

World Trade Statistics

The January number of the Monthly Bulletin of Statistics of the League of Nations gives tables, information on world trade, shipbuilding and freight rates, monetary gold reserves and tourists' expenditure.

Gold value of world trade

The gold value of world trade in November, 1937 maintained approximately the level reached in October and was 20% higher than in November, 1936. About one half of this increase in values is, however, due to the higher level of prices as compared with last year, but although the seasonal increase of trade in the last month of 1937 is smaller than in earlier years, the quantum of trade in November, 1937 was probably still about 10% higher than a year ago.

Between October and November 1937 there was a decrease of imports into the U.S.A. of about 8 millions old U.S.A. dollars, into the Netherlands of about 6 millions, and into Japan of about 5½ millions. Although imports into Japan dropped from nearly 64 millions in June to 37¾ millions in November, 1937, the latter figure still equalled that of November 1936.

On the other hand imports into the United Kingdom increased by 7 millions, into Norway by 6 millions, into France by 5 millions, into Australia and India by about 4 millions.

Total world imports were practically equal in October and November 1937, but world exports declined by about 2%.

The biggest declines in exports were the U.S.A.—11 millions; Belgium—8 millions; Japan—7 millions; the United Kingdom and Argentina—5 millions; Germany and the Netherlands each—2.5 millions. Exports increased, partly in accordance with seasonal movements, in Australia, New Zealand, Greece, Switzerland and Palestine.

Industrial production

The November indices of industrial production show a new decline in the U.S.A. to 75.6% of the 1929 level. The drop from August 1937 to November amounts to 23%. Industrial production was well maintained in most other countries, and continued to increase in several countries.

World tonnage

The world tonnage launched during the year 1937 increased by 25% as compared with the preceding year, and more than doubled, as compared with 1935.

With the exception of France, all the main shipbuilding countries participated in this upward movement. The percentage increase in 1937 over 1936 was greatest in the U.S.A. (108%); Italy (93%); the Netherlands (81%); and in Japan (52%); the increase in Germany was 13%, in the United Kingdom 7% and in Sweden 3%.

The total tonnage launched in 1937 was still about 5% less than in 1929. The level of 1929 was exceeded by 172% in Japan, 85% in the U.S.A., 72% in Germany and by 48% in Sweden. In the Netherlands it reached 91% of the 1929 level, in the United Kingdom 60% in France and in Italy 30%.

Of the total tonnage launched in 1937, 35% was constructed in the United Kingdom and Ireland, 17% in Japan, 16% in Germany, 9% in the U.S.A. 6½% in the Netherlands, 6% in Sweden, 5% in Denmark and 5½% in the remaining countries.

Tonnage under construction

The tonnage under construction at the end of 1937 was everywhere considerably higher than at end of 1936. The figures for the last quarter of 1937, as compared with the preceding quarter, show, however, a slight recession in several important shipbuilding countries. This recession coincides with a notable decrease in ocean freight rates since September last.

World's visible monetary gold reserves

At the end of December the amount of the world's visible monetary gold reserves held by the central institutions of all countries (excluding the U. S. S. R., Italy and Spain, for which no regular information is available, and stabilisation funds, for which no up-to-date data are forthcoming) was 889 million old U. S. A. gold dollars larger than at the end of 1936. This increase is about 200 million greater than the estimated amount of new gold produced in 1936. Although it would appear on the basis of available figures that gold production in 1937 has again increased by some 10%, the increase in reserves probably still exceeds production.

During the last quarter of 1937, visible gold reserves increased by about 150 million dollars. The largest part or 81 millions of this increase goes to the account of the Bank of France; the reserves of the Netherlands increased by 40 millions, those of Switzerland by 21 millions, and of the U. S. A. by 11 millions. The continuous flow of gold to the U.S.A. which from the end of 1933 to the end of 1937 amounted to more than 3,500 million dollars, has recently been checked and has for the first time since the beginning of 1933 given way to a small decrease between October and December, 1937.

News in Brief

PROGRESS OF INDIAN PAPER INDUSTRY

The progress made by the paper industry in India under the scheme adumbrated under the Bamboo Paper Industry (protection) Act, 1925, has fully justified the policy of discriminating protection sanctioned by the Government of India in 1925" says a note submitted to the Tariff Board by the Imperial Forest Research Institute, Dehra Dun, on the present position of the paper industry and the possibilities of its future development. The protection granted to the industry has enabled the Indian mills not only to supply the entire increase, a consumption of 12,420 tons of writing and printing papers of the "protected" class during this period, but has also enabled them to capture 8,200 tons, or about 41 per cent of the foreign imports of these papers. The note mentions that there is a vast scope for the manufacture of packing, wrapping, newsprint, cheap printing papers and boards of various kinds in this country.

MANUFACTURE OF TUBES & TYRES

The manufacture of tubes and tyres for motor cars and bicycles is one of the latest among modern industries which have been started in India. The rapid advance of the rubber manufacturing industry in India is marked by the existence of a large number of factories, the most notable and more recent of which is the one started by the Government of Travancore. Out of the 12,000 tons of rubber annually available from India, 90 per cent comes from Southern India and the Travancore factory, which is situated in the midst of the majority of Indian rubber plantations, uses the rubber thus available for manufacturing their various products.

ALL INDIA ELECTRICAL CONFERENCE

An All India Electrical Conference and Exhibition will be held in Calcutta during the Easter holidays. Such a Conference and exhibition being unique of the kind in India the general meeting of the Chamber of Electrical Engineers has decided to hold the electrical exhibition at the Victoria House from April 12 to 18, and the conference on the 14th and 15th. The Calcutta Electric Supply Corporation has closely identified itself with the welfare of the Chamber and have offered a portion of the Victoria House for the exhibition.

AN IRON INDUSTRY FOR EGYPT

It is understood that a group of German firms connected with the iron industry are negotiating with the Egyptian Government and interested Egyptian circles concerning the exploitation of the large iron ore fields near Assuan. It is stated here that the foundation of an Egyptian company for the establishment of a national Egyptian iron industry is planned.

CERAMIC INDUSTRY IN SOUTH INDIA

On the recommendation of the Board of Industries and the Director of Industries, the Government have, under Sections 5 (1) (a) 6 (d) and 15 of the Madras State Aid to Industries Act, agreed to take shares to the value of Rs. 20,000 in the East Coast Ceramic Industrial Ltd., Vizagapatam and to the value of Rs. 10,000 in the Madras Stoneware Pipes Ltd., subject to certain conditions.

"The main raw materials required for the industry are clay and coal," states a communique issued by the Minister for Public Information. "A survey of the ceramic possibilities of the Presidency was carried out by the Department of Industries in the years 1930 to 1933 and a report of the results was published for general information. The report shows that there are possibilities of developing the manufacture of certain branches of the ceramic industry. Clays similar to kaolin or china clay are available in abundance in Vizagapatam, Nellore, Chingleput, Cuddapah and other districts, while clays which could be classified as pipe clays occur in East Godavari, West Godavari, Kistna, Chingleput and certain other districts. Coal which is required for firing can be obtained either from Bengal or the Singareni collieries. Stoneware pipes are imported into the Presidency from Northern India, principally from Bengal and Jubbulpore. In addition there are imports by sea into the Presidency. In connection with the drainage schemes of the municipalities of the Presidency there is likely to be a considerable demand for stoneware pipes. There is undoubted scope for the development of the industry. The floatation of these companies is therefore of considerable industrial importance."

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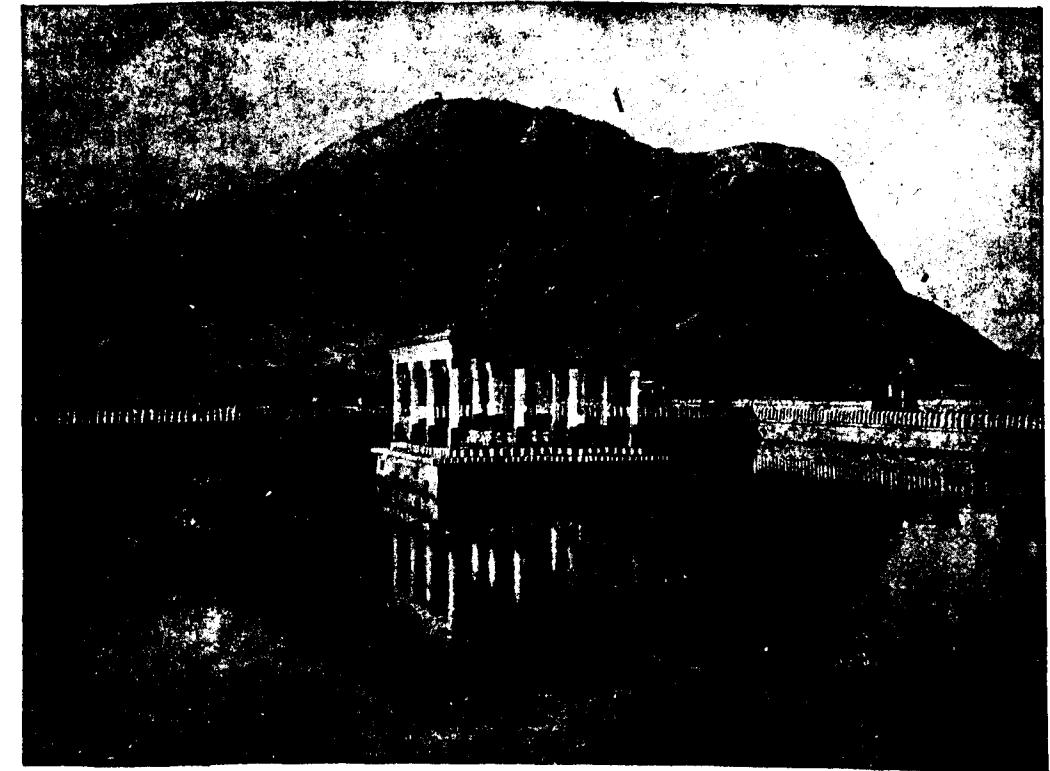
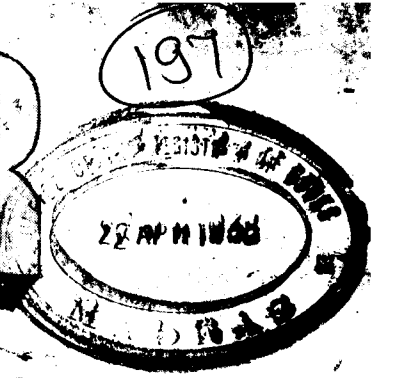
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The Southern India Chamber of Commerce.

INDIAN CHAMBER BUILDINGS,
Madras, 25th February, 1938.

No. G. 322.

The Deputy Managing Editor,
Exporter & Importer,
2nd Line Beach, MADRAS.



Dear Sir,

I am very pleased with the get-up and arrangement of matter in your monthly magazine "Exporter and Importer". You have made a successful endeavour in bringing Indian Products to the notice of the foreign buyers and drawn prominent attention to the industrial position of the country. I believe it bids fair to become a first-class authoritative journal for South India in commercial and industrial matters.

Yours faithfully,

Adam Hajee Mohamed Sait

Hon. Secretary.

Journal of the Indian Merchants' Chamber, Bombay

In view of the immense possibilities of the foreign markets of India a journal chiefly devoted to the discussion of problems as would further the export and import trade of India is pleasingly welcome. The publishers of the "Exporter & Importer", Messrs. Chettiar & Co., 20, Second Line Beach, Madras are to be congratulated for bringing forth such a publication. The special industries number (January issue) has not only dealt with the important industries of India and their latent possibilities but gives a wealth of information not easily reached by the men in the street. At the present stage of India's foreign trade, the utility of a suitable organ of the kind of "Exporter & Importer" cannot be over emphasised. The efforts of the organisers of this journal are worthy of praise and we wish them every success. March 1938.

Directory of Indian Exporters

A LIST OF CERTAIN EXPORTERS OF MINERALS & ORES IN INDIA.

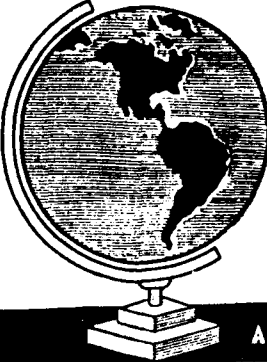
Martin & Co., 139-41, Khoja Mohalla, Bombay, No. 3.
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[Continued on page 30]

Our latest subscribers include The Chief Secretary to the Government of Mysore, The Director of Commerce and Industries and the Director of the Sandalwood Factory in the Mysore State.

We are grateful to the publishers of "Commerce," Indian Textile Journal," the "Indo-Czechoslovak Trade Journal," and the "Journal of the Motion Picture Society of India," (all from Bombay) for placing us on their exchange list.



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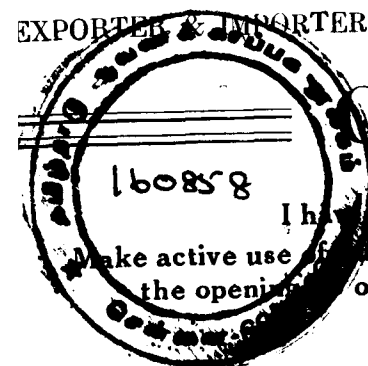
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VOLUME ONENUMBER SIX



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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.]

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"But the journal's scope is not confined to industries: its principal aims, in fact, are to discuss foreign trade problems, and to help to push Indian goods in foreign markets by providing necessary information. The latter of these objects is well served by such descriptions of industrial activity as are contained in the present issue. The aims of the journal are thus well directed, and we trust that it will enjoy a long career of usefulness to Indian trade and industry."

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Journalie w Waschei Korrespondencii.

SPASIBO.



The following trade enquiries 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 enquiries for more than one commodity should specify in which of them the respondent is interested.

Stop-cock and Bib-cock.

(AA—136) A local firm of manufacturers enquiries for purchasers in India of Stop-cock and Bib-cock.

Wood Naptha.

(AA—136) A firm at Cawnpore desires to be put in touch with manufacturers of Wood Naptha in India.

Bristles.

(AA—141) A local correspondent desires to be put in touch with purchasers of Bristles in India.

Cotton.

(AA—142) A firm in Silchar (Assam) enquiries for purchasers of Cotton in India.

Umbrella Cloth.

(AA—143) A firm in Hong Kong desires to be put in touch with exporters of Umbrella Cloth in India.

The following trade enquiries were received by the Indian Trade Commissioner in London during the quarter ending December, 1937.

Numerous enquiries were received during the quarter under review from importers in the United Kingdom and America, who wished to be put in touch with manufacturers and exporters in India of various classes of manufactured goods and raw produce. Brief details of some of the more interesting of these enquiries are given below:—

Agencies.—An important firm in Liverpool stated that they were very desirous of obtaining a sole selling agency in the United Kingdom and Ireland for certain Indian goods. This enquiry was referred to the Director-General of Commercial Intelligence and Statistics.

Bedspreads.—Two enquiries were received from London firms who wished to obtain hand block

printed cotton bedspreads for direct shipment to America. The names of certain manufacturers were suggested and the enquiries were also referred to the Director-General of Commercial Intelligence and Statistics for assistance.

Boots and Shoes.—A London firm, who had seen samples of Indian-made white canvas crepe rubber-soled shoes at a Trade Fair, in the United Kingdom, asked to be put in touch with manufacturers of such goods. The Director-General of Commercial Intelligence and Statistics was asked for assistance and subsequently the name of one firm in India, who expressed an interest in the matter, was passed to the enquiring firm.

Canned Mangoes.—A list of exporters in India of canned Mangoes was furnished to an enquirer in Glasgow and a list of importers in the United Kingdom was given in response to an enquiry from a salesman in the Midlands.

Charcoal.—The Director-General of Commercial Intelligence and Statistics was asked on behalf of a London firm, for the names of manufacturers in India of wood charcoal, which it was understood was being exported to the United Kingdom.

Cotton Duck.—An Edinburgh firm expressed a wish to be put in touch with manufacturers in India of cotton duck and submitted a sample of the material required. The Director-General of Commercial Intelligence and Statistics was asked to make enquiries on behalf of this firm.

Cotton Piecegoods.—The names of exporters in India of cotton piecegoods were furnished to a London firm who wished to establish connections with firms specialising in such goods suitable for the Chilean market. Another enquirer was given the names of exporters in India of cotton piecegoods, cotton jeans, bafts etc., required for Nigeria.

Drugs.—Full details of the Indian species of Ephedra were furnished to two firms in London who had made enquiries concerning the drug and the possibility of obtaining supplies from India instead of from China. The names of known exporters in India were given.

Feeding Cakes.—An enquirer in London, who wished to establish connections with a reliable shipper in Bombay of feeding cakes, was given the names of several exporters, and the Director-General of Commercial Intelligence and Statistics was asked to get in touch with these firms and any others in a position to export, in order to ascertain the names of any who would be willing to enter into business relations with the enquirer.

Fibres.—A firm in Surrey submitted samples of the spines of the Prickly Pear which are used in the manufacture of gramophone needles, and asked whether it would be possible to obtain anything similar in India. Supplies had hitherto been obtained in South Africa. This enquiry was referred to the Imperial Council of Agricultural Research.

A firm manufacturing dartboards approached the Department with a view to obtaining samples of various kinds of fibres which they wished to try in place of materials already in use. The enquiring firm was referred in the first instance to some London houses interested in Indian fibres. It was stated that about 250 tons of the fibre ultimately selected would be required annually.

Hides and Skins.—An enquiry was received from the Resident Buyer in Great Britain for a Department Stores in Cuba for supplies of lamb skins and fancy furs. The names of several Indian exporters were furnished.

The names of exporters in India of raw goat skins were furnished in response to an enquiry received from a London firm.

Jute Bags.—An enquiry for the names of exporters in India of jute bags was received from a firm in London who wished to obtain supplies for Portuguese East Africa. The necessary information was furnished.

Leather.—The names of exporters in India of chrome leather were given to two enquiring firms in London.

Oils.—An enquirer in London was furnished with the names of exporters in India of deodorised groundnut oil.

The Director-General of Commercial Intelligence and Statistics was asked for assistance in connection with an enquiry from a firm in Scotland to import refined groundnut oil and coconut various kinds of oilcakes. The enquiring

firms wished to extend their business connections with Indian houses.

An enquiry regarding Oil of Gurjan was also referred to the Director-General of Commercial Intelligence and Statistics.

Miscellaneous.—Enquiries regarding cotton, wool and silk wastes and ivory, were received from Canada, and for rice, oils, lace, jute and drugs from Cuba. The names of suitable exporters in India were furnished to the enquirers.

A subscriber writes:

1. Charcoal made from Cocoanut shell.
I am lately informed that there is a good demand from foreign countries for this charcoal and that it is used for the manufacture of Gas masks. Will you kindly make the necessary investigation and inform me whether there is any demand for above article.

2. Shell Lime. You may not know that Travancore backwaters contain abundant deposits of shell lime or chunnam. I am told that there is a very good market for this commodity in India. I shall thank you very much if you will kindly put me in touch with buyers for this commodity at Calcutta, Bombay or any port in India.

3. Scrupine mats. First class scrupine mats used for bedding are available in large quantities here in Travancore. Each mat will cost at the most a rupee and durability much more than bedding sheets. It can be made in any size required and I am told that there is a good north Indian market for this commodity. Kindly inform me your views on this.

4. Ivory products. I should like to know which are the foreign countries that mainly consume ivory products. You know that Travancore produces a large quantity of Ivory products and as such if you can put me in touch with some buyers I shall be immensely obliged.

5. Second-hand goods, mainly clothes.
I shall thank you very much if you can get me addresses of a few firms in Japan, London, America and continent, which supply second-hand goods at very low rates. I am intending to open an auction branch for second-hand goods and if you can put me in touch with some supplying firms I can make some money out of it.

6. Honey. You know Travancore forests contain large quantities of wild honey which I can market, provided there are good buyers. I can supply on very easy terms. Please put me in touch with some buying firms for this in India.

7. I shall feel highly obliged if you can get me address of some firms in Singapore and Malaya States, for marketing the angavasthrans of Travancore hand woven.

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you in the field. This will greatly reduce the difficulties and
delays that are inevitable in to-day's International Trade and give
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may be returned back or handed over as per direction. So you
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AN INTERNATIONAL GUIDE TO BUSINESSMEN

Prospects of Trade with U.S.A.

The round of visits which Mr. H. S. Malik, the
Indian Trade Commissioner designate paid to impor-
tant commercial bodies in the country prior to his
departure has stimulated interest in the promotion of
Indo-American Trade. The United States occupy an
important place in the foreign trade of India as can
be judged from the following figures.

Netherlands	1.6	1.0	1.0	1.1
Australia	0.9	0.7	0.9	0.9
Hongkong	0.4	0.3	0.3	0.4
Dutch Borneo	0.3	0.2	0.2	0.2
Ceylon	1.1	1.0	1.1	1.4
Switzerland	0.8	1.0	1.1	1.1
Kenya and Zanzibar	2.1	2.4	2.6	2.3

IMPORTS				
(Percentage share of the various countries in India's import trade)				
	1933-34	1934-35	1935-36	1936-37
	Per cent.	Per cent.	Per cent.	Per cent.
United Kingdom	41.7	40.6	38.8	38.4
Germany	7.7	7.6	9.2	9.7
Java	2.1	1.4	1.3	0.3
Japan	14.2	15.7	16.3	17.3
United States of America	6.2	6.4	6.7	6.5
Belgium	2.3	1.6	1.8	2.2
Austria and Hungary	0.5	0.5	0.5	0.4
Straits Settlements	2.6	2.3	2.7	3.1
Iran, Arabia, Iraq, Asiatic Turkey and Sumatra	1.9	2.5	2.5	2.9
France	1.3	1.2	1.0	0.9
Mauritius	—	—	—	—
Italy	2.5	2.3	1.5	1.0
China	1.9	1.6	1.4	1.1

EXPORTS				
(Percentage share of the various countries in India's export trade)				
	1933-34	1934-35	1935-36	1936-37
	Per cent.	Per cent.	Per cent.	Per cent.
United Kingdom	32.2	31.6	31.5	32.2
Germany	6.5	4.5	5.9	4.7
Japan	8.5	16.1	13.4	15.0
United States of America	9.6	8.3	10.1	9.5
France	4.9	3.2	4.4	3.9
Belgium	3.0	2.6	3.4	3.9
Austria Hungary	—	—	—	—
Ceylon	4.2	4.5	4.5	3.8
Iran, Arabia, Iraq, Asiatic Turkey and Sumatra	1.8	1.9	1.7	1.9
Italy	3.8	3.8	2.2	2.4
Hongkong	0.8	0.6	0.3	0.3
Straits Settlements	2.3	1.9	2.3	2.2
China	3.0	1.9	1.1	0.6

Central and South America	2.2	2.6	2.0	2.3
Netherlands	2.7	1.9	2.3	2.2
Australia	2.0	1.9	1.8	1.6
Kenya and Zanzibar	0.5	0.6	0.4	0.4
Union of Socialist Soviet Republics	0.1	—	0.2	0.2
Spain	0.9	0.6	1.1	0.3
Java	0.3	—	0.3	0.4
"For Orders" cargoes	—	—	—	1.9

For the last three years, the percentage share of the U. S. A. in the export and import trade of India has been more or less stationary. It is rue that the percentage share of U. S. A. in our import trade increased from 6.2 in 1933-34 to 6.5 in 1936-37, while the percentage share in our export trade decreased from 9.6 in 1933-34 to 9.5 in 1936-37. But such variations are negligible.

We believe that there is great scope for increasing our trade with the U. S. A., not necessarily at the expense of other countries. It is undeniable that as a result of the establishment of popular ministries in the Indian provinces, a great fillip is being given to industrial development. And since India cannot as yet manufacture machinery on the requisite scale,

she will have to import the same from other countries. We suggest that in this line there is a great future for American trade with India. The same may be said as regards trade in electrical goods and appliances and radio and radio accessories.

On her part America can reciprocate by making more extensive purchases of Indian raw materials like hides and skin, oilseeds, rubber and tea. What we really want is a Reciprocal Trade Agreement with the U. S. A. The same policy was advocated by the Southern Indian Chamber of Commerce in their memorandum to the Indian Trade Commissioner-designate in New York. The U. S. Government are also in favour of Reciprocal Treaties as can be seen from the speeches of Secretary of State Hull and Assistant Secretary of State Sumner Welles, extracts from which are reproduced elsewhere.

It was our idea to bring out this issue as a hundred per cent Indo-American Trade Number. But on account of the limited time at our disposal, it has not been possible to realize the same in its entirety. We take this opportunity however to thank the American Consul at Madras for supplying us with some necessary facts and figures.

Indo-American Trade

Mr. Malik Confers With S. I. Chamber

Mr. H. S. Malik, Indian Trade Commissioner-designate at New York, met the members of the Southern India Chamber of Commerce, and discussed with them Indo-American trade relations.

The meeting took place at the premises of the Chamber and a large number of members of the Chamber were present on the occasion.

Discussion commenced after tea and light refreshments.

The Chamber presented to Mr. Malik a memorandum from which the following are extracts:—

"This Chamber feels strongly that India's trade with Canada and the United States of America ought to have been much larger under normal conditions, and it would be good of you to try and retrieve some of the lost trade by a reduction of tariff or removal of customs restrictions or other means. A Trade Agreement with the United States of America and Canada is bound to help India's trade with them, and you can help the interests of Indians settled in those countries by fostering better social and cultural contact between Indians and Americans."

might give preference to American machinery, motor cars, mineral oils, chemicals and paper.

"An important function which Indian Trade Commissioners are reluctant to take up, but which is extremely important from the point of view of Indian exporters, placed as they are at present in foreign markets, is in respect of intervention to settle disputes between buyers and sellers. The Trade Commissioner can effectively watch the interests of Indian exporters, represent them at any arbitration and obtain the best terms of settlement for them. Another important matter in which they can help the exporters is in respect of supply of market reports and reports of the standing and morality of firms. This Chamber will heartily co-operate in furnishing reports to you whenever necessary.

"You would have noticed how certain Governments are taking care to establish permanent commercial museums in foreign countries to exhibit

their products. It would be a great service to Indian agriculturists and manufacturers if you could persuade the Government of India to run a small museum at your headquarters. Considering the range of our products to be placed in the American markets, it could only be one of a modest scale, but it would serve a very useful purpose both for acquainting them with what we have to offer and for establishing direct contact instead of through other markets."

Replying to the suggestions made by the Chamber in their memorandum Mr. Malik said that he would do his very best to serve Indian interests in his new office. Referring to the suggestion that the Trade Commissioner might intervene and settle disputes between parties in America and India, Mr. Malik said that the Trade Commissioner had to serve general interests and could not fairly take part in individual cases; but he would see after going there how best interests of Indian exporters could be protected.

Review of Trade With U. S. A. in 1936-37

The United States of America (Imports Rs. 8,16 lakhs, Exports Rs. 19,16 lakhs). In the case of the United States of America imports advanced from Rs. 16,55 lakhs in 1935-36 to Rs. 19,16 lakhs in 1936-37 while imports declined from Rs. 8,94 lakhs to Rs. 8,16 lakhs, with the result that the total trade at Rs. 27,32 lakhs with the United States of America showed an increase of Rs. 1,83 lakhs. The fall in imports was due to smaller receipts of American cotton which in the year under review amounted only to 1,000 tons of raw cotton valued at Rs. 8 lakhs as against 10,000 tons valued at Rs. 91 lakhs in the preceding year. Imports of machinery and millwork, however, rose in value from Rs. 1,17 lakhs to 1,25 lakhs. Receipts of raw tobacco also advanced from 1.5 million tons valued at Rs. 23 lakhs in 1935-36 to 3.1 million lbs. valued at Rs. 42 lakhs. The value of imports of motor vehicles rose from Rs. 160 lakhs to Rs. 172 lakhs. The number of cars imported increased from 3,851 to 3,870 and that of omnibuses from 5,051 to 6,012. Smaller increases were also noticeable under instruments and apparatus, building materials and stationery. There was, however, a decline of Rs. 4 lakhs in the imports of mineral oils. Imports of lubricating oils declined in quantity from 15 million gallons to 14.5 million gallons and from Rs. 88 lakhs to Rs. 83 lakhs in value. Imports of kerosene oil

were comparatively small, and accounted for a decline of Rs. 1 lakh from Rs. 3 lakhs to Rs. 2 lakhs. There were no imports of petrol in 1935-36, but in the year under review 5,000 gallons valued at Rs. 11,000 were received. Imports of cotton piece-goods further declined from 732,000 yds. valued at Rs. 2 lakhs to 202,000 yards valued at Rs. 1/2 lakh. Imports of copper wrought declined from 64,000 cwts. valued at Rs. 17 lakhs to Rs. 32,000 cwts. valued at Rs. 10 lakhs in 1936-37. There was also a decline of Rs. 5 lakhs in the imports of hardware and of Rs. 2 lakhs under rubber manufactures which were valued at Rs. 26 lakhs and Rs. 14 lakhs, respectively, in the year under review.

On the export side, there was an improved demand for jute and jute cloth. Despatches of raw jute increased from 79,000 tons valued at Rs. 13,6 lakhs to 88,000 tons valued at Rs. 1,59 lakhs. Shipments of jute cloth increased from 775 million yards valued at Rs. 8,65 lakhs, while those of gunny bags exported numbered 16.4 million as in the preceding year, the value however recording a fall of Rs. 2 lakhs. Exports of lac advanced from 172,000 cwts. to 367,000 cwts. in quantity and from Rs. 56 lakhs to Rs. 1,02 lakhs in value. Under hides and skins, despatches of goat skins, representing the bulk of shipments in this group, fell from 13,600 tons (Rs.

1,69 lakhs) to 11,400 tons (Rs. 1,52 lakhs.) Exports of tanned and dressed hides and skins, however, increased from 351 tons (Rs. 8 lakhs) to 460 tons (Rs. 10 lakhs) Exports of linseed continued to decline and amounted to 17,000 tons valued at Rs. 25 lakhs as against 31,000 tons valued at Rs. 42 lakhs in 1935-

36. Exports of fruits and vegetables, consisting largely of cashew nuts, were valued at Rs. 103 lakhs in the year under review as against Rs. 1,13 lakhs in the preceding year. Exports of raw wool were valued at Rs. 65 lakhs, or an increase of Rs. 8 lakhs over 1935-36.



American Foreign Trade Policy: Reciprocity

Under the influence of constructive internal measures, we have achieved a substantial recovery in production, employment, and prices. But we are also buttressing this developing economic improvement by a determined effort to reestablish international trade upon a basis that will permit it to regain its volume of a few years ago and to go forward as a process mutually beneficial to all nations.

At the time I addressed you a year ago, our foreign trade program was still in its beginnings. Since then it has developed into what we, who are daily engaged upon the task of its execution, believe to be an accomplishment of importance and increasing promise. We have now concluded 12 trade agreements, which have opened to larger American exports such markets as those of Canada, Cuba, Brazil, the Netherlands, Belgium, Sweden, and Switzerland.

The foreign-trade program of this Government is based fundamentally upon what to us is an indisputable assumption—namely, that our domestic recovery can be neither complete nor durable unless our surplus-creating branches of production succeed in regaining at least a substantial portion of their lost foreign markets. Our production of cotton, lard, tobacco, fruits, copper, petroleum products, automobiles, machinery, electrical and office appliances, and a host of other specialties is geared to a scale of operation the output of which exceeds domestic consumption by 10 to 50 percent. In his message to Congress recommending the passage of the Trade Agreements Act, the President urged the need of restoring foreign markets in order that our surplus-producing industries may be "spared in part, at least, the heart-breaking readjustments that must be necessary if the shrinkage of American foreign commerce remains permanent."

Our exports have shrunk for many reasons, among which two stand out prominently, both because of their effectiveness in reducing the volume of trade and because their removal or mitigation lies within the realm of possible action on our part. These are first, the increase of trade barriers in those

countries which constitute the normal markets for our exports, and second, the development of discriminatory practices on the part of such countries, which place our exporters at a disadvantage with respect to their foreign competitors.

If we were to ask of other countries a condition of complete equality for our trade—and in justice to ourselves, we could accept nothing less—we could clearly offer other nations only a similar kind of treatment. Each exclusive concession granted by us to a foreign country would have constituted an immediate discrimination against 50 or more other countries. It would have involved us in constant negotiation and renegotiation, and would have given rise to retaliation abroad and continuing uncertainty for our business interests engaged in foreign trade. Hence, a provision was written into the Trade Agreements Act directing the President to generalize the duty adjustments effected through any trade agreement to goods coming from other countries, except those which discriminate against our trade or pursue other policies likely to defeat the aims which we seek to accomplish through the act.

Our trade-agreements program is thus a standing offer to all the nations of the world to deal with each of them in commercial matters on a *basis of equal treatment*. In carrying out the mandate of Congress in this respect, we have, save only in the case of a few well-recognized exceptions, steadfastly refrained from securing or granting preferential or discriminatory treatment. In generalizing the duty reductions negotiated in the individual trade agreements, we have sought to place on an equal footing those nations, which, in turn, extend equality of treatment to our commerce, and to refuse such equality to those nations which refuse equality to us. Thus all phases of our policy are on a *reciprocal basis*.

Our interpretation of the most-favored-nation principle is sufficiently flexible to permit the negotiation of multilateral trade arrangements. We welcome such arrangements, provided they have for their object the liberalization and promotion of international

trade in general, rather than the creation of closed areas of special preference.

The firm determination on the part of the Government of the United States to reassert the rule of equality of treatment has already gone far to slow down the world's recent drift toward the chaos of discrimination and special advantage. We are doing everything in our power, through the trade-agreements

program and through other channels of influence open to us, to induce the other great trading nations of the world to adopt a similar attitude toward the problem of a rehabilitation of world trade. In such rehabilitation lies the greatest single hope that the world may still be spared the tragedy of another destructive upheaval.—From a recent address by Secretary of State Cordell Hull.



Production and Prices in the U.S.A.

In spite of strikes and look-outs, the American economic situation is quite sound. The pendency for higher wages and shorter hours of work is not peculiar to the U. S. A. It is also pronounced in some of the leading countries of the world like Great Britain, France and Australia. The labour situation in America therefore is not likely to adversely affect her competitive strength in foreign markets. The effect of higher wages and shorter hours on prices will vary in different industries. Price advances from 5 to 12 per cent may be looked for in many American specialties in the course of the year. In mass production industries which are now being affected by the trade union movement, production costs will go up not only as a result of higher wages and shorter hours of work but also breakdown in discipline.

According to statistics compiled by a New York Stock Exchange firm, the ratio of wage cost to total value of product ranges from 2.2% in some branches of the food industry to 48.8% in the typewriter industry. In the case of firearms it is 42.2%, machinery 39.9%, agricultural implements 32.2%, aircraft 30.9%, petroleum 5.9%, pig iron 5%, gray iron 39.2%

while in the cigarette industry it is only 2.3% of the value of the product. American manufacturers with their gigantic output are however in a better position to absorb the higher wage costs than their European confreres with their comparatively limited output. Incidentally it may be stated that higher wages and shorter hours are calculated to lead to "technological unemployment" by the introduction of labour-saving appliance in the less skilled industries. For example in the American machinery and machine tool production although it had increased by 81% from 1929 to April 1937 and output for employee by 107% there was a positive decrease in employment by 14%. So we see that it is the rate of employment and not the rate of wages which is really the more important thing.

It is interesting to note that in spite of rising wages, American exports of machine tools have increased 35% over 1929 and 1937 is expected to be the highest on record since the war and are nearly six times what they were in 1933 when the average hourly wage of skilled labourers was 20% less than what it is to-day.



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Imports of Merchandise

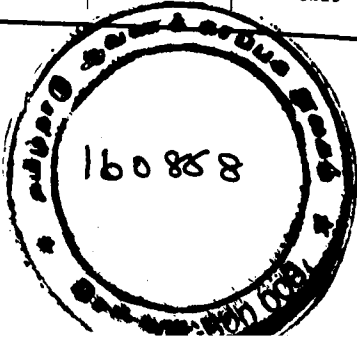
The following table shows the comparative importance of the principal articles imported into British India
(In thousands of Rupees.) Imports

	1932-'33	1933-'34	1934-'35	1935-'36	1936-'37	Percentage on total im-ports of mer- chandise in 36-'37
Cotton and cotton goods	340853	213035	270458	278962	233302	18.63
Machinery and mill work	105424	127693	126320	136766	141394	11.29
Metals and ores	97349	94986	113774	120332	96870	7.73
Oils	80001	67547	69719	72454	72527	5.79
Vehicles	38194	47683	66060	69214	65778	5.25
Instruments, apparatus and appliances	38477	40204	47262	51762	51914	4.15
Artificial Silk	41585	27415	35929	31578	38560	3.08
Provisions & oilmans stores	29287	27156	28906	31187	32022	2.56
Dyes	25048	24610	30751	33367	30134	2.41
Hardware	29022	28783	30530	32676	28935	2.31
Wool, raw & manufactured	29647	25493	38647	27854	28694	2.29
Paper and past board	28645	26319	37282	29900	28168	2.25
Chemicals	27125	27006	29239	31188	27219	2.17
Silk, raw and manufactured	43337	35860	23709	27765	24187	1.93
Liquors	22570	22698	33556	24756	23961	1.91
Rubber manufactures	19835	18758	20582	20685	21131	1.69
Drugs & medicines	18583	19342	29190	21117	20702	1.65
Spices	17250	15567	15549	16177	18775	1.50
Fruits & vegetables	11657	10014	12999	13341	14169	1.13
Glass and glassware	14247	12213	13256	13940	12792	1.02
Precious stones & Pearls	8364	7482	15010	4806	9762	0.78
Paints & Painters' materials	9219	9219	9683	10205	9683	0.77
Tobacco	9694	7215	6182	6156	8083	0.65
Manures	5289	5242	6706	7114	8008	0.64
Apparel	8421	8151	8242	7108	7972	0.64
Stationery	7236	6622	6880	7610	7517	0.60
Grain, pulse & flour	7098	8370	26645	16249	7201	0.57
Building & engineering materials	7735	6435	5990	7270	6732	0.54
Toilet requisites	5814	5661	6405	6606	6725	0.54
Arms, ammunition & military stores	4414	4297	4272	4891	6009	0.53
Hoberdashery and millinery	6780	5457	6736	5905	6434	0.51
Salt	7896	4979	5208	5905	6434	0.48
Books, printed etc.	4638	4933	5188	5674	6049	0.46
Tea chests	4777	5338	5208	5331	5703	0.45
Wood and timber	5144	5400	5679	5817	5627	0.39
Earthenware and porcelain	4956	4315	4424	5342	4902	0.38
Belting for machinery	5286	4606	4983	4597	4662	0.37
Toys and requisites for games	4733	5335	5055	5351	4595	0.35
Clocks and watches & parts	1275	1593	1635	4751	4353	0.32
Tallow and stearine	2465	1965	2222	1815	4037	0.29
Cutlery	2427	2550	2798	2836	3571	0.23
Soap	8263	7837	6321	2870	2858	0.21
Sugar	4287	27097	21085	3427	2686	0.19
Gums and resins	2363	2661	2698	19073	2391	0.18
Bobbins	2857	2231	2875	2311	2311	0.18
Furniture and cabinetware	1765	1689	2016	2610	2244	0.17
Boots and Shoes	5177	4751	3477	3103	2150	0.17
Umbrellas and fittings	5177	4751	3477	2872	2119	0.15
Tea	2777	2666	2716	2918	1940	0.14
Fish, (excluding canned fish)	3463	2513	1713	2479	1856	0.14
Flax, raw and manufactured	1366	1505	1657	1934	1780	0.14
Jewellery, also plates of gold & silver	1675	1664	1758	1793	1702	0.13
Animals, living	3443	550	2120	1076	1617	0.13
Coal, and coke	963	1359	1250	1321	1518	0.12
Paper making materials	2209	2710	2628	2048	1464	0.12
Jute and jute goods	1349	985	862	1080	926	0.07
Matches	52	74	62	109	48	
All other articles	61588	62949	78324	80100	81831	
Total value of imports	1325843	1153570	1322865	1344272	1252428	1.00

Exports of Merchandise

The following table shows the comparative importance of the principal articles exported from British India
(In thousands of Rupees.)

	1932-'33	1933-'34	1934-'35	1935-'36	1936-'37	Percentage on total ex-ports of mer- chandise in 1936-'37
Cotton, raw and waste	206995	279147	354487	344704	451738	23.03
Cotton Manufactures	32611	27263	26480	29272	37843	1.93
Jute, raw	97303	109327	108711	137076	147710	7.53
Jute manufactures	217118	213749	214683	234895	279475	14.25
Tea	171528	198450	201319	198241	200381	10.22
Seeds	113068	136615	105410	103305	184693	9.42
Grain, pulse and flower	160769	117476	118440	124087	153792	7.84
Metals and ores	46818	54870	59127	77335	80192	4.09
Leather	47642	58298	54788	56289	73637	3.75
Hides and Skins, raw	27687	42533	31307	41310	44340	2.26
Wool, raw and manufactured	17773	27248	21927	29256	37389	1.91
Lac	12424	24644	32996	15836	23421	1.19
Oilcakes	19651	16472	19699	18170	22693	1.16
Paraffin wax	20188	22891	19193	22787	19599	1.00
Wood and Timber	5618	8424	11027	13457	17747	0.91
Fruits and Vegetables	6952	9906	10778	16666	16989	0.87
Rubber raw	878	3118	6589	8871	10403	0.53
Fodder, bran and pollards	7029	4664	7730	7343	9574	0.49
Mica	3152	4474	6907	8349	9406	0.48
Tobacco	7711	9380	8190	9243	9251	0.47
Coffee	10981	10245	7271	10220	8367	0.43
Coir	6024	7696	7986	8781	7096	0.36
Oils	5379	5724	5536	6365	6997	0.36
Hemp, raw	3216	3609	3903	6034	6927	0.35
Dyeing and tanning substances	7543	7869	7161	7035	6443	0.33
Spices	7233	7220	7734	5498	5541	0.28
Manures	3482	2545	3184	3823	4496	0.26
Bones for manufacturing purposes	4571	2438	3196	3219	4496	0.24
Fish (excluding canned fish)	1365	4487	4455	4560	2891	0.23
Bristles	3262	1747	2341	2278	2838	0.15
Provisions and oilman's stores	3126	2812	2787	2713	2734	0.14
Drugs and medicines	4419	2381	2595	2544	2041	0.14
Coal and Coke	2402	3735	2922	1733	1998	0.10
Fibre for brushes and brooms	893	2202	1915	2193	1376	0.10
Apparel	924	1114	1133	1281	1269	0.07
Building and Engineering materials, other than of iron steel and wood	1226	984	975	1045	1153	0.06
Saltpetre	1010	1526	1378	1320	831	0.06
Animals, living	773	986	1224	926	751	0.04
Cordage and rope	318	655	736	685	696	0.04
Silk, raw and manufactured	210	329	460	650	568	0.04
Sugar	474	238	243	239	498	0.03
Candles	248	533	500	531	437	0.03
Horns, tips, etc.	197	322	247	282	96	0.03
Tallow, stearine and wax	1125	198	119	80	5142	3.2
Opium	276	7205	681	1		
All other articles	27206	24705	26227	34891	55142	2.8
Total value of exports	1322721	1472507	1516697	1605219	1961246	100



Imports of Merchandise from U. S. A.

(In thousands of Rupees)

Articles.	Pre-War Average	1934-35	1935-36	1936-37
United States Imports therefrom. —				
Aluminium	426	145	18	15
Apparel	33	795	573	566
Arms	80	120	476	113
Belting for machinery	111	916	920	569
Boots and shoes	54	7	8	4
Building materials	88	653	1299	1508
Carriages	72	17	53	25
Chemicals	22	1654	1419	1857
Clocks and Watches	382	137	155	163
Copper	...	2552	1895	1182
Cotton, raw	2772	1601	9083	824
„ Piecegood	2644	213	182	45
Drugs and medicines	418	2178	2584	2441
Dyeing substances	...	1095	1453	791
Furniture	144	78	138	119
Glassware	117	46	56	72
Hardware	2472	2972	3074	2573
Instruments	586	7254	8719	9127
Iron and steel	4856	762	758	887
Leather	...	977	1031	1165
Machinery	2456	11477	11713	12535
Manures	...	208	146	175
Motor Vehicles and parts thereof	849	19225	16048	17253
Oils, mineral	21966	10380	9679	9308
Paper and Pasteboard	121	617	488	307
Provisions	380	1517	1795	1668
Railway plant	54	...	...	...
Rubber manufactures	16	2145	1611	1365
Spirit	534	1334	5170	1450
Stationery	205	231	256	421
Sugar	18	...	...	...
Tobacco	590	2585	2464	4376
Toilet Requisites	222	1650	1960	1994
Wood and Timber	656	509	517	498
Zinc	1	1176	625	162
Other articles	1558	6902	6642	6384
Total	44903	84127	99418	81584

Exports of Merchandise to U. S. A.

(In thousands of Rupees)

Articles.	Pre-war Average	1934-35	1935-36	1936-37
Exports of Indian Produce. —				
Coir manufactures	529	340	397	410
Cotton, raw	819	2734	4904	8703
Fruits and Vegetables	173	6358	11282	10304
Grain, pulse and flour	199	226	197	359
Gums and resins	136	669	1030	1128
Hides and Skins Raw	34876	111053	17529	16056
—Dressed or tanned	2959	411	811	992
Iron and Steel	44	699	1195	1287
Jute Raw	23298	7610	13648	15916
Gunny bags	9173	1755	2204	1957
„ cloth	69216	59355	73096	86492
Lac	9377	8543	5583	10219
Manganese ore	1875	807	1999	1648
Manures	485	45	187	165
Mica	699	1549	2340	2778
Myrobalans	978	747	706	729
Oils, vegetable	916	31	106	170
Paraffin wax	348	1222	485	376
Rubber, raw	11	277	61	945
Saltpetre	761	...	...	...
Seeds	...	...	...	...
Castor	1762	1696	549	269
Linseed	4929	8454	4228	2487
Spices	831	729	318	385
Tea	1170	4395	3694	4311
Wool, raw	452	2471	5745	6486
„ manufactures	238	907	1354	1241
Other articles	2108	5927	7578	9174
Total	168360	129010	161221	184987
Exports of Foreign merchandise				
Miscellaneous articles.	667	2436	4249	6571

March 1938

EXPORTER & IMPORTER

Direction of India's Trade: Exports

	Tea			Jute (Raw)			Jute Manufactures		
	1913-14	1935-36	1936-37	1913-14	1935-36	1936-37	1913-14	1935-36	1936-37
United Kingdom	Percent 72.4	Percent 89.6	Percent 85.6	Percent 38.0	Percent 21.6	Percent 23.6	Percent 6.3	Percent 8.8	Percent 9.7
Canada	4.3	3.2	3.7	...	0.1	0.1	...	3.3	3.3
Australia	3.1	0.5	0.2	...	0.2	0.2	10.6	9.3	8.5
Union of Socialist Soviet Re-publics	11.1	0.4	0.6	...	2.0	2.0	...	...	...
Iran, Arabia, Asiatic, Turkey and Irab	1.2	1.2	5.0	...	...	...	...	0.5	0.8
United States of America	0.7	1.9	2.1	11.9	9.9	10.8	41.5	32.1	31.9
Ceylon	1.6	1.2	0.9	...	...	...	...	0.1	0.1
Union of South Africa	...	0.2	0.1	...	...	...	1.7	3.3	2.9
Siam	...	...	...	...	...	...	1.6	3.1	1.8
Egypt	0.5	0.2	0.1	...	1.5	0.8	2.1	3.2	2.6
Spain	...	...	...	2.8	6.4	2.0	...	...	...
Germany	...	...	...	2.18	1.99	15.9	...	0.2	0.2
France	...	...	...	9.9	10.0	10.7	...	0.1	0.1
Italy	...	...	...	5.5	6.5	9.5	...	...	...
Argentina	...	...	...	...	0.7	0.9	10.4	8.3	10.4
Java	...	...	...	...	2.9	3.9	2.5	1.6	2.5
Japan	...	...	...	...	2.9	3.9	0.5	2.2	2.4
Belgium	...	...	...	0.5	7.3	8.4	...	0.7	0.8
Percentage of total trade represented by countries shown	94.9	98.4	98.3	90.4	89.0	88.8	77.2	76.8	78.0
Total value of Trade Rs. (Lakhs)	14.98	19.82	20.04	30.83	13.17	14.77	28.27	23.49	27.95

	Cotton (Raw)			Oil seeds			Food Grains			Hides and skins (Raw and tanned)		
	1913-14	1935-36	1936-37	1913-14	1935-36	1936-37	1913-14	1935-36	1936-37	1913-14	1935-36	1936-37
United Kingdom	Percent 3.5	Percent 13.4	Percent 14.2	Percent 22.2	Percent 25.0	Percent 28.0	Percent 26.7	Percent 5.2	Percent 16.2	Percent 25.9	Percent 61.7	Percent 67.1
Iran Arabia, Asiatic Turkey and Iraq	...	...	...	...	0.3	0.3	5.6	4.4	4.0	...	0.2	0.3
United States of America	...	1.5	2.0	1.2	5.6	1.8	...	0.2	0.2	24.3	19.7	15.3
Ceylon	...	0.1	0.1	...	1.0	0.6	11.5	31.1	24.8	...	0.1	...
Germany	14.6	7.7	5.1	16.0	12.7	8.7	7.8	4.4	3.1	20.3	5.1	5.0
France	...	4.8	3.6	31.4	25.9	16.5	...	...	1.0	...	1.5	2.4
Italy	7.7	4.2	3.8	5.0	4.7	6.8	...	0.8	0.6	5.3	1.7	1.1
Japan	47.2	53.1	57.2	...	0.1	0.3	3.8	2.0	4.0	...	2.5	2.4
Belgium	10.3	6.5	7.3	16.0	2.2	2.9	...	0.4	0.5	...	0.5	0.2
China*	1.7	3.1	1.6	...	...	...	...	4.3	1.4	...	...	...
Netherlands	...	1.1	1.1	1.0	15.7	7.3	6.8	3.6	2.2	3.3	1.4	1.0
Straits Settlements	...	...	...	...	0.7	0.3	6.7	10.0	8.8	...	0.1	0.1
Spain	...	1.9	0.6	...	0.8	0.3	...	...	...	2.8	0.6	...
Sumatra and Java	...	...	...	...	...	...	1.0	4.2	2.1	...	...	...
Percentage of total trade represented by countries shown	85.0	97.4	96.6	92.8	94.7	73.8	69.6	70.6	68.9	81.9	95.5	94.9
Total value of Trade Rs. (Lakhs)	41.40	33.77	44.41	25.65	10.29	18.44	45.14	12.41	15.38	15.95	93.0	11.09

* Includes Hongkong and Macao.

COOCCOO

Direction of India's Trade-Imports.

N. B.—Dots (...) indicate that the trade is either nil or insignificant.

	Iron and Steel.			Machinery.			Hardware.		
	1913-14	1935-36.	1936-37.	1913-14.	1935-36.	1936-37.	1913-14.	1935-36.	1936-37.
United Kingdom	Percent 69.9	Percent 56.4	Percent 56.3	Percent 89.8	Percent 67.7	Percent 65.5	Percent 57.2	Percent 31.8	Percent 34.1
United States of America	2.6	1.0	1.5	3.3	8.5	8.9	9.7	9.4	8.9
Sweden	..	2.2	1.9	..	1.2	1.3	0.9	5.7	5.8
Germany	14.5	13.7	12.0	5.6	12.0	14.3	18.2	33.2	32.4
Belgium	11.5	13.8	14.1	..	2.0	2.2	..	1.0	1.0
Japan	..	6.0	7.9	..	1.3	1.3	1.5	10.9	11.8
France and Luxemburg	..	3.3	2.3	..	0.4	0.3	..	0.6	0.6
Percentage of total trade represented by countries shown	98.5	96.4	96.0	98.7	93.1	93.8	87.5	92.6	94.1
Total value of Rs. (Lakhs)	16.01	7.22	5.94	7.76	13.68	41.14	3.95	3.27	2.89
	Motor Vehicles.			Instruments.					
	1913-14.	1935-36.	1936-37.	1913-14.	1935-36.	1936-37.			
United Kingdom	Percent 71.3	Percent 41.7	Percent 41.9	Percent 75.3	Percent 52.1	Percent 50.1			
United States of America	15.1	35.5	39.0	8.0	16.8	17.6			
Germany	..	3.1	6.0	8.2	14.3	15.8			
Netherlands	..	..	..	..	3.3	2.1			
Belgium	4.5	..	..	..	1.2	1.5			
Japan	..	0.4	0.7	0.6	6.0	6.0			
France	4.5	0.1	0.3	..	0.4	0.7			
Italy	..	0.9	1.1	2.2	1.4	0.8			
Canada	..	17.0	11.2	..	..	..			
Percentage of total trade represented by countries shown	95.4	98.7	99.2	94.3	95.5	94.6			
Total value of Trade Rs. (Lakhs)	1.53	4.49	4.52	1.82	5.18	5.19			

Direction of Trade.

	Cotton Manufactures.			Silk Manufact ures.			Sugar.		
	1913-14.	1935-36.	1936-37.	1913-14.	1935-36.	1936-37.	1913-14.	1935-36.	1936-37.
United Kingdom	Percent 90.1	Percent 51.0	Percent 50.7	Percent 9.0	Percent 4.2	Percent 2.1	Percent 1.8	Percent 11.0	Percent 4.8
United States of America	0.4	0.1	0.1	..	0.3	..	..	..	..
Germany	2.1	0.2	0.3	7.2	1.1	1.5	..	0.4	..
Belgium	..	0.1	0.1	..	0.4	..	..	0.1	0.3
Japan	1.8	41.6	43.2	46.8	74.4	73.4	..	2.8	3.2
France	..	0.1	0.3	7.8	0.9	0.8	..	..	..
Switzerland	..	1.1	1.7	..	0.2	0.5	..	..	..
Italy	1.5	0.1	0.2	6.1	3.4	3.2	..	..	..
Netherlands	1.6	0.5	0.6	..	..	..	..	1.0	7.4
China*	0.1	4.5	2.1	20.6	13.6	17.3	..	2.3	27.2
Java and the Straits Settlements	..	..	..	..	0.6	0.2	71.8	73.8	55.7
Mauritius	..	..	..	..	..	..	16.9	..	..
Percentage of trade represented by countries shown	97.6	99.3	99.3	97.5	99.1	99.4	90.5	91.5	98.6
Total value of trade Rs. (Lakhs)	66.30	21.15	17.48	3.10	2.20	1.77	14.96	1.91	2.4

* Includes Hongkong and Macao

Direction of India's Trade Imports (Continued)

	Liquors.			Mineral oils.			Paper and Paste board.		
	1913-14.	1935-36.	1936-37.	1913-14.	1935-36.	1936-37.	1913-14.	1935-36.	1936-37.
United Kingdom	Percent 62.9	Percent 61.0	Percent 61.2	Percent 5.7	Percent 5.2	Percent 5.3	Percent 56.0	Percent 29.7	Percent 30.5
United States of America	2.7	6.4	6.1	56.1	16.4	15.7	..	1.6	1.1
Germany	10.7	6.5	6.4	7.3	1.9	3.4	17.0	19.1	25.2
France	18.8	13.3	13.3	..	..	..	..	..	0.4
Netherlands	..	5.0	5.5	..	..	..	2.5	3.9	3.9
Iran	..	..	..	3.7	36.0	34.5	..	..	..
Borneo, Sumatra etc.	..	0.1	0.2	25.1	13.2	19.2	..	..	..
Norway	..	..	..	..	..	..	5.0	12.6	10.8
Sweden	..	..	..	..	..	..	3.1	13.8	11.5
Union of Socialist Soviet Republics	..	..	..	0.9	26.7	20.4	..	..	..
Austria	..	..	..	..	..	..	8.3	4.8	3.1
Percentage of total trade represented by countries shown	95.1	92.3	92.7	98.8	99.4	98.5	91.9	85.5	86.6
Total value of Trade Rs. (Lakhs)	22.4	24.8	24.0	41.2	59.2	59.3	15.9	29.9	28.2

* Includes the Straights Settlements and Celebes other Islands.

	Provisions And Oilmans Stores etc.			Chemicals etc.			Artificial Silk *		
	1913-14	1935-36	1936-37	1913-14	1935-36	1936-37	1913-14	1935-36	1936-37
United Kingdom	Percent 64.6	Percent 57.2	Percent 55.8	Percent 74.7	Percent 55.9	Percent 54.0	Percent ..	Percent 4.7	Percent 2.9
United States of America	2.0	5.8	5.2	..	4.5	5.0	..	..	..
Netherlands	5.6	7.9	9.2	..	1.9	2.7	..	0.4	0.2
Straits Settlements	11.6	8.5	8.8	..	..	0.1	..	0.1	..
Hongkong	2.5	2.7	3.1	..	..	0.3	..	..	..
Commonwealth of Australia	1.6	4.0	4.5	..	..	0.1	..	..	..
Germany	3.1	0.6	0.3	12.4	14.3	13.2	..	0.8	1.0
Belgium	1.2	0.9	0.8	2.8	1.2	1.9	..	0.4	0.2
France	1.2	0.9	0.7	..	1.3	1.4	..	0.4	0.2
Italy	0.5	1.1	0.5	5.2	3.5	3.6	..	9.1	3.5
Japan	0.8	3.7	4.8	1.5	11.5	10.4	..	83.5	91.5
Percentage of total trade represented by countries shown	94.7	93.3	93.7	96.6	94.1	92.7	..	99.4	99.5
Total value of Trade Rs. (Lakhs)	24.7	31.2	32.0	10.1	31.2	27.2	..	31.6	38.6

* Figures for 1913-14 not available



Direction of Trade

	Metals and Ores		
	1913-14	1935-36	1936-37
	Percent	Percent	Percent
United Kingdom	24.1	38.9	41.1
Japan	16.9	25.6	23.4
United States of America	8.1	4.5	4.0
Germany	9.8	6.0	6.7
France	9.5	3.0	2.4
Belgium	15.9	6.9	7.0
Italy	0.7	0.5	0.1
Straights Settlements	2.5	10.7	10.0
Ceylon	1.8	0.9	0.9
China†	0.4	0.4	0.6
Percentage of Total Trade represented by countries shown	89.7	97.4	96.2
Total value of Trade Rs. (Lakhs)	1.92	7.73	8.02

† Includes Hongkong and Macao

List of certain exporters of Curios and Fancy Skins and Furs in India

[Continued from page 4]

Curios

CALCUTTA

S. C. Sons, Ltd., 14, Clive Street.

NORTHERN INDIA

Imre Sehwaiger, 8 Alipur Road, Delhi.

L. Ramdittamal Khanna, Kotva Hari Singh, Amritsar.

Cockburns Agency, Srinagar, Kashmir.

D. S. Radha Kishen Bharany, Ahluwalia Street, Amritsar.

M. Shahab-ud-din & Sons, Srinagar, Kashmir.

The Sports Syndicate, Sialkot City, Punjab.

Delhi's Ivory Palace, Northern Gate, Jumma Masjid, Delhi.

Sikandarlal & Bros., Sialkot City.

Bhagwan Dass & Co., Chawri Bazar, 100, Patashan Street, Delhi.

B. Karamchand Payaralal, Hoshiarpur, Punjab.

The Punjab Ivory Works, Darshain Gate, Amritsar.

BOMBAY

Hiranand Valiram, Carnac Bridge.

Pohoomull Bros. (India), 275, Hornby Road.

Fancy Skins and Furs

CALCUTTA

Mohamad Amin Bros., Post Box 2.

S. Ray & Co., Ltd., Post Box 180.

Mousell & Co., Ltd., Post Box 2164.

A. Forbes & Co., Ltd., Post Box 5.

Francis Vianest, Post Box 310.

Piracha Bros., & Co., 75 Chittaranjan, Avenue.

BOMBAY

M. Mohammad Ali & Co., Dharavi.

India Goat Skin Corporation Ltd., Dharavi.

NORTHERN INDIA

The Western India Export, Bagh Beghi, Multan City.

H. Md. Shahdad, Ahmad Shahdad & Sons, Bulbulanker, Srinagar, Kashmir.

S. Abdul Rahim Mohammed Sadik, Subzi Mandi Street, Rahim Manzil, Delhi.

Uttam Singh Arjan Singh, Majith Mandi, Amritsar.

Dost Mohammed Allahibux, La Touche Road, Cawnpore.

S. Maula Bakhsh & Co., Subzi Mandi, Delhi.

Shamsuddin & Co., Hide Market, Amritsar.

Kashinath and Sons, Sialkot City, Punjab.

Hafiz Abdul Karim, Abdul Majid, Post Box 85, Cawnpore.

The Frontier Commercial Agency, Peshawar City.

Mull Chand & Sons, Kabuli Gate, Peshawar City.

M. Muzaffar-ud-din & Sons, Lohari Gate, Multan City.

Sum Singh Ram Singh, Katra Hari Singh, Amritsar.

CENTRAL PROVINCES

J. A. Rizvi & Co., Raipur.

SOUTH INDIA.

Best & Co. Ltd., Post Box 63, Madras.

A. M. S. V. Pavanasa Nadar, Sivakasi.

The Electric Shaver

An American Invention

Even more extraordinary than the world-wide acceptance of the safety razor since it was first placed on the market in 1903 is the fact that before it the straight edge razor had been the only shaving device known to mankind for hundreds of years. A highly efficient implement, the straight edge razor nevertheless had decided drawbacks. In the first place it required great care to be maintained in proper cutting condition, and in the second place it was a murderous device in inexperienced hands. Shaving was a chore and beards flourished, as did handlebar mustaches, side-chops and other hirsute embellishments of great variety.

The safety razor has changed all that. The great majority of men today are clean shaven, and care of the straight edge razor has become a lost household art. Few razors of this type are now to be found outside barber shops.

How Shaving Methods have Changed

Last year alone some 65,000,000 safety razor blades and 800,000 holders were shipped to overseas markets from the United States.

King C. Gillette invented the safety razor in 1911 two years before it was placed on the market.

The Gillette company was finally incorporated in 1901, but sales as has been stated, did not begin until 1903, and then only in a small way. That year, in fact, sales amounted to exactly 14 dozen razor blades and 51 holders. In 1904, 90,844 razors, were

sold and 123,648 blades. From then on business grew.

At first the sales resistance encountered by the new style razor was very severe; the public was disinterested and skeptical, barbers were hostile and dealers hesitated to recommend the new razors "except to men with soft beards." Travelling men, however, quickly recognizing the convenience of the product, became early converts and materially helped to make it popular.

A few years ago an entirely new type of shaving instrument appeared on the market. Inventive genius in the person of Colonel Jacob Schick created the electric shaver, of which more than one make are now on the market.

Colonel Schick is said to have spent more than twenty years in developing his shaver, and since placing it on the market in 1922 more than 2,000,000 units have been sold. Unknown quantities of electric shavers—probably another 2,000,000—have been sold by other manufacturers. One of the latest entrants into the electric shaver field has been the Gillette company itself.

Generally speaking, an electric shaver is a greatly refined hair clipper that shears off the beard close to the skin. No soaps or shaving lotions are required, and this fact constitutes one of its chief selling points. For according to shaver manufacturers, the average man uses some fifteen dollars worth of creams, lotions and other shaving accessories every year in the course of shaving with the conventional razor blade.

— American Exporter

Agents in India and abroad to represent our Chemical Gold Indian Jewellery. Individual orders very promptly executed. Illustrated catalogue on application.

SRI LAKSHMI JEWELLERY MART

184, CHINA BAZAAR ROAD, MADRAS

Ceylon's Debt to India

TRADE POSITION IN 1937

Indian Case Argued

By H. M. Desai, B.A., (Hon.), Secretary, Indian Mercantile Chamber of Ceylon.

The Indo-Ceylon trade during 1937 has witnessed a repetition of a trade balance largely in favour of India. This disequilibrium has again been responsible for unbalancing the mental equilibrium of a few in Ceylon, who with their usual characteristic vehemence, indulge in accusing India for not buying more from Ceylon.

Apart from the stern fact that Ceylon has practically nothing substantial except copra and cocoanut oil to offer to India for equalising the balance of trade the other grim reality that Ceylon has in Indian markets the cheapest and most readily available source of supply is completely overlooked. In the normal flow of trade between two countries, the balance of trade is necessarily governed by the law of demand and supply coupled with the price factor. Ceylon buys or is rather compelled to buy largely from India, because she gets best articles at cheapest prices from India. There is absolutely no altruistic motive prompting Ceylon to buy more from India. All talk of philanthropy in trade is pure bunkum. To say therefore that Ceylon gives "a mickle to India" and "receives a muckle from India," only betrays a lamentable lack of right vision.

I wish to invite the attention of your readers to a very important feature governing the Indo-Ceylon trade, which, I fear few in Ceylon have tried to study.

Liability to India

Private Indian capital sunk in Ceylon in promoting Ceylon's industrial, agricultural and commercial activities on the aggregate is estimated to be at least 13 crores (130 millions) of rupees. The interest charges alone at 6 per cent per annum on this investment roughly amount to 8 million rupees. Adding the visible imports from India of goods worth 53 million rupees, the total amount of annual liability of Ceylon stands in the neighbourhood of 61 million rupees. Against this amount, India has cover only up to the extent of Ceylon's exports worth 15 million rupees, leaving a balance of about 46 million rupees unpaid. And how does Ceylon repay this annual debt? This sum is paid to a certain extent by maintaining India's surplus population in Ceylon. Every one knows that in the trade between two countries, the imports are usually paid in the shape of a corresponding exports of equal value, but as Ceylon has not anything

worth so much to export to India, she naturally repays by maintaining a certain number of Indians in Ceylon who by purchasing lands and estates, by granting short and long period loans and rendering personal services to Ceylon, help Ceylon in liquidating her debt. Thus if Ceylon is unable to pay back in the shape of exports, she has luckily the alternative course open to her of maintaining India's surplus population which not only helps Ceylon in liquidating her debts, but also assists her greatly in promoting Ceylon's industrial and financial prosperity. This disequilibrium between export and import perceptible as adverse balance of trade which no doubt is a recurring phenomenon, is arrested considerably by the inflow of a number of immigrants from India with their definite economic functions and spheres forming part and parcel of the complex system of economic activity known as "Indo-Ceylon Trade". I hope those interested in promoting Ceylon's export trade will not lose sight of this politico-economic aspect of Indo-Ceylon-Trade. It is necessary to remember that Politics and Economics are so closely interwoven, that it is impossible to draw water-tight compartments between them. Economics of the highest repute have observed that "Politics and Economics go hand in hand. They are inseparable and interdependent on each other."

India gives 94 per cent preference

The following three features of Indo-Ceylon Trade are noticeable.

1. Out of the total annual domestic exports from Ceylon to India worth about 14¾ million rupees (exact figure being Rs. 14,719,867) during 1937, India gave substantial preference to Ceylon goods of an aggregate value of nearly 14 million rupees (exact figure being Rs. 13,827,533). Only a small fraction namely ¾ million rupees (exact figure being Rs. 829,952) did not enjoy any preference in India. In terms of percentages, India extended preference to 94 per cent of Ceylon goods imported into India; only 6 per cent goods did not enjoy any preference.

2. Indian merchandise imported into Ceylon during 1937 of an aggregate value of 31 million rupees (exact figure being Rs. 31,320,425) did not get any preference; since the import duty in Ceylon levied on Indian as well as non-Empire goods was uniform. In terms of percentages, 62.2 per cent of Indian merchandise imported in Ceylon 'did not' get any preference.

3. Indian goods imported in Ceylon during 1937 of an aggregate value of 19 million rupees (exact figure being Rs. 19,119,249) got some preference.

This in terms of percentages would show that only 37½ per cent of Indian goods enjoyed preference in Ceylon, leaving the balance 62½ per cent without any preference.

To sum up, it will be evident that when India in 1937 gave 94 per cent preference to Ceylon goods, Ceylon responded with only 37½ per cent; similarly when India did not give preference to 6 per cent of Ceylon goods, Ceylon retaliated by refusing preference to 62½ per cent of Indian goods. Six per cent against 62½ per cent means a little more than 10 times retaliation by Ceylon. As these figures are self-instructive, further comment is superfluous.

Dealing briefly with Ceylon's exports to and imports from India in 1937, we find that India's purchase of Ceylon copra worth Rs. 8,500,949 means 68% patronage to Ceylon. Similarly, India took coconut oil worth Rs. 3,132,411 as against Rs. 2,709,231 in 1936. This means that out of her total output, Ceylon sold 15% coconut oil to India. Ceylon gained considerably in her export of Jaffna tobacco, which brought her Rs. 708,892 as against Rs. 583,696 in 1936, thus showing 22% increase. This substantial gain is due to special arrangement with Travancore, despite the fact that Ceylon shows an unfriendly attitude to Travancore eggs. Though Ceylon lost considerably in betel nuts, India has taken as many as 83% of her betel nuts. Again India is practically the only consumer of Ceylon's hides and skins, for figures reveal that out of her total output Ceylon exported 87% to India.

On Ceylon's import side, Indian rice was imported worth 13 million rupees as against 10 millions in 1936. No preference was given to Indian rice. Imports of Indian curry stuffs, manures, onions, potatoes, and coal, total valued at about 12 million rupees too did not get any preference. Again India offers the best and the cheapest source of supply to Ceylon in respect of pollard, gingely, poonac, ghee, metals, coke etc. as all these articles show an increase in import value of Ceylon. No better proof of Ceylon's inability to buy them from any other country is needed.

Ceylon's import of Indian paddy heavily fell, representing nearly 73% decline. This is due to discriminatory duty. Though the import of textiles shows an increase, signs are not wanting to prove that India is steadily losing ground, after 50% increased quota was given in favour of Japan. Indian eggs since 1934 pay a discriminatory duty with the result that India has completely lost the Ceylon market. For in 1932 Ceylon imported Indian eggs worth a little more than three lakhs, while in 1937, the eggs imported were valued only at Rs. 3,989. The anomaly is that Ceylon wants to secure a firm and stable footing in Travancore for her Jaffna tobacco, and further

wants Travancore to look with a kindlier eye on her copra export trade, but she herself does not want to show any mercy to Travancore eggs.

Money value of preference

There is another very important feature of the Indo-Ceylon Trade and preference given by each country. It will be observed that out of an aggregate import of Indian goods worth about 53 million rupees, the total money value of preference given by Ceylon to Indian goods amounts to about Rs. 12 lakhs. (Exact figures according to my calculation being Rs. 1,195,487). In other words, the Ceylon Exchequer in giving preference to Indian goods incurred a loss in revenue of about 12 lakhs of rupees which she would have earned had there been no preference given to Indian goods. Similarly on the other hand, out of an aggregate import of Ceylon goods in India worth about 14¾ million rupees, the total money value of preference given by India to Ceylon goods amounts to about Rs. 26 lakhs (exact figure being Rs. 2,610,121). In other words the Indian Treasury giving preference to Ceylon goods lost a little over 26 lakhs of rupees as against Ceylon's similar loss of Rs. 12 lakhs. The anomaly is that Ceylon despite her importing goods of a substantial amount of about 53 million rupees lost only 12 lacs by giving preference which in terms of percentages reveals a sacrifice of only 2¼ per cent; while on the other hand, India despite her importing a much smaller quantity worth 14¾ million rupees lost a substantial revenue of about 26 lakhs of rupees in giving preference to Ceylon goods which works out to 17 per cent sacrifice. Thus Ceylon's sacrifice by way of preference is only 2¼ per cent as against India's sacrifice of 17 per cent. This is enough to show which of the two countries—Ceylon or India—makes greater sacrifice in her revenue by way of preference. Still there are some critics who make bold to say that "the money value of the preference given by Ceylon is far greater than the total preference accorded by India to the 15 million rupees worth importation from Ceylon." Such critics would do well to work out the total money value of preference given by each country to the other before making misleading statements which do not stand the arithmetical test.

An Appeal

I would only appeal to the Commerce Department of the Government of India and your readers to judge dispassionately the entire position on facts alone. When India as shown above, is exceedingly lenient to Ceylon in her trade dealings, should not one feel sorry to realise that Ceylon not only fails to respond the large-heartedness of India, but follows a policy which discriminates both against the Indian nations and Indian merchandise. The ministerial frowns coupled

with Ceylon's various land-marks of anti-Indian and discriminatory legislation, are enough to show how Ceylon stares at her neighbouring continent with unkindly looks. Peaceful trade relations necessarily pre-suppose a genuine fraternity between two neigh-

bours, but if Ceylon is out to destroy this wantonly, no one can help her out from the ever-widening gulf. Let me fervently hope, a more rational adjustment would be evolved at no distant date, leaving no room for discontent on either side.



New Empire Air Mail Scheme

"EVERY DAY A MAIL DAY" AND NO SURCHARGE

"It is most essential that the public should get out of the habit of posting their foreign mail on any one particular day of the week, as this will make it most difficult for the air companies to convey the mails," said Mr. Bewoor in the course of the broadcast from Delhi station, describing how the Empire mail scheme will affect India.

"The air service is organised on the assumption that the total foreign mails will be more or less equally distributed between the four services. As there will be four services a week—and it is hoped that soon there will be five services a week—there is no particular advantage in fixing a particular day for writing your foreign mail letters.

"We hope and trust that the public will cooperate with us in this most important matter. Post early and post every day."

"The cost of transport by air was in the beginning very heavy and the machines had very limited capacity. Air companies had to be paid for conveyance of mails both by weight as well as by distance. The Post Office had, therefore, to impose a special air fee for articles which the senders desired to be carried by air. Though the cost of air transport has come down in recent years, it still remains fairly high, and the air fee to Europe is still 6 annas for a half-ounce letter.

Abolishing Surcharge

"In order that the benefit of the quicker air transport may be as widespread as possible, His Majesty's Government in the United Kingdom evolved a scheme by which all first-class mails, that is to say, letters and postcards and articles paid for at the letter postage rate, may be exchanged by air between certain countries of the Empire without imposing any air fee.

"The scheme provides four services per week between Southampton and Calcutta and two services per week between Calcutta and Singapore in the beginning. Later on these services might be increased

to five and three, respectively. There are similarly two services between London and Durban via Egypt. The main services across India will be two land-plane and two sea-plane services. The land plane route will be via Jodhpur, Delhi, Cawnpore and Allahabad to Calcutta, while the sea-plane will deviate from the main route and travel from Karachi to Rajsamund (in Udaipur State), Gwalior and Allahabad before reaching Calcutta.

Internal Air Mail

"In connection with the working of this scheme India, on account of her very large size, had a special problem, namely, the internal distribution of mails received and sent under this scheme. It was impossible to ignore the important areas lying north and south of the main route across India, and further, Ceylon, which desired to enter the scheme, also wanted to get her mails from Karachi as quickly as possible. Arrangements had, therefore, to be made for internal air services with equal frequency to convey mails from Karachi to Lahore in the north and to Madras and Colombo in the South. This meant additional expenditure to the Government of India in addition to what they had to pay to His Majesty's Government.

"Air fees for letters and postcards for countries which participate in this scheme will be abolished."

"The countries which participate are Canada, Newfoundland in the Continent of America, the United Kingdom and Ireland in Europe; Egypt, the Union of South Africa, some of the British Colonies, and all the British Protectorates in the Continent of Africa, Palestine, Transjordan, India, Burma, Malaya and Ceylon in Asia,

New Rates

"Any letters and postcards intended for places in the countries mentioned above will be carried by air if they have paid the ordinary postage and there will be no air fee. The new rate of postage, which will come into force from the afternoon of the 27th February, 1938, is 2½ annas per ¼ oz. All letters must pay postage at this rate, if they are intended for participating countries.

"For all other Empire countries the postage rate will remain as at present, namely, 2½ annas for the first oz. and 2 annas for each subsequent oz. and if letters are to go by air to the non-participating countries, they will have to pay in addition the air fees as at present. For postcards, the present postage of 2 annas continues. But for an air mail postcard intended for non-participating countries the rate will be 4 annas as at present.

"No air mail labels and no superscription of any kind should be put on letters and postcards intended for the participating countries which I have already mentioned."

"All second class mails to these countries will go by surface routes. Even if the sender wishes to send such articles by air he cannot do so by paying any air fee. But he can send them by treating them as if they were letters and paying the letter postage rate.

Limit for Letter Parcels

"No parcels to these countries will be sent by air; but small parcels can be sent as if they were letters by paying the letter postage rate. It is permissible for a letter to be as heavy as 4 lbs. 6 oz. in weight and this should enable most small parcels to be sent by air on letter postage rate. Insured articles are ordinarily not sent by air but insured letters for the participating countries will in future be sent by air.

"Though Burma and Ceylon are participating countries, the mails between India and these two countries will not be exchanged by air, unless a special air fee is paid. But from the 27th February, 1938 this air fee will be substantially reduced in the case of India's internal mails as well as Indo-Ceylon mails to one anna per tola. The rate to Burma will continue as at present.

Every Day a Mail Day

"The inception of this new scheme means a very great change-over in the method of the handling of foreign mails to and from India. For many years now the foreign trade mails of India has been received at and sent from Bombay, which has been for mails as for passengers the Gateway of India.

"The service has been a weekly one and the public has in course of years got accustomed to posting foreign mails on a particular day of the week.

"The coming of air mail diverted some of the foreign mail to air and these air services started operating at first once and later twice a week. With the introduction of this new scheme, the public will note that every day and any day is foreign mail day."

Karachi New Gateway of India

"Karachi will now be the Gateway for India for all first class mails to and from the participating countries of Europe, Africa and America.

"Every care has been taken to instruct the staff in the new arrangement; but inevitably it will be some time before the staff gets accustomed to the new arrangements, and I therefore hope that the public will bear with patience any defects that the new arrangements might show in the beginning. We can learn from experience alone but we will make every effort to minimise mistakes and delays.

"In 1853 mails were despatched twice a month, being 'conveyed to destination with regularity and rapidity which leaves nothing to be desired.' The voyage to and fro between England and Bombay, which, before the establishment of the overland route, was about 224 days, was then not more than 87 days.

"We have travelled far since those days. From India to England mails will be conveyed in 4½ days four times a week and replies from the United Kingdom may be expected in 10 to 11 days. Soon this may be reduced to 2½ days and a reply received in a week.

"The countries which are participating in the scheme are as follows: Canada, Newfoundland, United Kingdom, Ireland, Egypt, Union of South Africa, some British Colonies, all British Protectorates in Africa, Palestine, Transjordan, India, Burma, Malaya and Ceylon. Air mail fees in respect of letters and postcards consigned to any of these countries will hereafter be abolished, and the new rate, which will commence to operate in India from Sunday next, 27th February, will be as 2½ per half ounce. No labels or superscription of any kind are to be affixed to letters, postcards or other packages falling within the description of first-class mail matter subsequent to that date.

"The time of transit for mails between India and the United Kingdom will, to begin with, be 4½ days and it is hoped that this period—which itself amounts to a saving of 1½ days over present arrangements—will eventually be reduced to 2½ days, so that communications may be despatched and replies received within a week. As will be readily understood, the functioning of the scheme cannot, in the nature of things, be expected to attain to perfection within a day, and, bearing in mind the great benefits which it promises to trade and commerce, the public is asked to exercise a reasonable degree of patience in its initial stages, and to co-operate on the lines indicated for the general and ultimate good of the service."



Tourists Like India

That interest in India as a tourist country did not diminish, and that, as a whole, tourist traffic was well maintained in spite of the unsettled conditions arising out of the political situation in Europe, is the opinion expressed by the Central Publicity Officer in the annual report of the Central Publicity Bureau, Indian State Railways, for 1936—37, published recently.

Notwithstanding adverse conditions affecting travel to India, the world cruise traffic for the year was very satisfactory.

In spite of the fact that only three world-cruise ships visited India during 1936—37 as against four in

the previous year, the amount earned by railways was Rs. 2,32,020 as compared with Rs. 1,63,285 in 1935—36. This represented an increase of 42 p. c.

While there was a falling off in the number of inquiries received by the New York Bureau during the year under review, the London Bureau recorded an appreciable increase in the number of inquiries received and itineraries furnished.

During the year £3,450 was spent on advertising in America, while £4,668 and £1,225 were spent in advertising in Great Britain and on the Continent, respectively.

A sum of Rs. 5,000 was also spent in advertising in Australia.



India and South Africa

Temporary Trade Agreement: Most-Favoured-Nation Treatment

The following communique has been issued by the Commerce Department of the Government of India :

"In 1935, a new Tariff, Act was passed in the Union of South Africa which provided a three-decker tariff. A minimum tariff reproduced in the main preferential rates of duty which had already been granted to members of the British Commonwealth, an intermediate tariff to be applied to specified goods emanating from countries with which the Union had most-favoured-nation agreements, while the maximum tariff was applied to goods specified in categories originating from all specified including the Commonwealth countries which had not concluded a most-favoured-nation agreement with the Union.

To prevent a member of the Commonwealth being prejudiced in regard to such categories of her goods as were not accorded preference, by special agreement the Government of the Union of South Africa, however, were prepared by formal exchange of notes on the basis of reciprocity, to provide for application of the intermediate tariff to such goods whenever the maximum was brought into force. The Government of India, who had concluded no trade agreement with the Union thereupon requested the Government of the Union, pending the conclusion of a formal agreement that the trade relations between the Union and India be governed

by a temporary *modus vivendi* providing mutual most-favoured-nation treatment in respect of commodities not eligible for preferential treatment by virtue of one or other of the Ottawa series of agreements. The Government of the Union agreed to this proposal and it was suggested that a temporary agreement should be embodied in the exchange of notes. It had accordingly been found possible by the two Governments to exchange with each other notes regarding the regulation of commercial relations between India and the Union of South Africa. The notes were signed and exchanged at Cape Town on 8th March, the note from the Government of India being signed on their behalf by the Agent-General to the Union of South Africa. The temporary agreement will come into force 21 days after the date of the signature of the notes and will remain in force until superseded by a more comprehensive commercial agreement or until the expiration of three calendar months from the date on which notice of termination shall be given by either Government to the other. The main provisions of the agreement are :

Main Provisions

(1) Articles of growth, produce, or manufacture of one country when imported therefrom into the territory of the other country, shall, in respect of customs duties, other taxes and charges levied on imports, and in all matters pertaining to the administration thereof, be treated not less favourably than like articles of growth, produce or manufacture of any other country, provided that the one Government shall not be entitled to claim the privileges following

from the preferential treatment accorded, or to be accorded, by the other Government exclusively to any members of the British Commonwealth of Nations or to any possession or territory belonging to any of them, or to any territory under the jurisdiction of any such member either as a protectorate or as a mandated territory.

(2) In the event of either Government establishing or maintaining a system of licensing or quantitative regulation of imports such a system should be so administered as not to discriminate against the articles grown, produced, or manufactured in the other country and the conditions under which the licences or permits will be issued or obtained for importation of such articles shall be not less favourable than those applied in the case of like articles grown, produced or manufactured in any other country.

(3) In the event of either Government establishing or maintaining any form of foreign exchange control, such control should be administered so as to ensure that the commerce of the other country will be granted a fair and equitable share in the allotment of foreign exchange.

(4) The most-favoured-nation treatment provided for applies also to taxes or charges levied in connection with the internal distribution and sale of imported articles.

(5) Notwithstanding the provisions of the agreement, either of the two Governments may where



The Madras Mail

In our last issue, we referred to THE MADRAS MAIL as the organ of European Capital in Southern India. The expression was somewhat inapt for 75 per cent of its subscribers are Indians and the great increase in circulation which the paper has made in the last two years is almost entirely among Indians. Though owned by British capital, the paper has not identified itself with any particular interest and is independent in its politics.

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India's Trade with Northern Europe

HAMBURG COMMISSIONER'S REPORT

The Report published on the work of the Indian Government Trade Commissioner at Hamburg 1936-37 by Mr. H. M. Patel, I. C. S., shows that despite the manifold obstacles created by the altered conditions of trade, there was a "substained improvement in the economic conditions of practically every country of the world" and that business activities everywhere reflect prosperous times.

There are indications of a considerable improvement in the economic position of the countries within the jurisdiction of the Hamburg office, namely, Northern France, Belgium, Holland, Germany, Switzerland, Austria, Czechoslovakia, Poland, Denmark and the Scandinavian countries during 1936-37. The indices of industrial production passed the 1929 level in several of these countries; but, as Mr. Patel has shown, international trade was still lagging behind.

IMPROVEMENT IN INDIA'S BALANCE

In the latter part of Chapter II, Mr. Patel discusses the developments in the foreign trade of the different countries with special reference to India. It is gratifying to note that in the year under report there was an improvement in the visible balance of trade in favour of India as against all the countries in Northern Europe, except Denmark and Austria, whose trade with India is comparatively small.

In the first quarter of 1937, Indian imports into all the countries, including Denmark and Austria, showed a remarkable improvement, and there are some grounds for the belief that the year 1937-38 will probably be a distinctly bright one for Indian export trade to this area.

In Chapter III of the Report, Mr. Patel has examined the position in regard to the principal commodities which India exports to Northern and Central Europe. Unfortunately, the statistics for the three Scandinavian countries were not available, but the volume of exports to these countries is not large enough to affect the inferences which can be drawn from the figures for the remaining countries.

GROUNDNUT AND LINSEED

Germany and France who are the largest buyers of Indian groundnut on the Continent, increased their imports in 1936 by 15 per cent and 67 per cent respectively. The exports of linseed were, on the whole, satisfactory, both Germany and France importing substantially larger quantities.

Since 1935 Russian competition in regard to rapeseed has had a considerable effect on Indian exports to the French market. Germany, which formerly was one of India's best customers for oilcake, has been in a position to reduce her imports from India considerably, since she has now large areas under oilseed and also imports a portion of her requirements from Roumania and Yugoslavia, with whom she has entered into special agreements. Belgium and Holland, however, continued to be important purchasers of Indian oilcake, Belgian imports from India in 1936 being greater than those in the preceding year.

TEA AND COFFEE

The Northern European countries, which consume very little tea, import the greater part of their requirements through London. It is therefore not easy to say precisely what proportion of the imported commodity was of Indian origin. India exported more coffee to the continental countries than in the preceding year, but her exports still constitute only a small percentage of the total quantity imported from all countries. France is the largest purchaser of Indian coffee on the continent, but even she imports relatively small quantity and relies mostly on cheap coffees from other sources for the bulk of her requirements.

JUTE AND COTTON

The imports of Indian jute in 1936 into Northern Europe fell somewhat as compared with the imports during 1935, but they were still well above the figures for 1934. There was a considerable decline in the German imports of this commodity; but there are indications of an improvement in the current year in regard to the German market.

Exports of Indian cotton during the year under review were greater than in any of the preceding five years although they were still much below the 1929 level. France was the largest importer of Indian cotton in this area, and Belgium took the second place, Germany having gone down from the first to the third place. The chief competitors of India in these markets were, as elsewhere, the U. S. A., Egypt and Brazil.

There was a slight decline in the imports of Indian hemp, but there was a substantial improvement in regard to imports of coir, particularly in the case of Germany and France.

HIDES AND SKINS

Germany maintained her position as the most important customer of Indian hides and skins on the

Continent, though her imports were somewhat smaller than 1935.

The High Commissioner wishes to record his appreciation of Mr. Gupta's good work during the year, and to endorse Mr. Patel's remarks regarding the efficiency of the staff of the Hamburg office. He also takes this opportunity of acknowledging with thanks the very valuable assistance which has invariably been given by official and non-official organisations in the countries included within the jurisdiction of the Government of India Trade Commissioner at Hamburg.

Balance of Trade Between India and Germany for The Period January-December, 1937.

The Indian Government Trade Commissioner, Hamburg, has forwarded the following report regarding the balance of trade between India and Germany for the period January-December, 1937 :—

In the following table is summarised the position of the foreign trade between India and Germany during 1937, according to the German statistics :—

(In thousand Rms.)					
Imports.			Exports.		
	1936.	1937.	1936.	1937.	
Jan.-March	35,800	44,062	60,900	34,177	
April-June	37,200	44,704		37,435	
July-Sept.	35,900	41,949	30,200	39,877	
Oct.-Dec.	33,100	37,870	31,500	36,095	
Jan.-Dec.	142,061	168,585	121,638	147,584	
Net visible balance of trade					
in favour of India in—					
1936	...	20,423=Rs. 2,19,60,000	Approx.		
1937	...	21,001=Rs. 2,25,80,000			
Improvement.	+ 578=Rs. 6,20,000				

In the following table are given the imports in quantities (values being shown in brackets), of some of the principal Indian commodities of export :—

	1936.	1937.
1. Groundnuts—		
(a) Decorticated in 100 kgs	2,105,611 (37,040,000 Rms.)	1,982,419 (36,133,000 Rms.)
(b) Undecorticated in 100 kgs	59,405 (1,006,000 Rms.)	37,090 (672,000 Rms.)
2. Jute in 100 kgs	970,097 (24,658,000 Rms.)	1,090,251 (27,291,000 Rms.)
3. Cotton in bales	164,432 (20,394,000 Rms.)	144,776 (18,014,000 Rms.)
4. Hides and skins :		
Cow hides (dry) in 100 kgs.	47,905 (8,725,000 Rms.)	51,953 (11,180,000 Rms.)
Sheepskins (raw) (with hair) in 100 kgs.	5,509,000 Rms. (2,647 (367,000 Rms.)	793 (183,000 Rms.)
Goatskins in pieces	931,489 (1,530,000 Rms.)	863,884 (1,435,000 Rms.)
Reptile skins in pieces	127,915	405,434

Furriers' waste in 100 gks.	(262,000 Rms.) 34,913	(486,000 Rms.) 75,744
Skins (fur) in 100 kgs.	(592,000 Rms.) 111	(1,291,000 Rms.) 113
5. Tea in 100 kgs.	(361,000 Rms.) 16,284	(500,000 Rms.) 23,548
6. Manganese, in 100 kgs.	(3,983,000 Rms.) 511,188	(5,159,000 Rms.) 1,213,185
7. Coir yarn, in 100 kgs.	(1,689,000 Rms.) 84,933	(4,752,000 Rms.) 95,578
8. Wolfram	(2,284,000 Rms.) 8,743	(2,746,000 Rms.) 12,290
9. Mica, in 100 kgs.	(1,227,000 Rms.) 9,346	(2,274,000 Rms.) 12,731
10. Shellac, in 100 kgs.	(1,066,000 Rms.) 19,237	(1,904,000 Rms.) 23,142
11. Gumlac, in 100 kgs.	(1,585,000 Rms.) 31,986	(1,681,000 Rms.) 39,988
	(1,152,000 Rms.)	(1,558,000 Rms.)

The import prices were roughly 8 per cent higher than in 1936; as against this the export prices show an increase of only 4.4 per cent. The current year, has, however, opened with prices in Germany's favour; in fact, this has been the case throughout the latter half of 1937.

India's Trade With Czechoslovakia during 1937.

The Indian Government Trade Commissioner, Hamburg, has furnished the following brief summary of the position of India's trade with Czechoslovakia during the year 1937 :—

(In Million krs.)			
Imports from India.		Exports to India.	
1936.	1937.	1936.	1937.
Jan.-March	53	91	37
April-June	84	166	35
July-Sept.	78	121	19
Oct.-Dec.	87	93	34
Total Jan-Sept.	302	471	78
Visible balance in favour of India			
1936	...	224=approx. Rs. 2,13,30,000	
1937	...	309= " Rs. 2,94,25,000	

Increase = +85 mill. kr.
= approx. Rs. 80,95,000
The increase in the imports is accounted for in the main as follows :—

	Jan.-Dec. 1936.	Jan.-Dec. 1937.
(In Thousand krs.)		
Cotton	...	72,422
Jute	...	82,117
And the increase in exports is brought about by an increase in the exports of the following groups of commodities :—		
	Jan.-Dec. 1936.	Jan.-Dec. 1937.

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	(In Thousand krs.)	
Glassware	... 21,223	30,945
Ironwares	... 20,384	43,596
Other base metal wares	... 7,899	13,129
Machinery	... 3,214	22,122
Electrical machinery	... 2,550	7,729
Paper	... 3,688	11,165
Leather goods	... 8,521	12,801

India's Trade With Holland during 1937.

The Indian Government Trade Commissioner, Hamburg, has furnished the following brief summary of the position of India's trade with Holland during the year 1937 :—

	Imports from India.		Exports to India.	
	1936.	1937.	1936.	1937.
	(In 1,000 gulden.)			
Jan-March	... 3,166	7,755	2,885	2,619
April-June	... 6,284	14,177		2,948
July-Sept.	... 3,169	6,815	1,809	3,032
Oct.-Dec.	... 3,953	5,625	1,962	3,864
Total Jan.-Dec.	16,572	34,372	6,656	12,463

Visible balance in favour of India—

1936	... 9,916 = approx. Rs. 1,46,90,000
1937	... 21,909 = „ Rs. 3,24,58,000
Increase	+ 11,993 thousand gulden

(=approx. Rs. 1,77,67,407).

There has been a substantial increase in the quantities imported and exported, the imports having increased from 194 million kgs. to 294 million kgs. and the exports from 45 million to 70 million. The import figures both in regard to quantity and value require, however, to be corrected, as they include Burman trade figures. The most noticeable quantitative increases have been in respect of rice in husk (1936, 92.3 million kgs.; 1937 117.0 million kgs.), of groundnuts (1936, 44.2 million kgs.; 1937, 97.2 million kgs.), and of jute, (1936, 9.5 million kgs.; 1937, 15.4 million kgs.). Minor increases took place in the imports of oilseeds (5.6 million to 6.7 million kgs.), of oilcakes, mostly groundnut cake (14.9 to 17.7 million kgs.), and of coir yarn (4.4 to 4.9 million kgs.) On the side of exports to India, the most important increases have occurred in : (1) the milk products (1936, 6.5 million kgs.; 1937, 14.0 million kgs.), (2) flour, etc. (1936, 11.8 million kgs.; 1937, 14.2 million kgs.), (3) paper and paper articles (1936, 10.0 million kgs.; 1937, 15.7 million kgs.), and (4) beer (1936, 2.3 million litres : 1937,

March 1938

2.9 million litres).

Balance of Trade With India of Yugoslavia, Bulgaria and Portugal.

The Indian Government Trade Commissioner, Milan, has furnished the following particulars regarding the balance of trade with India of Yugoslavia, Bulgaria and Portugal :—

Available statistics relating to the balance of trade with India of Yugoslavia and Bulgaria respectively, during the three months ending September, 1937, as compared with the corresponding period of the preceding year are given below :—

BALANCE OF TRADE WITH INDIA.

	Three Months ending September.	
	1937.	1936.
	(In nars'000.)	
Yugoslavia—		
A. Imports from India	30,000	16,000
B. Exports to India	4,000	5,000
C. Balance	—26,000	—11,000
	(Levas'000.)	
Bulgaria—		
A. Imports from India	11,076	4,819
B. Exports to India	...	...
C. Balance	—11,076	—4,819

Similar figures relating to the trade of Portugal with India during the nine months ending September, 1937, are also given below with corresponding figures for the first nine months of 1936 :—

	Nine months ending September.	
	1937.	1936.
	(Escudos'000.)	
Portugal—		
A. Imports from India	50,223	29,494
B. Exports to India	2,475	1,198
C. Balance	—47,748	—28,296

India's Trade With France During 1937.

The Indian Government Trade Commissioner, Hamburg, has forwarded the following summary of the position of India's trade with France during the year 1937 :—

	Imports from India.	Exports to India.	Balance in favour of India.
	(In Million Francs.)		
Jan.-Dec. 1936.	780	67	713 on 31st Dec. 1936.

March 1938

EXPORTER & IMPORTER

		£1 = 105.13 Frs.
Jan.-Dec., 1937.	1,162	1,043 on 31st Dec., 1937.
		£1 = 147.28 Frs.

Total improvement in favour of India

+330

Ratio of Exports to Total Production in U. S. A.

Every country has experienced the ravages of unemployment, of dislocated business conditions, and of acute want, which have lowered the standard of living and brought tragedy into the lives of millions of people. The effect of the depression has been shattering in the realm of international trade. World trade has dropped in volume to 70 percent of the 1929 level; in value, to 30 percent of the 1929 figure. The United States has not come through this debacle unscathed. Its foreign trade dropped from about 9½ million dollars in 1929 to approximately 2 million dollars in 1933.

Not only has American trade suffered, but relatively it has been more adversely affected than that of other leading trading nations of the world. For instance, the proportion of the world's trade enjoyed by France during the period 1929-32 increased from 6.19 to 7.31, whereas the American proportion dropped from 13.83 to 10.92.

This distressing situation was the cause of great concern to the administration, because of the importance of foreign markets as outlets for some of the country's basic products. Normally 55 to 60 percent of the cotton is exported; 50 percent of the lard; 40 percent of the tobacco; and 20 percent of the wheat. With respect to industrial goods, 40 percent of the typewriters produced in 1929 were exported; 29 percent of the sewing machines and printing machinery; 23 percent of the cash registers and calculating machines; 12 percent of the rubber boots and shoes; 10 percent of the automobiles; and from 5 to 10 percent of iron and steel products.

The drastic decline in the foreign markets for these goods has already resulted in an unprecedented lowering of production levels and in the unemployment of hundreds of thousands of workers, and has reduced the purchasing power of the rest of the country for New England's products. The Secretary of Agriculture has estimated that if U. S.

foreign markets are not restored, it will be necessary to retire permanently about 40 to 50 million acres of average crop land.

A more detailed statement of precisely how the administration intends to deal with the situation and of the principles underlying the administration's policy may be of interest to you.

Investigations disclosed that although much of the trade decline was the direct result of the depression, some of America's largest customers had aggravated the situation by erecting barriers against imports. Quotas, prohibitions, exchange restrictions, and numerous other economic and currency impediments have clogged the channels in which American goods had formerly flowed abroad. Many countries, by executive action, had negotiated commercial agreements designed to expand trade in the face of these many difficulties. At that time, the executive power in this country was without authority to put into effect trade agreements with foreign governments without the delays incident to obtaining the consent of Congress. To protect American interests, it was essential that the executive be placed in a position where in a given moment he could act promptly.

To enable the United States to regain its foreign markets and to put it on an equal footing in the negotiation of trade agreements, the Congress, at the instance of the President, passed the so-called "Trade Agreement Act". This legislation confers authority upon the executive to enter into trade agreements with foreign countries without the necessity of referring such agreements to Congress for approval. In exchange for concessions granted on American products, the President is empowered to reduce rates of duty on foreign products entering this country up to 50 percent.

From a speech by Assistant Secretary of State Sumner Welles.

Starch Industry

In 1935-36, India imported 657, 434 cwts. of starch and allied products valued at Rs. 41,12,606. A part at best of this drain, we are pleased to note, will be prevented as a result of the starting of Starch

Industries Ltd., of Kottayam, who propose, we understand, to manufacture every year considerable quantities.

"Exporter and Importers" at the International Trade Press Show

Our numerous readers in India and abroad will be pleased to know that "Exporter and Importer" is being displayed at the "International Trade Press Show" held at Leipzig, under the auspices of the Leipzig Fair, where trade journals of Germany and of many other countries are exhibited.

NOTICE

Messrs. The Premier Book Company, Publishers, Booksellers, Stationers and New Agents, Mysore Chamber of Commerce Buildings, Bangalore City, have been authorised to enlist subscribers for "Exporter and Importer."

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Important Announcement

At the request of many business men, on and from the next issue, "Exporter and Importer" will be issued in two parts. The one for the use of foreign manufacturers and importers will be issued as the "Indian Exporter" and the other for the use of Indian manufacturers and importers will be issued as the "Indian Importer." All persons are not equally interested in Exports and Imports and the above device is being adopted to facilitate reference for Exporters and Importers separately. The subscription for each part will be 5 rupees (inland), 7½ shillings (Britain), 30 francs (France) and 2 dollars (U. S. A.). The present subscribers of "Exporter and Importer" will be posted both the parts.

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Indian Trade with East Africa

The Indian Merchants' Chamber gave a party to Mr. Ismail, the Indian Trade Commissioner, in East Africa at the Indian Sports Club premises recently.

Welcoming the Trade Commissioner, Mr. Tayebali A. Adamjee, President of the Chamber, said:

For the last fifteen years the Indian mercantile community had been pressing the Government of India for such an appointment. The Federation of Indian Chambers of Commerce and Industry have passed resolutions to this effect. As a result of these efforts we are certainly glad that, after all these years we have amongst us a Trade Commissioner from India.

The people here had all along been feeling about the rapidity with which the trade with India was declining. To give you only one instance: In 1922 the imports from India to this country totalled £. 1,270,000 or 18 per cent of the total imports. In 1936 the total imports from India were £. 381,968 or five per cent of the total imports. This shows that during the period of about fifteen years Indian trade has been reduced from 18 per cent to 5 per cent of the total imports of the country. It was to stop this decline that Indians in this country were pressing the Imperial Government in India to open a trade agency here.

Indian Producers' Indifference

To-day when we have a Trade Commissioner amongst us conditions have changed considerably and the task of restoring the Indian trade to its previous level is much more difficult and onerous. Other countries are already very firmly established in the market and their products have already displaced Indian products. The root of the decline lies in the narrow outlook of the manufacturers, principally textile manufacturers in India. Engrossed in their own vast home market they cared very little for the needs of foreign markets. We were practically asked to take what they manufactured and not to discuss about giving them present idea of the market. Nor was any attention paid by the textile manufacturers to complaints from this side about quality, design and price levels. They remained indifferent to elementary principles of commerce with the result that better organised and more keen people of other countries captured their market from them. They only woke up when it was too late.

However, gentlemen, I realise that it is no use harping too much on the past. We must take stock of the present position and form our plans accordingly. The very fact that we are here to-day to meet the first Indian Trade Commissioner is an indication of the desire of both the people and Government of

India to make an earnest effort to re-capture the lost ground. It also indicates, I presume, that Indian textile and other manufacturers have decided to come into this market with the modern system and organisation followed by other nations. Indian trade has a certain advantage in this country in so far as all of us are more than willing to help the industries of our motherland, but it should not be taken for granted that because of the common bonds that exist between us, we can overlook all economic factors in our attempt to help Indian industries. If these factors are fully appreciated and Indian mill-owners and others are ready to act according to changed circumstances and to adequately meet the changed and changing conditions of this market then there assuredly would be no hesitation on our part in offering whole-hearted co-operation in our mutual goal of increasing trade between India and East Africa as much as possible. I have already said that the mere appointment of a Trade Commissioner will not achieve the desired object. The first step which the textile and other manufacturers should take is to send commercial travellers with samples on a mission of investigation and exploration. Personal contact goes a long way in the development of trade. When I am saying this, I do not visualise a market restricted to Indians only but the vast market which the Africans offer, and which their expanding economic capacity will go on offering in the future. That is why I am suggesting the sending of a mission of investigation and exploration. Another point which I wish to emphasise in this regard is that they should show active interest in the development of this market and make sustained effort to maintain any position of advantage that may be gained by them.

Before I conclude I must make a few personal remarks. In Mr. Ismail we have a Trade Commissioner with practical knowledge of commerce and long experience of business in India and elsewhere, enabling him to handle successfully a commercial problem which may arise, more so with the knowledge that in his efforts to foster and stimulate India's trade with East Africa he has the willing co-operation and whole-hearted sympathy of the mercantile community.

COMMISSIONER'S REPLY

Replying to the President's address, Mr. Ismail said:—

I assure you that I greatly appreciate the cordial hospitality and assistance that I have received since my arrival here. Your valuable contributions to the trade of these territories cannot be disputed and

your pioneering efforts have been acknowledged and appreciated by people of all shades of opinion.

You have referred in your speech to the alarming decline in Indian exports to these territories. I shall not weary you by quoting too many facts and figures. In order to clarify the position it would be sufficient for me to say that the exports from these territories to India far exceed the imports from India. In the year 1936 the total imports from India into Kenya and Uganda amounted to £ 381,968 whereas the total value of exports of Kenya and Uganda to India amounted to £ 1,781,408. These figures fully illustrate the extent to which the balance of trade is against India. You have particularised the steep fall in the import of Indian piecegoods. The decline has indeed been very considerable. It is depressing to realise that whereas in the year 1926-1927 the value of exports of Indian cotton piecegoods to Kenya was 25.4 per cent of the value of total exports, in the year 1936-1937 the percentage fell to 6.9. You have attributed this alarming decline to certain causes and you have also made suggestions for improving the position. I have no doubt that your analysis of the position will be very carefully studied by the people concerned in India who are fully alive to the importance of export markets to the prosperity of their country. I can assure you that it is the earnest desire of the Government and the people of India to do everything possible to place Indian trade with this country on a more equitable footing. During recent

years, marked improvement has been made in the quality of various Indian manufactures, and I have no doubt that you will make an earnest effort not only to acquaint yourself fully with the improvement that has been made but to place these improved articles before the buying public here. Placed as you are, it should not be difficult for you to create a demand for Indian products. You will agree with me that one of the ways, and perhaps the most effective way, of doing this is to give preference to Indian products in so far as your personal requirements are concerned.

There appears to be some misapprehension in certain quarters with regard to the object of my appointment and the nature of my duties. I am taking this opportunity to clear that. The appointment, as you all know, has been made only for the purpose of stimulating Indian export trade with these territories, and to bring the two countries in closer contact in so far as trade relations are concerned. One of my main duties is to furnish information about Indian raw produce and manufactures to interested parties and to put intending purchasers here in touch with the suppliers in India. My attempts to foster Indian trade will not and cannot be confined to any one race. It is not for me to strengthen the commercial position of the Indians to the detriment of the Africans. I shall appeal to Indian merchants to give preference to Indian goods out of a sense of patriotic duty, to Englishmen and Africans because India is a unit of the British Empire.

Trade between India and Czechoslovakia

Mr. John Bartos, General Manager and Mr. V. Rojt, Director of Bata Shoe Company Ltd., arrived in Madras from Hyderabad a few days ago by plane.

They are on a business tour in India and are interested in exploring the field for raw materials for their manufacture, in extending the market for their products and also in establishing factories at convenient centres.

In the course of a talk with a representative of "The Hindu" Mr. Bartos stated that Mr. Rojt came to India about a month back and that they were visiting important centres in India in connection with their business. While in Madras they proposed to explore the possibility of starting a Bata

Factory here and also carry out some transactions in tanned hides and skins.

Discussing business prospects between India and Czechoslovakia, Mr. Tousek, the Czechoslovakian Consul at Calcutta, said that **his country was one of the best customers on the continent for Indian raw materials such as raw hides, cotton and jute. They exported from India materials for times the value of goods they imported into India.** Mr. Tousek added that Czechoslovakia manufactured excellent machinery, glass wares like bangles, and beads, machine tools, piece-goods etc., and his country would very much like to make some balance in trade. He hoped that their tour would enable them to form business connections to the advantage of both the countries.

Industries Fair in London

Mysore's Excellent Exhibits

India makes quite an imposing show at the Industries Fair, which opened at Earl's Court, with a wealth and variety of products which the British public hitherto did not realise she was capable of offering to the world.

Particularly interesting was the fine display of manufactured goods of considerable diversity, including sports equipment, manifesting India's rapid expansion in secondary industries and growth of technical skill.

Sir Firoze Khan Noon, High Commissioner for India, received Her Majesty Queen Elizabeth this morning. Her Majesty was particularly interested in silk goods of which she made many purchases.

Later the High Commissioner welcomed Queen Mary.

Distinctive among the exhibits in the India Section were carvings and metal-work of the Victoria Technical Institute, Madras and the general display of the products of South India.

Mysore is the only State with a separate stand and the Trade Commissioner received many congratulations on the attractive exhibit, displayed on the enlarged site in the main avenue. Art-ware, which

is particularly good, includes miniature ivory tea-sets as also novelties, such as wooden trays inlaid with ivory and hand-carved, painted toys and carved elephants which are the best sellers. The main section of the Mysore display shows sandal-wood oil, coffee and silk goods.

Queen Mary was again attracted by the Mysore stand where she was received by Mr. Iswaran, the Trade Commissioner, and Mrs. Iswaran. Queen Mary recalled the purchases she had made last year and again bought a rosewood tray, a miniature ivory tea-set and other items including a *Hulikuri* game set from the Channapatna Industrial School. As an art connoisseur, she expressed to Mr. Iswaran her appreciation of the excellent work.

Later Queen Elizabeth visited, *Reuter* adds, the Bengal Home Industries Association Stall, where she bought several pieces of Bengal silk and also inspected the carpet stall where she commented upon the special Coronation carpet, which was prominently displayed.

Queen Mary who visited the Exhibition in the afternoon, displayed much interest in the Indian food section, remarking *she was very fond of India's chutney*, and also bought a number of brasses. Queen Mary expressed her intention of buying more from the Indian Fancy Stall, when she visits the Olympia later in the week.

Researches, Inventions and Technological Improvements

MAKING ROADS WITH MOLASSES

Indian Experiments

Attempts to convert molasses into an insoluble resinuous product suitable for use as a cheap road surfacing material have been fairly successful as a result of recent experiments undertaken at the Imperial Institute of Sugar Technology, Cawnpore, and if adopted for road building in this country, should greatly reduce the cost of road-surfacing.

The process of manufacturing the composition consists in carrying out the resinification of molasses with a mixture of coal tar, asphalt, and sulphuric acid.

The carbo-hydrates contained in molasses combine with the phenolic bodies contained in asphalt

and coal tar to form a resinified compound insoluble in water, which is perfectly liquid at the time of application, is impervious to heat when spread on the road as surface material, which does not wear away in heavy traffic, and which is cheaper than other asphalt preparations in the market.

The success of the operation depends upon the complete preliminary removal of moisture from the molasses before mixing with other ingredients.

A RECIPE FOR ROADS

Dry concentrated molasses in an iron pan; stir constantly until the temperature rises to 135 C with progressive thickening so that the molasses can be drawn into strings. Add slowly diluted sulphuric

acid corresponding to 1 per cent of the weight of the concentrated molasses; heat the mixture until the temperature rises further to 210°—230°C.

A mixture of asphalt and coal tar is melted in a separate furnace fitted with mechanical stirrers and treated with dilute sulphuric acid, is then gradually incorporated in the acidified molasses which are also stirred constantly. When the requisite proportion has been added, the heating is continued at atmospheric pressure till the test samples show absolute insolubility in water.

The product obtained in a pasty condition, is easy to handle and suitable for application on stone chips, and perfectly insoluble.

The surface of the molasses-tarmacadam composition sometimes shows signs of peeling off at the surface after two or three months, unless a suitable seal of coating material is applied, which should cover the interstices and make the surface quite smooth. A good seal coating material is prepared by dissolving the molasses-asphalt-coal-tar, composition in the proportion of 1 lb. to 1 gallon of coal tar. The seal coating material is quite liquid and easy to apply to the road surface.

The road composition and seal coating material have been protected by Indian Patent No. 24582.

One hundred and thirty-two pounds of molasses-tarmacadam will produce 106.25 lbs. of this road composition at a cost of 34.75 annas and the manufacturing cost of one ton of such a road composition will be Rs. 45-12-0 whereas the cost of ordinary road

asphalt is Rs. 160 per ton in India.

NEW FUEL FOR MOTOR CARS

An important step towards solving the problem of the supply of sufficient fuel for motor cars, trucks, and other vehicles in Australia, especially during war, has been taken at the Engineering School of the Melbourne University by Dr. M. W. Woods says the *Australian News-letter*. Extensive experiments are being conducted at the Melbourne University into the possibilities of "producer" gas. Although "producer" gas was used in overseas countries, its extensive use in Australia had not been attempted, and no adequate scientific investigation of its behaviour had been made. "Producer" gas is made by passing air and water vapour in a separate unit carried on the vehicle.

ROADS MADE OF COTTON

Why not cotton for constructing roads, wall-papers, light suit cases, and caps for bald heads? These and many other things are suggested by Mr. Arno S. Pearce, in a paper to the International Congress which met in Cairo, says a report in the *News Chronicle*. He appealed to cotton-growing countries to find new uses for cotton. There are already 600 miles of cotton roads in America, he said. Experiments have proved that they show less cracking and fewer pot holes and require less upkeep than similar roads without cotton fabric. He thought cotton-caps for bald heads in draughty places should be popular.



Activated Charcoal

Demand in Manufacture of Gas Masks

Ordinary charcoal, when treated according to one of the simple methods mentioned below becomes "activated" and is able to effect certain chemical and physical reactions which find some valuable applications in modern science and technique. Its most important use to-day is in the manufacture of gas masks as a protection against poison-gas attacks. It has been found by experiments that charcoal prepared out of cocoanut shells—one of our waste products—is the most suitable raw material for the manufacture of "Activated Charcoal." In this connection, the following news item is interesting:

"Cocoanut charcoal is in keen demand in Singapore for the manufacture of gas masks, and

Activated charcoal is generally prepared by the destructive distillation of carbonaceous materials such as wood, coal, peat, nut shells and bones. Carbonisation is carried out at low temperatures.

The activation of charcoal is done by (1) impregnation of the original material, before carbonisation, with hygroscopic substances such as zinc chloride, phosphoric acid, or sulphuric acid. Carbonization may, or may not, then be followed by further treatment, (2) heating the primary charcoal at high temperatures with activating gases such as steam, chlorine, or carbon dioxide. In some cases it is heated without activating gases in a vacuum or with a limited air supply.

Activated charcoal is employed in solvent recovery, decolourizing of oils and sugar, gas-mask, canister filling, gasoline recovery from natural gas, medicines and sewage purification.

As regards the economic aspect of producing activated charcoal in India, before pronouncing definitely on this subject it would be necessary to ascertain the probable demand for this material. As far as can be ascertained it is not at present being imported into India. The use of absorbent charcoal is relatively new, in fact a post-war development.

The following simple techniques for manufacturing this valuable material out of common wastes have been evolved at the Imperial Agricultural Research Institute:

Active charcoal or carbon can be prepared from any farm refuse like rice husk, wheat husk, groundnut husk, which are useless either as feed or manure. The process is simple and does not require machinery or elaborate equipment which is not ordinarily available in a moderate-sized village or town. Any of the following methods may be employed for making active charcoal.

The Caustic Soda process: The rice husk is first charged in the carbonising furnace and if necessary, heated in closed iron pipes in the ignition furnace. The carbon, so produced, is boiled in caustic soda solution containing 25 per cent of commercial caustic soda by weight. It is then washed free of alkali with clean hot water, the last traces of residual alkali being neutralized with hydrochloric acid or sulphuric acid. It is again washed with water to remove the

salts formed by combination of soda with acids. The carbon is then dried in the sun and ignited again in closed pipes. The resulting carbon has a high decolourising power and costs about Rs. 0-2-3 per pound.

Of this, the cost of materials comes to an anna and a half, and the cost of labour nine pies per pound.

The addition of acid to remove the residual alkali in the final stages of washing may be replaced by ammonium sulphate solution without appreciable reduction in efficiency.

2. The Soda ash-lime process:—Instead of 25 pounds caustic alkali per 100 lbs. of first char 16 lbs. of good lime free from extraneous material plus 32 pounds of soda ash or washing soda per 100 pounds of first char give equally good results. The cost of materials in this case per pound of finished carbon works out to six pies as against an anna and a half for the caustic soda process.

3. The Soda ash-lime ashes process: The first char is heated with soda ash and ashes process in the proportion of 100 : 24 : 100 in closed iron tubes or the first char may be boiled in the concentrated lixiviations of the ashes, the subsequent operations being the same. The cost per pound of this stuff works out to three pies per pound.

4. Soda-ash may be dispensed with and only furnace ashes and lime lixiviations may be used. It is very important that the furnace should be free from extraneous material such as sand and the lixiviations should be concentrated sufficiently before the first char is added to it and boiled. In this case, the cost per pound of the finished product works out to less than three pies per pound, but the efficiency is much less than that of the caustic soda product. The charring of the husk and other heating operations of carbon and of other materials may be done in the jaggery furnace itself during the course of jaggery making. Also the final heating in a separate furnace of treated and washed char may be dispensed with and may be replaced by subjecting the carbon to the action of flue gases from the jaggery boiling multiple furnace. With this arrangement, it is obvious that the item of firewood separately for carbon making is eliminated and, depending on the method employed, the cost of carbon per pound works from six pies to nearly nothing.



We are indebted to the "Industrial Research Bureau" Delhi, for the following note on the subject:—

World Trade Statistics

The January number of the Monthly Bulletin of Statistics of the League of Nations gives tables, information on world trade, shipbuilding and freight rates, monetary gold reserves and tourists' expenditure.

Gold value of world trade

The gold value of world trade in November, 1937 maintained approximately the level reached in October and was 20% higher than in November, 1936. About one half of this increase in values is, however, due to the higher level of prices as compared with last year, but although the seasonal increase of trade in the last month of 1937 is smaller than in earlier years, the quantum of trade in November, 1937 was probably still about 10% higher than a year ago.

Between October and November 1937 there was a decrease of imports into the U.S.A. of about 8 millions old U.S.A. dollars, into the Netherlands of about 6 millions, and into Japan of about 5½ millions. Although imports into Japan dropped from nearly 64 millions in June to 37¼ millions in November, 1937, the latter figure still equalled that of November 1936.

On the other hand imports into the United Kingdom increased by 7 millions, into Norway by 6 millions, into France by 5 millions, into Australia and India by about 4 millions.

Total world imports were practically equal in October and November 1937, but world exports declined by about 2%.

The biggest declines in exports were the U.S.A.—11 millions; Belgium—8 millions; Japan—7 millions; the United Kingdom and Argentine—5 millions; Germany and the Netherlands each—2.5 millions. Exports increased, partly in accordance with seasonal movements, in Australia, New Zealand, Greece, Switzerland and Palestine.

Industrial production

The November indices of industrial production show a new decline in the U.S.A. to 75.6% of the 1929 level. The drop from August 1937 to November amounts to 23%. Industrial production was well maintained in most other countries, and continued to increase in several countries.

World tonnage

The world tonnage launched during the year 1937 increased by 25% as compared with the preceding year, and more than doubled, as compared with 1935.

With the exception of France, all the main shipbuilding countries participated in this upward movement. The percentage increase in 1937 over 1936 was greatest in the U.S.A. (108%); Italy (93%); the Netherlands (81%); and in Japan (52%); the increase in Germany was 13%, in the United Kingdom 7% and in Sweden 3%.

The total tonnage launched in 1937 was still about 5% less than in 1929. The level of 1929 was exceeded by 172% in Japan, 85% in the U.S.A., 72% in Germany and by 48% in Sweden. In the Netherlands it reached 91% of the 1929 level, in the United Kingdom 60% in France and in Italy 30%.

Of the total tonnage launched in 1937, 35% was constructed in the United Kingdom and Ireland, 17% in Japan, 16% in Germany, 9% in the U.S.A. 6½% in the Netherlands, 6% in Sweden, 5% in Denmark and 5½% in the remaining countries.

Tonnage under construction

The tonnage under construction at the end of 1937 was everywhere considerably higher than at end of 1936. The figures for the last quarter of 1937, as compared with the preceding quarter, show, however, a slight recession in several important shipbuilding countries. This recession coincides with a notable decrease in ocean freight rates since September last.

World's visible monetary gold reserves

At the end of December the amount of the world's visible monetary gold reserves held by the central institutions of all countries (excluding the U. S. S. R., Italy and Spain, for which no regular information is available, and stabilisation funds, for which no up-to-date data are forthcoming) was 889 million old U. S. A. gold dollars larger than at the end of 1936. This increase is about 200 million greater than the estimated amount of new gold produced in 1936. Although it would appear on the basis of available figures that gold production in 1937 has again increased by some 10%, the increase in reserves probably still exceeds production.

During the last quarter of 1937, visible gold reserves increased by about 150 million dollars. The largest part or 81 millions of this increase goes to the account of the Bank of France; the reserves of the Netherlands increased by 40 millions, those of Switzerland by 21 millions, and of the U. S. A. by 11 millions. The continuous flow of gold to the U.S.A. which from the end of 1933 to the end of 1937 amounted to more than 3,500 million dollars, has recently been checked and has for the first time since the beginning of 1933 given way to a small decrease between October and December, 1937.

News in Brief

PROGRESS OF INDIAN PAPER INDUSTRY

The progress made by the paper industry in India under the scheme adumbrated under the Bamboo Paper Industry (protection) Act, 1925, has fully justified the policy of discriminating protection sanctioned by the Government of India in 1925" says a note submitted to the Tariff Board by the Imperial Forest Research Institute, Dehra Dun, on the present position of the paper industry and the possibilities of its future development. The protection granted to the industry has enabled the Indian mills not only to supply the entire increase, a consumption of 12,420 tons of writing and printing papers of the "protected" class during this period, but has also enabled them to capture 8,200 tons, or about 41 per cent of the foreign imports of these papers. The note mentions that there is a vast scope for the manufacture of packing, wrapping, newsprint, cheap printing papers and boards of various kinds in this country.

MANUFACTURE OF TUBES & TYRES

The manufacture of tubes and tyres for motor cars and bicycles is one of the latest among modern industries which have been started in India. The rapid advance of the rubber manufacturing industry in India is marked by the existence of a large number of factories, the most notable and more recent of which is the one started by the Government of Travancore. Out of the 12,000 tons of rubber annually available from India, 90 per cent comes from Southern India and the Travancore factory, which is situated in the midst of the majority of Indian rubber plantations, uses the rubber thus available for manufacturing their various products.

ALL INDIA ELECTRICAL CONFERENCE

An All India Electrical Conference and Exhibition will be held in Calcutta during the Easter holidays. Such a Conference and exhibition being unique of the kind in India the general meeting of the Chamber of Electrical Engineers has decided to hold the electrical exhibition at the Victoria House from April 12 to 18, and the conference on the 14th and 15th. The Calcutta Electric Supply Corporation has closely identified itself with the welfare of the Chamber and have offered a portion of the Victoria House for the exhibition.

AN IRON INDUSTRY FOR EGYPT

It is understood that a group of German firms connected with the iron industry are negotiating with the Egyptian Government and interested Egyptian circles concerning the exploitation of the large iron ore fields near Assuan. It is stated here that the foundation of an Egyptian company for the establishment of a national Egyptian iron industry is planned.

CERAMIC INDUSTRY IN SOUTH INDIA

On the recommendation of the Board of Industries and the Director of Industries, the Government have, under Sections 5 (1) (a) 6 (d) and 15 of the Madras State Aid to Industries Act, agreed to take shares to the value of Rs. 20,000 in the East Coast Ceramic Industrial Ltd., Vizagapatam and to the value of Rs. 10,000 in the Madras Stoneware Pipes Ltd., subject to certain conditions.

"The main raw materials required for the industry are clay and coal," states a communique issued by the Minister for Public Information. "A survey of the ceramic possibilities of the Presidency was carried out by the Department of Industries in the years 1930 to 1933 and a report of the results was published for general information. The report shows that there are possibilities of developing the manufacture of certain branches of the ceramic industry. Clays similar to kaolin or china clay are available in abundance in Vizagapatam, Nellore, Chingleput, Cuddapah and other districts, while clays which could be classified as pipe clays occur in East Godavari, West Godavari, Kistna,, Chingleput and certain other districts. Coal which is required for firing can be obtained either from Bengal or the Singareni collieries. Stoneware pipes are imported into the Presidency from Northern India, principally from Bengal and Jubbulpore. In addition there are imports by sea into the Presidency. In connection with the drainage schemes of the municipalities of the Presidency there is likely to be a considerable demand for stoneware pipes. There is undoubted scope for the development of the industry. The floatation of these companies is therefore of considerable industrial importance."



The Tata Iron & Steel Company Ltd.

A National Enterprise

The great scheme which eventually was to provide India with a stupendous and most up-to-date iron and steel works was already taking shape in the mind of the late Mr. J. N. Tata, when in 1882, he chanced to read a report on ore in the Chanda District in the C. P. by Ritter Schwarz, a German expert in Geology. Until then Mr. Tata was devoting much of his time in the establishment of the textile industry in India. But the perusal of Schwarz's document set Mr. Tata's imagination on fire and he immediately proceeded to the spot. On investigation, however it was found that the coal in the immediate vicinity was unsuitable and the strenuous opposition from the Government of India compelled him to drop the project. Fortunately for India, Mr. Tata's dream was not shattered by this early rebuff and he kept up his investigations with a zeal and patience which evoke admiration. In the year 1,900 he saw the Secretary of State for India, who assured him that the Government of India would give him all possible help. The promise was kept and Mr. Tata was given prospecting licenses in various districts in quest of suitable iron ore and coal. He then went to the United States and made an extensive tour of the several big iron and steel centres. There he consulted Mr. Perin, the eminent engineer of New York who, however, could not come to India at the moment and advised Mr. Tata to employ his equally eminent Assistant Mr. Weld. Mr. Weld arrived in India shortly after Mr. Tata and carried on an intensive and hazardous investigation in the Ore districts of India. After a prolonged inquiry it was decided to establish the works somewhere near the coal-fields of Jharia. In the meantime, Mr. Tata's health was failing and eventually in the year 1904 he passed away before his plans could take definite shape.

MR. TATA'S SUCCESSORS AND CHANGE OF SITE

Mr. Tata had set the ball rolling and his successors with a grim determination continued with the great scheme. While Mr. Weld was busy at his report in Bombay, Mr. P. N. Bose, formerly of the Geological Survey of India, invited the Tatas to visit the Mayurbhunj State, where he was then the Geologist, to inspect the rich iron ore deposits of the State. The invitation was accepted and in 1905, Mr. Perin, who had by that time arrived in India, Mr. Weld, Mr. Dorab Tata, the son of the founder, along with others, proceeded to Mayurbhunj State and found in the Gorumahisani Hill, large deposits of suitable iron ore. The state granted Tatas a lease for mining operations over an area covering 20 square miles. Later, the Company established mines at Sulaipat and Badampahar both in Mayurbhunj which even to-day supply large quantities of iron ore to the Tata Works. With the rapid expansion of the Works, another big mine at Noamundi was subsequently opened.

With the rapid expansion of the Works, another big mine at Noamundi was subsequently opened.

CAPACITY AND OUTPUT

The original plant was designed for an annual output of 90,000 tons of finished rolled steel sections. Construction commenced in 1908; the first pig iron was made in 1911; and the first finished steel sections in 1912.

The Great War brought the realisation home that an adequate steel industry was a vital economic necessity to India, and in order to meet the War requirements of the country an extensive scheme of expansion and modernisation of the plant was mooted and undertaken in 1916.

The completion of this extension has greatly increased the productive capacity of this enterprise. The pig iron capacity alone is now over one million tons, while the steel capacity is nearly 700,000 tons of finished materials per year.

CAPITAL AND BLOCK

The subscribed share capital stands to-day at Rs. 10½ crores and is drawn from every province of India. Bombay's contribution alone is nearly Rs. 7½ crores. The Indian States come second with Rupees one crore and forty-five lakhs. Bihar stands third with about Rs. 63½ lakhs; Bengal has an investment of Rs. 41½ lakhs, while the Central and United Provinces account for a little over Rs. 36 lakhs between them. Assam, Burma, Madras, the Punjab and the N. W. F. Provinces have also their due share in the investment.

The gross block investment is a little over Rs. 24 crores, but has been substantially reduced by setting apart a sum of nearly Rs. 10 crores for depreciation. Stocks, stores and working capital call for some Rs. 4 crores.

RAW MATERIALS

The essential raw materials of steel manufacture are iron ore, coal, fluxes, refractories and some minor minerals, such as manganese and chrome ore.

In accordance with the trend in steel industry throughout the World, the Tata Steel Company owns extensive reserves of these raw materials and works its own mines, quarries and collieries. Adequate supply of these materials without interruption or delay, con-

rol of their quality and regulation of their cost are thus ensured at all times.

SCALE OF OPERATIONS

The magnitude of the scale on which this enterprise operates may be gathered from the few facts set down below.

The consumption of raw materials alone, iron ore, coal, fluxes and minor minerals—totalled 3½ million tons in 1935-36.

The value of coal consumed in 1935-36 amounts to Rs. 87 lakhs.

Next to the Indian Railways, the Tata Steel Works is the largest single consumer of coal in India. There can, therefore, be no doubt that the present position of coal trade would greatly suffer if the off-take of coal by the Steel Works ceased or was reduced.

The volume of freight traffic alone offered by the Steel Works to the Bengal Nagpur Railway amounts to 485,000,000 ton miles per year, equivalent to nearly a quarter of the total public traffic of this railway.

Nearly 8,000 special trains steam in and out of the Steel Works every year bringing in the raw materials for manufacture and taking out the finished products for distribution to different centres of consumption throughout India.

The revenue earned by the Railway in the handling of this enormous tonnage amounted to more than Rs. 102,91,700 in 1935-36 without taking into account the income derived from passenger traffic and the carriage of merchandise consumed by the large population of the town of Jamshedpur.

Over 45,000 people were in direct employment of the Company in 1935-36, including the Works, Town, Sales, Camps, Collieries and contractors' labour. The indirect employment offered by the railways, suppliers of purchased materials, the allied industries at Jamshedpur and outside, is beyond the range of exact computation.

EQUIPMENT

Equipments of the most modern type have been installed at the Works, and every attempt is made to

keep abreast of the best steel mill technique and practice. The present equipment consists of By-product Coke-ovens, Blast Furnaces, Blooming Mill, Rail and Structural Mills, Merchant Mill, Sheetbar and Billet Mill, Bar Mills, Sheet Mills, Plate Mill, Sleeper Plant, Power House and Service Departments, such as Machine Shops, Pattern Shops, Foundries, Millwright Shops, Smithy, Forging and Toolmaking Shops. A net-work of broad gauge railway tracks of over a 100 miles has been laid down within the Works to facilitate interdepartmental communications.

PROCESS OF MANUFACTURE

All Tata Steel is manufactured by the well-known Basic Open-Hearth and Duplex Processes of steel manufacture, which ensure quality, homogeneity and uniformity in products.

PRODUCTS

Coke	Billets
Coal Tar	Sheet Bars
Sulphuric Acid	Tinbars
Sulphate of Ammonia	Beams
Pig Iron Basic and Foundry	"Agrico" Products
Rails	Channels
Fishplates	Angles
Tie Bars	Bulb Angles
Pressed Steel Sleepers	Tees
Crossing Sleepers	Horn Checks
Bearing Plates	Plates
Rounds	Black Sheets
Squares	Galvanized Plain Sheets
Flats	Galvanized Corrugated Sheets
Blooms	"Tiscrom" High Tensile Steel
Slabs	

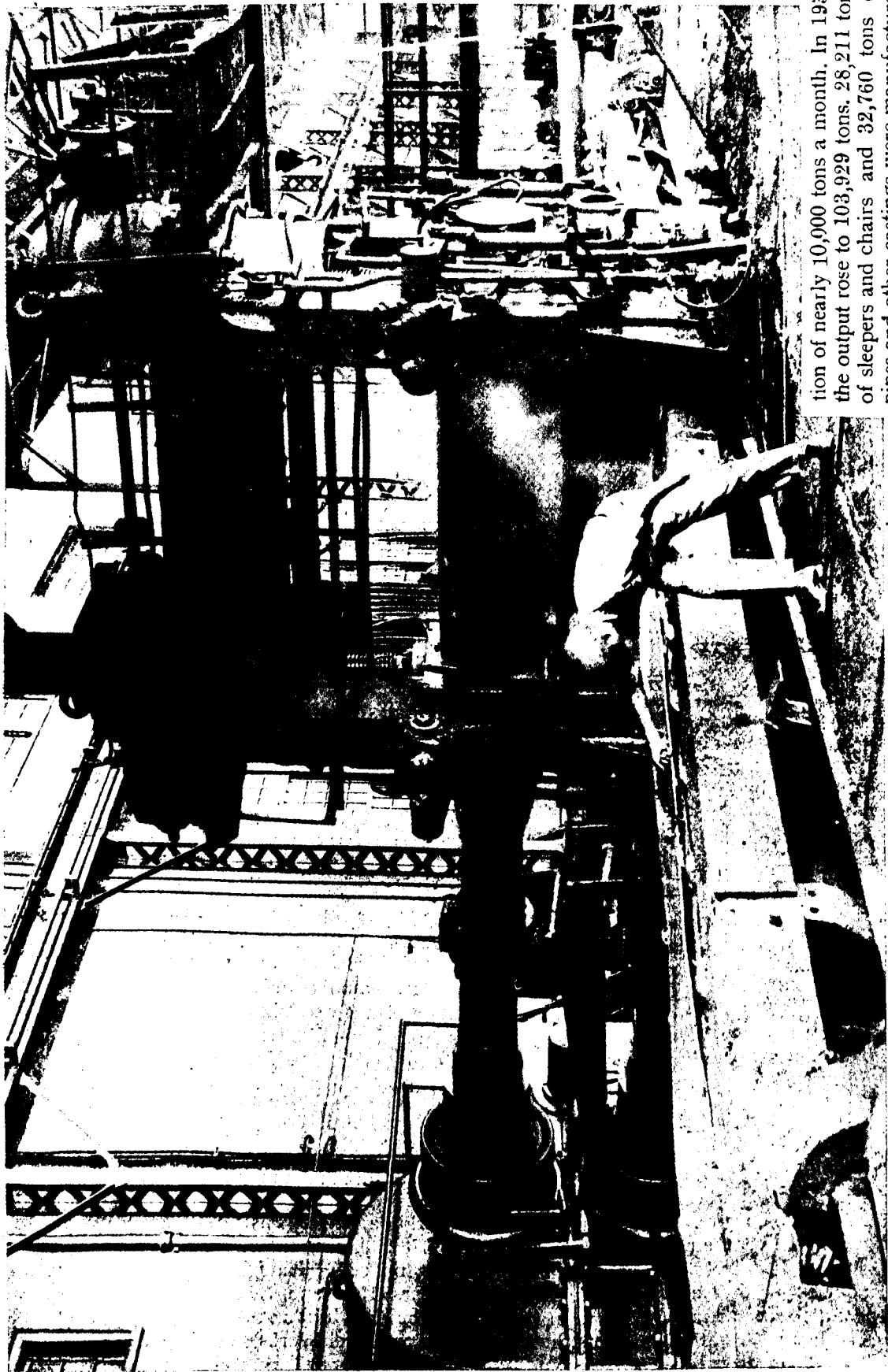
THE TOWN OF JAMSHEDPUR

The position of Jamshedpur was placed upon the company by the situation of the raw materials of the industry. None of the ordinary comforts of civilisation existed. If labour was to be retained, and the industry carried on, roads had to be built, houses put up, light and water supplied, and provision made for sanitation and medical relief. Every industry that has had to establish itself far from any big centre population has had to provide these facilities.

Indian Iron and Steel

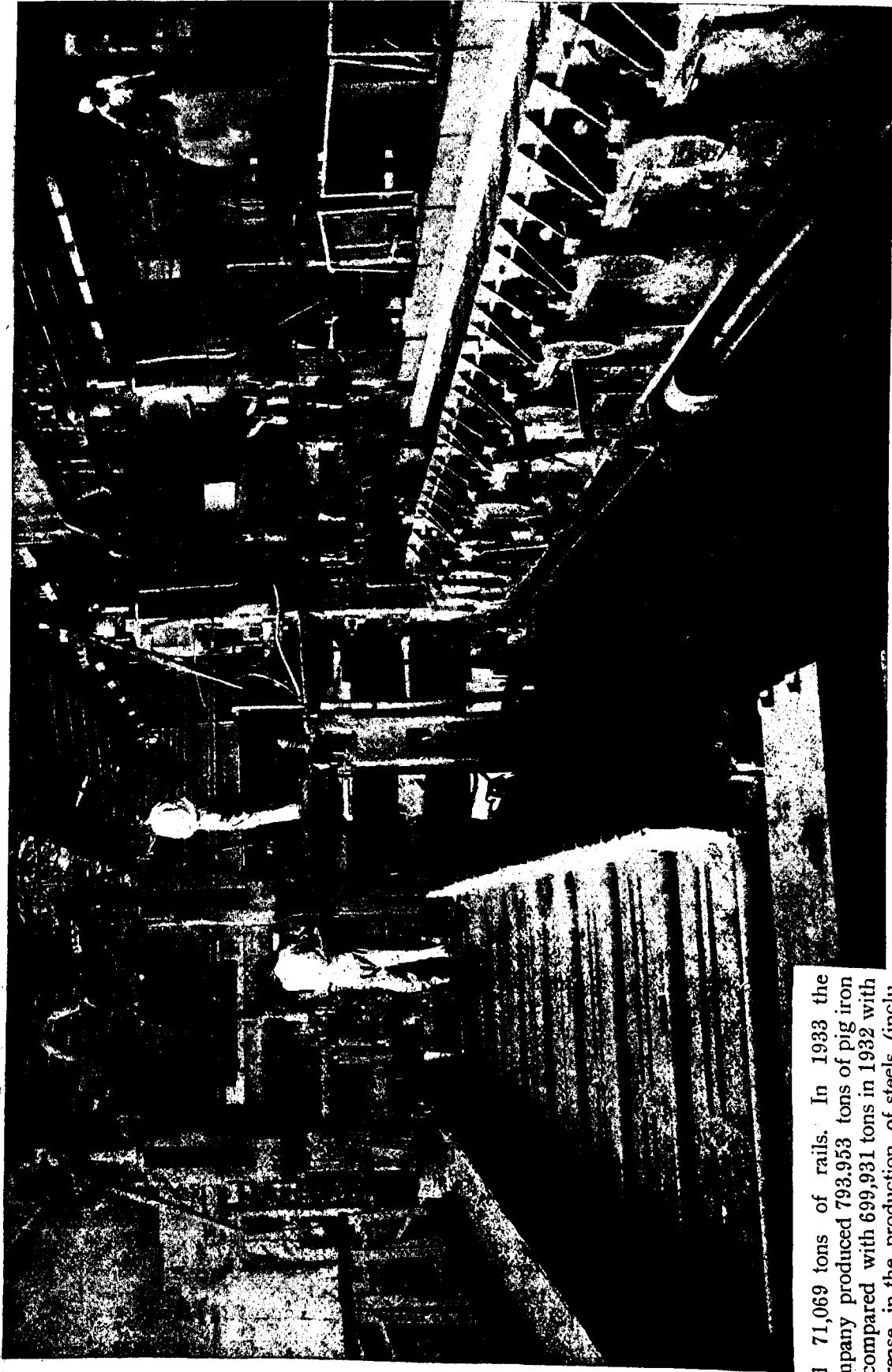
Deposits of iron ore of good quality have been proved to exist in different parts of India and for some years ending 1929 the production thereof had been steadily increasing. India is now, in fact, only next in importance to the United Kingdom in the British Empire. In 1930 the prevailing world depression was reflected in a decrease in the Indian output of 23.8 per cent over the previous year amounting to 678,930 tons followed by a further fall of 284,742 tons (12.1 per cent) in 1931. In 1932 a slight rise in output was noticed. Though there was a slight setback in 1933, the production advanced to an appreciable extent in the years 1934 and 1935. There are four concerns which are equipped for the manufacture of pig iron in India, viz., the Tata Iron and Steel Company, the Indian Iron and Steel Company, the Bengal Iron Company and the Mysore Iron and Steel Works. Of these, the Bengal Iron Company suspended production in November, 1931 but resumed manufacture of pig iron from March 1935. The Bengal Iron and Steel Company's works were opened in 1875, but were not a paying concern in the earlier years. With four blast furnaces they have a potential output of 320 tons of pig iron a day, equivalent to a normal

Rolling in Progress Plate Mill



tion of nearly 10,000 tons a month. In 1930 the output rose to 103,929 tons. 28,211 tons of sleepers and chairs and 32,760 tons of pipes and other castings were manufactured from their pig iron in 1931 as against 5,153 tons and 34,883 tons respectively, in 1930. In 1933, their output of products from pig iron amounted to 12,511 tons of sleepers and chairs and 23,263 tons of pipes and other castings against 3,371 tons and 17,266 tons respectively in 1932. The Tata Iron and Steel Company, which was floated in 1907, owns valuable iron ore concessions in the Mayurbhanj State in Orissa and the Raipur district of the Central Provinces, manganese ore deposits in the Balaghat district of the Central Provinces, magnesite and chromite in Mysore, and coal in the Jharia field. The works were completed in 1911, in September 1912 a second blast furnace was blown August 1919, a third (the Batelle furnace), but the full effect of these additions was not felt until 1921. Before the works were started the Government, and inment of India placed a standing order with the works for 20,000 tons of steel rails annually for ten years for State Railways but the demands of the Munitions Board during the war largely exceeded this figure. In 1918 the works produced 198,064 tons of pig iron

Rail and Structural Mills



and 71,069 tons of rails. In 1933 the company produced 793,953 tons of pig iron as compared with 699,931 tons in 1932 with increase in the production of steels (includ-

ing steel rails) from 430,333 tons in 1932 to 505,429 tons in 1933 and of ferro-manganese from 366 tons in 1932 to 7,725 tons in 1933. The Indian Iron and Steel Company, with an authorised share capital of £. 1 million manufactures pig iron, steel, ferro-manganese, etc., at Burnpore, near Asansol, 130 miles from Calcutta near an important railway junction and close to the Raniganj, Jharia and Barakar coal fields. The initial plant includes two blast furnaces capable of producing 300 tons of pig iron or 200 tons of ferro-manganese daily and by-product recovery coke ovens. The company commenced turning out pig iron, railway sleepers and railway "chairs" in November 1922, and increased their production of pig iron from 198,700 tons in 1932 to 249,079 tons in 1933. The output of pig iron by the Mysore Iron and Steel Works rose slightly from 14,683 tons in 1932 to 14,805 tons in 1933. The total production of pig iron in India rose from 913,314 tons in 1932 to 1,057,837 tons in 1933.

Galvanising Black Sheets



A new company known as the National Iron and Steel Co., Ltd., was registered in October 1934, and has started a factory at Belur near Calcutta for the manufacture of mild steel rounds, belts, nuts, etc. It also proposes to manufacture structural materials and other steel products such as steel bars, high class alloy steel and steel castings in the near future.

The bulk of the shipments goes from Calcutta. Madras and Burma have considerable shares in the export trade of remanufactured iron and steel. In recent years, no export is recorded of ferro-manganese, the last shipment of 3,200 tons being in 1929-30, wholly from Madras to Belgium and France. The chief markets for pig-iron are Japan, United Kingdom, United States of America and China while iron and steel manufactures go mainly to the United Kingdom and Japan.

Patent Office Notices

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

February 7, 1938.

- 24911. L. Gardner & Sons, Ltd.—Improvements in impeller shaft packings for water pumps. (February 12, 1937.)
- 24912. Dyckerhoff Portland-Zementwerke Aktiengesellschaft.—Process for the production of pure alumina.
- 24913. J. Stein.—Improvements in rubber compounds or products and method of making the same.
- 24914. The Continental Investment Syndicate, Ltd.—Improvements in and relating to the manufacture of artificial stone. (February 8, 1937.)
- 24915. Pittsburgh Plate Glass Co.—Improvements in process and apparatus for bending and tempering glass sheets.
- 24916. Marconi's Wireless Telegraph Co., Ltd.—Improvements in or relating to modulator carrier wave transmitters.
- 24917. Marconi's Wireless Telegraph Co., Ltd.—Improvements in or relating to electron discharge devices.
- 24918. F. Vasarhelyi and N. H. Moos.—Improvements in or relating to joints for permanent way rails.
- 24919. F. Vasarhelyi and N. H. Moos.—Improved expansion joint for railway permanent way rails.

February 8.

- 24920. Bennett (Hyde), Ltd.—Process for the emulsifying or mixing of liquid or viscous substances and apparatus therefor. (February 9, 1937.)

February 9.

- 24921. Hugo Schneider Aktiengesellschaft—Improved wire clip for securing or connecting the sieve plate of a hurricane lantern to the inner slidable metal chimney.
- 24922. K. P. Paul.—A metal pipe bending machine.
- 24923. G. G. Johnston.—An improved method of and apparatus for generating a reducing gaseous mixture controlled and continuous at low temperature and for com-

mercial utilisation of the gaseous mixture. (February 10, 1937.)

- 24924. W. S. Freeman.—Improvements in stoppers for bottles, jar and similar containers. (February 10, 1937.)

February 10.

- 24925. Procédes Techniques De Construction.—Improved method and apparatus for the production of pavement kerbs, road surfaces, floorings and the like, or other structures such as conduits and the like (September 22, 1937.)
- 24926. R. B. Amin.—Improvements in or relating to pump operating means.
- 24927. R. B. Amin.—Improvements in or relating to hand pumps.

February 18, 1938.

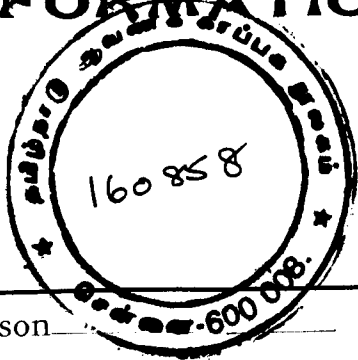
- 24962. G. J. Fowler.—Improvements in or relating to the drying of sludge on the surface of a filter mat. (March 18, 1937.)
- 24963. I. G. Farbenindustrie Aktiengesellschaft.—Process for the manufacture of pyrimidine compounds. (May 19, 1936.) [Addition to No. 23847.] [Divisional Date April 2, 1937.]
- 24964. I. G. Farbenindustrie Aktiengesellschaft.—Process for the manufacture of pyrimidine compounds. (May 19, 1936.) [Addition to No. 23847.] [Divisional Date April 2, 1937.]

February 21.

- 24965. H. L. Fletcher.—Improvements in or relating to grips for handles of golf clubs, cricket bats, hockey sticks or other shaft-like bodies. (March 16, 1937.)
- 24966. D. Komlos.—Improvements in the production of surfaces for building and like purposes. (October 8, 1937.)
- 24967. The Research Association of British Flour Millers.—An improved process for determining the baking qualities of wheaten flour dough and apparatus therefor. (March 23, 1937.)
- 24968. Standard Telephones and Cables Ltd.—Improvements in or relating to thermionic amplifiers. (March 8, 1937.)
- 24969. The Mirreles Watson Co., Ltd.—Improvements relating to air discharge valves for calandrias for single and multiple effect evaporators. (June 24, 1937.)

“EXPORTER & IMPORTER”

INFORMATION BUREAU



Immediately after receiving this form filled up 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

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March 1938

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