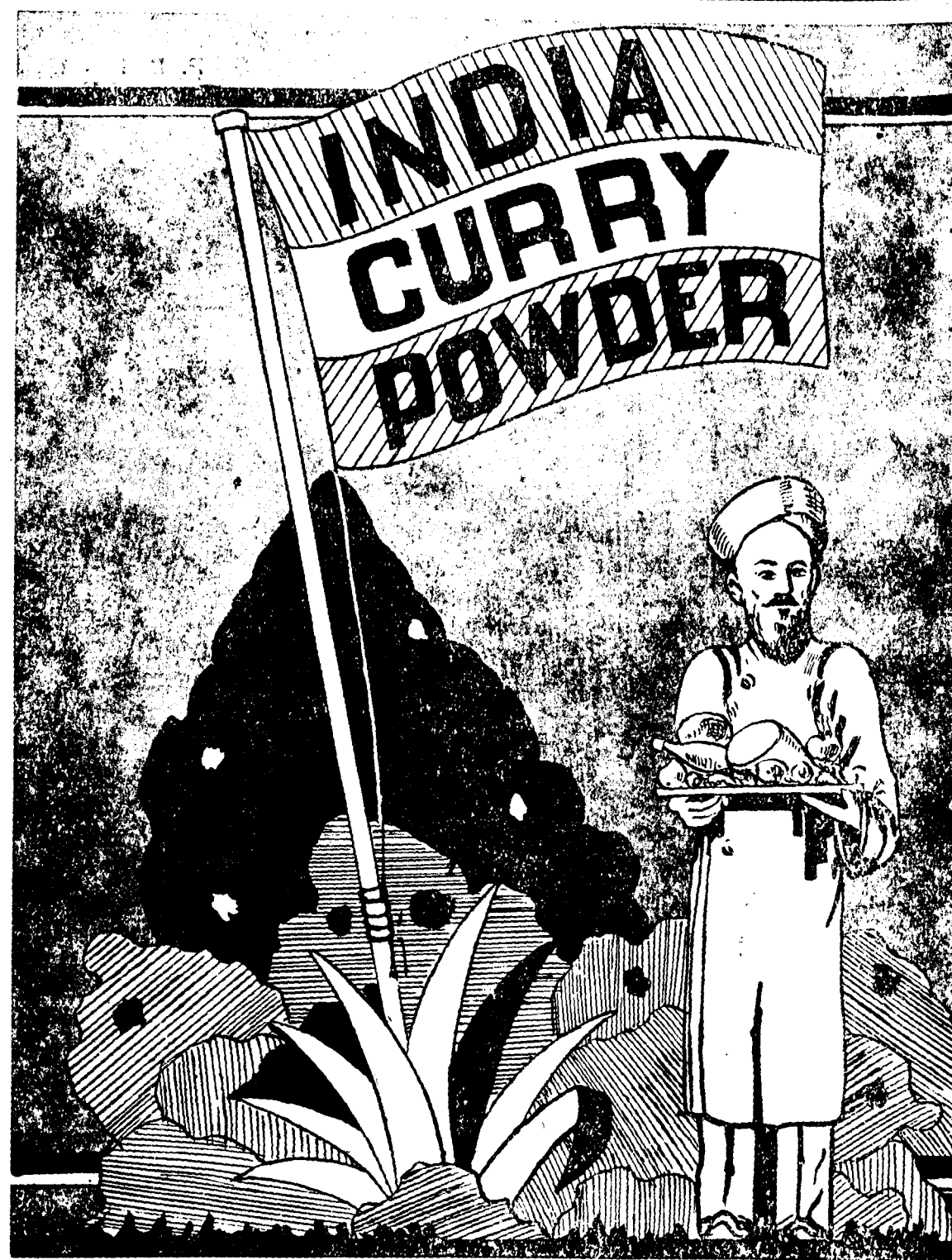
January 12.

24839. Maschinenfabrik Esslinger.—Improvements in or relating to the manufacture of blocks composed of compressed carbon dioxide snow.

January 14.

24840. The General Electric Co. Ltd.—Improvements in high-pressure mercury vapour electric discharge lamps. (January 11, 1937.)
24841. P. R. Bhandarkar.—Improvements in or relating to the extraction of cashew nut shell oil.
24842. K. P. Paul.—A machine for manufacturing or punching washers.
24843. M. K. Narasimha Ayer.—A new type of water pump to be called "Sri Rama" pump.

Kegd. No. M. 3790.



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