CHAPTER 5

INSTITUTIONAL BACK-UP FOR EXPORTS

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INSTITUTIONAL BACK-UP FOR EXPORTS

A vast institutional back-up is available for promotion of engineering exports. An exhaustive list of such institutions with their addresses has been given in Annexure 1. The purpose of the present Chapter is to deal with the objectives and functions of the various organisations engaged in the promotion of engineering exports and make an objective evaluation of their efforts in this regard.

5.1 POLICY MAKING BODIES

5.1.1 The Ministry of Commerce

The Ministry of Commerce is the primary Government agency that evolves and directs the foreign trade policy of the country involving all goods, services, and industries including engineering. The various divisions of the Ministry involved in these activities are

i. Foreign Trade Policy Division

ii. Foreign Trade Territorial Division

iii. Export Services Division

iv. Export Product Division

v. Economic Division

vi. The Chief Controller of Import and Export
INSTITUTIONAL BACK-UP FOR EXPORT

THE MINISTRY OF COMMERCE.
- FOREIGN TRADE POLICY DIVISION
- FOREIGN TRADE TERRITORIAL DIVISION
- EXPORT SERVICE DIVISION
- EXPORT PRODUCT DIVISION
- ECONOMIC DIVISION
- CCI & E

CONSULTATIVE ORGANISATIONS
- ADVISORY COUNCIL OF TRADE
- CABINET COMMITTEE ON INVESTMENT
- EXPORT SERVICES AND COORDINATION COMMITTEE
- EMPOWERED COMMITTEE OF SECRETARIES ON EXPORT

COMMODITY SPECIFIC ORGANISATIONS
- EXPORT PROMOTION COUNCIL
- COMMODITY BOARDS

SERVICE INSTITUTIONS
- TDA *
- TFAI *
- ITPO
- ECGC
- IIFT
- EXIM BANK
- EXPORT INSPECTION COUNCIL
- FIED
- INDIAN COUNCIL OF ARBITRATION
- INDIAN INSTITUTE OF PACKAGING
- DGCI & S
- SHIPPING INST.
- TRADE REPRESENTATIVES ABROAD

GOVT. TRADING ORGANISATIONS
- STATE TRADING CORPORATION
- PEC
- WMTC

STATE AGENCIES
- EXPORT PROMOTION AND CELLS
- EXPORT CORPORATIONS
- EXPORT AGENCIES WITH EXPORT HOUSE STATUS
- APEX BODIES HEADED BY CHIEF MINISTERS AND CHIEF SECRETARIES

* These two have been merged into one i.e. ITPO

Fig. 5.1
5.1.1.1 Foreign Trade Policy Division

The Foreign Trade Policy Division under the Ministry of Commerce looks after the various developments in fora like WTO, UNCTAD, Economic Commission for Europe, Africa, Latin America, Asia and Far East. India's trade relation with various regional fora like EC, Commonwealth, EFTA, NAFTA, ASEAN, SAARC, etc. are looked after by this division.

5.1.1.2 Foreign Trade Territorial Division

This division looks after the development of trade with different countries and regions of the world. Issues relating to state trading, barter deals, organisation of exhibitions and trade fairs, commercial publicity abroad are also dealt with by this division. It maintains contact with Indian Trade Missions abroad and attend to their various requirements.

5.1.1.3 Export Service Division

The activities of this division cover issues connected with export assistance, export replenishment, licensing, cash compensatory support, export credit, market development assistance, transport problems, quality control and pre-shipment inspection, joint-ventures abroad, capacity creation in export-oriented industries, free trade zones, import of capital goods, raw materials, etc. and thus include a wide range of activities.

5.1.1.4 Export Product Division

It looks after the problems connected with production, generation of surplus, and development of markets for various products like engineering goods,
chemicals and allied products, leather and leather goods, marine products, sports goods, etc. This division is also responsible for the working of export organisations and corporations like Export Promotion Councils and Commodity Boards dealing with these products.

5.1.1.5 Economic Division

The Economic Division is responsible for formation of export strategies, export planning and periodic review of various plans and policies. It also co-ordinates the activities of other divisions and organisations functioning under the Ministry of Commerce and engaged in the promotion of trade and commerce. It also monitors activities relating to technical assistance, management services for export and overseas investment by the Indian entrepreneurs.

5.1.1.6 The Chief Controller of Imports and Exports (CCI&E)

It is the executive arm of the Ministry of Commerce and looks after the implementation of the plans and policies formulated by the Ministry. For this purpose, its supporting offices are located at important Commercial places of the country namely Agartala, Ahmedabad, Aurangabad, Bangalore, Bombay, Calcutta, Cuttack, Chandigarh, Ernakulam, Guwahati, Hyderabad, Jaipur, Kandla, Kanpur, Madras, New Delhi, Panjim, Patna, Pondichery, Rajkot, Shilong, Srinagar and Vishakhapatnam.
CONSULTATIVE ORGANISATIONS

A number of consultative and deliberative committees have been set up for promoting exports. The main objective of these committees or bodies are to ensure collective wisdom from the cross section of experts for effective formulation and implementation of the country's trade policy. The most important bodies engaged in promotion of engineering exports are Central Advisory Council of Trade, Zonal Export Import Advisory Committee, Cabinet Committee on Export, Export Services Coordination Committee and Cash Assistance Review Committee.

5.2.1 Central Advisory Council of Trade

The Council was constituted with effect from February 15, 1978 by merging the Board of Trade and the Advisory Council of Trade. Again it was reconstituted in October 1987. The Council consists of 141 members including representatives of different trade organisations, Reserve Bank of India, Export Credit Guarantee Corporation (ECGC), Federation of Indian Export Organisation (FIEO), members of Parliament, editors of the Economic Times and the Financial Express and individuals with business standing and expertise.¹ The Council meets annually, reviews the exports of the country, import-export trade regulations, trade controls, export marketing and assistance and makes its recommendation for the growth of trade.
5.2.2 Zonal Export Import Advisory Committee

The Zonal Export Import Advisory Committee was set up in 1968 with the following objectives:

i. To consider difficulties faced in the operation of prevailing import and export policies and procedures and to suggest measures for the improvement in disbursement of cash assistance.

ii. To consider difficulties in the matter of custom clearance, shipping credit insurance, etc. and to suggest any improvement thereof.

iii. To find out difficulties in the working of various Government departments involved with trade and industry, and to suggest changes thereof.

There are four such Zonal Committees one each for the Western, Eastern, Southern and Northern Zones, functioning in Bombay, Calcutta, Madras and Delhi respectively. The Zonal Committees meet 3 to 4 times a year and deal with all the Zonal problems and help their alleviation.

5.2.3 The Cabinet Committee on Exports

The Cabinet Committee on exports was constituted in June 1986. The Committee provides a forum for dealing with matters relating to export promotion, export production trade regulations at the highest level.

5.2.4 Empowered Committee of Secretaries on Exports

The Empowered Committee of Secretaries on Exports was constituted in June 1986. This Committee considers various problems of trade those are brought before it by various departments and ministries. It aims at solving inter departmental problems involved in execution and control of export and import trade.
5.3 COMMODITY SPECIFIC ORGANISATIONS

The commodity specific organisations were created to deal with problems specific to a particular commodity or group of commodities. At present there are 18 export promotion councils and 8 commodity boards. But so far as engineering goods exports are concerned the Engineering Export Promotion Council and the Electronics and Computer Software Export Promotion Council are the two commodity specific organisations.

5.3.1 Engineering Export Promotion Council (EEPC)

The EEPC, for promoting exports of engineering goods from India was established in 1955 under the sponsorship of the Ministry of Commerce, Government of India. The prime objective of the Council is to create an atmosphere of international kinship amongst the business community world-wide dealing with engineering goods and services. Set up and sponsored by the Government, the council is truly a representative body which serves as a bridge between the Government on the one hand, and the trade and industry on the other, interpreting the former's policy, plans and programmes to the latter and representing the latter's problems and difficulties, plans and projections to the former - at times acting as an arbitrator - with a view to accelerating and diversifying engineering exports, enforcing and ensuring better business behaviour and ethics with an eye to projecting better image and securing greater economic co-operation.  

The entire gamut of activities carried on by the Council can be grouped under two broad categories:

A. Promotional activities and  
B. Servicing activities.
Some of its well-sought after activities include dissemination of business information to exporters, organisation of conferences, seminars and workshops etc. both in India and abroad, making arrangements for trade delegations, study teams etc. participated by business dignitaries and technocrats.

EEPC with its headquarters at Calcutta function through a net-work of four regional offices at Bombay, Calcutta, Madras, New Delhi and sub-regional offices at Bangalore, Jalandhar and Ahmedabad. It has also ten overseas offices spanning over five continents for fostering India's engineering exports. Council's membership comprises over 5000 firms and includes manufacturers, exporters, export houses and firms offering technical consultancy and management services.

The EEPC helps its members to promote their exports in various ways. Some of the important activities of the Council can be enumerated as follows.

A. Promotional Activities:

- Establishing contact with the prospective buyers abroad.
- Exploring possibilities for export to distant and nearby markets and identifying items having export potential.
- Educating members on world wide marketing prospects and tariffs and duties prevailing overseas.
- Undertaking corporate and product publicity in India and abroad.
• Co-ordinating with allied organisations like Export Inspection Council, Financial Institutions, General Insurance Corporation, etc. so as to facilitate operations procedure.
• Promoting alliance between the Indian exporters and the overseas buyers and mediating in finalisation of trade protocol.
• Acting as a dynamic vehicle and trusted link between Indian exporters and foreign buyers and helping to maintain mutual rapport.
• Educating overseas buyers on business climate and policies prevailing in India.
• Identifying suitable suppliers in India who could supply goods and services required by overseas buyers.
• Organising programmes of visits of overseas buyers exploratory missions, delegations, etc., to India.
• Assisting in establishing collaborations for third country exports.

B. Servicing Activities

• Providing suppliers profits and status report on request.
• Offer various facilities to engineering exporters in line with other exporting countries.
• Arranging supply of indigenous and important raw materials
• Securing assistance from MDA.
• Extending help in shopping and transport problems and securing shipping freight concessions.
• Facilitating speedy disposal of export assistance application.
• Assisting small scale units in exporting their products.
• Appraising the Government about the exporters’ problems
• Resolving overseas complaints and trade disputes.
5.3.2 Electronics and Computer Software Export Promotion Council (ECSEPC)

The ECSEPC is exclusively designed for export promotion of electronics and computer software. The rising importance of electronics and computer software in the eighties has led the Government of India to set up this new organisation with the following objectives:

- To explore foreign market and to identify items with export potential.
- To assist the development of new exportable products and conduct proper inspection of these goods.
- To help meet buyers abroad and promote trade contacts.
- To participate in trade fairs and exhibitions, and conduct publicity campaigns in foreign counties.
- To interact with Government for changes in policy if necessary.

5.4 SERVICE ORGANISATIONS

A number of organisations are being set-up by the Government to help the Indian exporter to tide over the hindrances in trade in the field of market research, export publicity, insurance, banking, quality control, etc. A brief analysis of the functions and activities of some of these organisations is made here.

5.4.1 The Trade Development Authority of India

The TDA was set-up in 1971 as a registered society under the Societies Registration Act with headquarters at New Delhi with the primary objective of providing package assistance to the enterprises at the micro-level after identifying the potential for
their product and assessing their requirements of assistance." It was the only national organisation which under one roof rendered complete package of services to an entrepreneur from the stage of product development to the execution of export contract.

The TDA concentrated on specific exporters, specific products and specified buyers in the specified market. To carry on its functions, it had an organisational set up having four divisions viz. the Merchandising Division, Research and Analysis Division, Information Division and Administrative Division.

The **Merchandising Division** was responsible for identifying suitable exporters, products and markets, carried out feasibility studies, undertook pilot projects on product development and product adaptation, arranged buyer-seller contact to extend specific assistance to the promotion of exports of small and medium scale industries.

The **Research and Analysis Division** normally undertook policy-oriented research and analysis work for the promotion of export.

The **Information Division** was entrusted with collects, compiles, stores and disseminates of useful information for the promotion of export trade and provides the database for various research and analysis work.

The **Administrative Division** looked after the smooth administration of all the work undertaken by the organisation and co-ordinated the activities of all the divisions.

Through a net-work of five offices in India and four offices abroad, it carried out all its activities.
5.4.2 Trade Fair Authority of India (TFAI)

The Trade Fair Authority of India was established in 1977 by merging together three organisations viz. the Directorate of Exhibitions and Commercial Publicity, the Indian Council of Trade Fairs and Exhibitions, and Trade Fair Organisation. The basic objectives of TFAI were:

- to promote, organise and participate in industrial and other fairs and exhibitions
- to set up showrooms and shops in India and abroad.
- to undertake trading activities in commodities connected with or relating to such fairs and exhibitions.
- to develop export of new items for diversification and expansion of India's exports.

It brought out regularly a number of journals like Indian Export Bulletin, Economic and Commercial News, Udyog Vyapar Patrika, etc. which provided authentic information on Indian economy, Government trade policies, facilities available for exports and marketing opportunities abroad.

5.4.3 Indian Trade Promotion Organisation (ITPO)

The Trade Development Authority of India (TDA) and the Trade Fair Authority of India on 1st January, 1992 merged together to form a new organisation Indian Trade Promotion Organisation (ITPO). The basic objective of the ITPO is to carry on the various activities of TDA and TFAI more effectively and in a co-ordinated manner. These activities include inter alia development of products, market research, publicity of the product in the international market, arrangements of fairs and exhibitions inside and outside the country, etc.
5.4.4 **The Export Credit Guarantee Corporation (ECGC)**

The Export Credit Guarantee Corporation of India aims at minimising the credit risks of the exporters as well as the bankers involved in financing exports and thus help in smooth flow of funds into export business. It provides insurance cover against credit risks arising out of commercial and political uncertainties. To meet the varying needs of the exporters the Corporation provides different types of covers which may be divided into three broad categories.

1. **Standard policies issued to exporters to protect them against the trading risks with the overseas buyers on credit terms.**
2. **Financial guarantee issued to banks against risks for providing credit to exporters.**
3. **Special policies designed to protect the Indian exporters against the risk of non-payment in respect of (i) exports on deferred payment terms (ii) services rendered to foreign parties (iii) construction works undertaken abroad.**

Under the standard policy issued by the ECGC the risks like insolvency, delayed payment, non-acceptance of goods by the buyer (that arises not due to the exporter's fault), restrictions on remittances in the buyer's country, outbreak of war, civil disturbances, cancellation of export licences or imposition of new licensing restrictions in India etc. are covered. The ECGC bears 90% of the loss arising out of such risks.

To encourage liberal lendings to exporters the ECGC usually gives the following guarantees to the Commercial banks.

i. **Packing Credit Guarantee**
ii. **Pre-shipment Export Credit Guarantee**
iii. **Export Finance Guarantee**
iv. **Export performance Guarantee**
v. Export Production Finance Guarantee
vi. Export Finance (Overseas Lending) Guarantee

These guarantees provided by the ECGC give protection to the commercial banks against losses arising out of non-payment by an exporter. In case, ECGC pays the bank three fourths of the losses in case of export finance guarantee, post-shipment export credit guarantee and export performance guarantee and two thirds of the loss in case of the rest.

5.4.5 Indian Institute of Foreign Trade (IIFT)

The Indian Institute of Foreign Trade (IIFT) carries out the following activities for the furtherance of export trade.

- It provides training for executives and personnel employed in trade and industry export houses, Government departments, Government trading corporations, and Indian embassies and consulates abroad in the techniques, methods and procedures of international trade.
- It undertakes and sponsors marketing research and area surveys in foreign countries in order to ascertain the characteristics of the overseas markets and consumer preferences, assesses the current and potential demand of the Indian products and determines the scope and techniques to be adopted for success in these markets.
- It sponsors and undertakes fundamental research on various problems relating to foreign trade.
- It provides consultancy to business firms in the area of foreign trade.
- It disseminates information through its quarterly journal Foreign Trade Review and reports on various products and markets. Its monthly publication Foreign Trade Bulletin provides current information on trade.
5.4.6 Export Import Bank of India (EXIM Bank)

The Export Import Bank of India was established on 1st January, 1982 by an Act of the Parliament. It is the principal financial institution that co-ordinates the functions of various institutions engaged in financing export and import trade. The Exim Bank of India operates a number of lending programmes to meet the financial needs of the exporters. Some of the important lending programmes of the Bank are pre-shipment credit, overseas buyers credit, export bills rediscounting, refinance of export credit, lines of credit, overseas investment finance etc.

Under the Exim Bank Act the Bank is also empowered to finance export of consultancy and related services, assist Indian joint ventures in the third countries, conduct export market studies, finance export-oriented industries and also provides international merchant banking services.

The Exim Bank of India has been operating since 1986, a 10 million dollar export marketing fund, funded by the World Bank to assist Indian exporters for effective marketing in industrialised countries. Eleven product groups having high market potential in America and Western Europe have been identified for support from this fund. They include inter-alia engineering goods like castings, diesel engines, pumps, electric motors, starters and industrial valves.
5.4.7 Export Inspection Council (EIC)

The Export Inspection Council (EIC) established under the Quality Control and Pre-shipment Inspection Act aims at enhancing quality of the Indian products sold in the foreign market by providing for compulsory pre-shipment quality inspection. By ensuring quality of Indian exports it lends confidence to the importers and makes the Made in India label reliable in the foreign market.

The Export Inspection Agencies set up by the Council also undertake inspection on a voluntary basis when required by the foreign buyers. Through a network of laboratories, these agencies carry out this work of quality inspection. The Government of India has also authorised the Export Inspection Agencies to issue Certificate of Origin under the Generalised Scheme of Preferences (GSP) for exports to Japan, EEC, USA, Canada and European Countries.

5.4.8 Federation of Indian Export Organisation (FIEO)

The Federation of Indian Export Organisations was set up in 1965 to provide a common and co-ordinating platform for all the export organisations including the Commodity Councils\(^5\) and Boards\(^6\) and the service institutions and organisations. The major objectives of FIEO are:

- Promoting development of export trade.
- Co-ordinating export promotion activities of its constituents.
- Convening meetings, conferences, seminars and workshops to provide an opportunity to all sections of the exporting community and export promotion
institutions in India to review and recommend to the Government, on problems, prospects and potentials of India's export.

- Undertaking studies/surveys and disseminating commercial intelligence.
- Undertaking publicity of Indian goods and services abroad through various media like films, exhibitions, etc.
- Establishing rapport with overseas chamber of commerce, trade associations and Government Departments.
- Sponsoring special projects relating to export promotion of Indian consultancy services.
- Facilitating settlement of foreign trade disputes.
- Arranging round table conferences of business interest in India with trade missions and other business teams on visit to India.
- Sponsoring study teams and inviting delegations from abroad.

5.4.9 Indian Council of Arbitration (ICA)

The Indian Council of Arbitration was set-up in 1965 with the objectives of promoting and encouraging amicable settlement of foreign trade disputes. The activities of the Council include:

- Propagation and popularisation of the idea of commercial arbitration in relation to foreign trade.
- Arranging arbitration of disputes in international trade through its constituent members.
- Maintenance of panels of persons to act as arbitrators.
- Collaborating with international organisations and arbitral bodies in matters relating to international commercial arbitration.
- Conducting training courses on commercial arbitration.
• Convening regular meetings at which businessmen, representatives from Export Promotion Councils, Chambers of Commerce and trade association meet to discuss problems of arbitration.
• Disseminating information regarding important aspects of international trade transactions, rights and duties of parties to a trade contract terms and conditions of a trade contract, etc.

5.4.10 **Indian Institute of Packaging (IIP)**

The Government of India, in collaboration with the industry set up the Indian Institute of Packaging (IIP) in 1966. The principal objectives of the Institute are

• To undertake research on raw materials for the packaging industry.
• To keep India in step with international developments in the field of packaging.
• To organise training programmes on packaging technology.
• To bring about consciousness among the exporters on the needs of good packing.
• To provide consultancy services to the packaging industry.
• To provide testing facilities for the packages.

5.4.11 **Directorate General of Commercial Intelligence and Statistics (DGCI & S)**

The Directorate General of Commercial Intelligence and Statistics (DGCI&S) is mainly engaged in carrying out the following functions.

• Collection and supply of commercial information required by the Government and the trade.
• Publication of journals and bulletins particularly on trade statistics, which are useful for framing economic policies and making trade agreements.
• Helps in settlement of commercial disputes.
• Provides Indian businessmen going abroad with letters of introduction to the Indian commercial representative concerned.
• Maintain a commercial library for the use of the public.

5.4.12 Shipping Institutions

The Directorate General of Shipping, the Freight Investigation Bureau (FIB) and the All India Shippers Council are the institutions engaged in solving the shipping problems of the exporters.

The Directorate General of Shipping deals with all executive matters relating to merchant shipping. It is responsible for administration and development of Indian merchant shipping. It also regulates freight rates in overseas trade.

The activities of the Freight Investigation Bureau (FIB) includes investigation of complaints by shippers/shippers' council relating to high or discriminatory freight rates, provision of spot assistance to shippers all over the country for getting timely and adequate shipping space, and liaisoning between the shippers and shipping companies to solve shipping and freight problems through mutual consultation.

The activities of the All India Shippers Council include consultations among shippers, ship owners, port authorities and the Government on the matters of common interest like freight structure, port facilities, port charges, availability and adequacy of shipping space, etc.
5.4.13 **Trade Representatives Abroad**

The Indian Government Trade Representatives in Consulates and Embassies abroad carry out a number of activities for the development of foreign trade. They keep a watch over the commercial events and economic developments in the foreign country, identify products with high export potential, study the tariff and non-tariff barriers, Government procedures and shipping facilities, cultivate specific trade contacts, undertake publicity activities for image building, organise participation in trade fairs and above all assure continuous and timely inflow of commercial intelligence required for successful foreign trade.

5.5 **GOVERNMENT TRADING ORGANISATIONS**

The Government of India has set up a number of trading corporations to supplement the efforts of the private sector in the field of foreign trade. The most important among these organisations are the State Trading Corporation and the Minerals and Metals Trading Corporation.

5.5.1 **The State Trading Corporation (STC)**

The State Trading Corporation of India was set up by the Government during 1956. It was designed to trade in commodities, to be specified by the Government from time to time. The major export promotional role played by the State Trading Corporation are:

- Promotion of new items of export.
- Identification of new markets for export.
- Facilitating product adaptation and development.
• Introduction of new products in international markets particularly those manufactured by small scale and cottage industry.

The State Trading Corporation has a number of subsidiaries, namely the Project and Equipment Corporation (PEC), the Tea Trading Corporation of India (TTCI), the Cashew Corporation of India (CCI), the Handicrafts and Handloom Export Corporation of India (HHEC). These wholly owned subsidiaries of the STC deal with specific commodities.

5.5.2 Project and Equipment Corporation of India (PECI)

It was established during 1971 as a wholly owned subsidiary of the State Trading Corporation of India. The main objectives of the Project and Equipment Corporation are.

• To take-over from the STC the business activities relating to engineering and railway equipment.
• To carry on the business of merchants, importers, exporters and agents for the sale and purchase of all kinds of equipments.
• To enter into contract with other parties specially outside India for the purpose of erection, construction, maintenance of engineering and railway projects.
• To carry on specially outside India the business of engineering and management consultancy.
• To aid, counsel, assist and promote the interest of railways and engineering industry.
5.5.3 **Minerals and Metals Trading Corporation (MMTC)**

The Minerals and Metals Trading Corporation was incorporated as a private limited company on 25th September, 1963. It was formed out of the State Trading Corporation of India consequent on the decision to set up a new Corporation to deal with exclusively in minerals and metals trade.

5.6 **STATE AGENCIES**

The State Governments have established agencies like Export Promotion Cells, Export Corporations, Export Promotion Boards, etc. to promote exports. Some State Governments have also appointed Liaison Officers in charge of export promotion whose main function is to develop the export trade in the goods produced in their states in consonance with the policies of the Central Government. Initiatives provided by the various states of India are portrayed in Exhibit 5.1.

**Exhibit 5.1 Export Initiatives Provided by States of India**

<table>
<thead>
<tr>
<th>Export Promotion Cells</th>
<th>Export Agencies with Export House States</th>
<th>Apex Bodies Headed by Chief Ministers/Chief Secretaries</th>
<th>Export Policies/Action Plan Drawn</th>
<th>Special Incentives for Exporters Announced</th>
</tr>
</thead>
<tbody>
<tr>
<td>Bihar, Gujurat, Haryana, Madhya Pradesh, Maharashtra, Orissa, Rajasthan, Tamil Nadu, Uttar Pradesh.</td>
<td>Andhra Pradesh, Delhi, Haryana, Himachal Pradesh, Jammu &amp; Kashmir, Karnataka, Kerala, Maharashtra, Madhya Pradesh, Meghalaya, Nagaland, Orissa, Punjab, Rajasthan, Tamil Nadu, Uttar Pradesh, West Bengal</td>
<td>Andhra Pradesh, Gujurat, Haryana, Karnataka, Kerala, Madhya Pradesh, Maharashtra, Orissa, Punjab, Rajasthan, Tamil Nadu, Uttar Pradesh</td>
<td>Goa, Karnataka, Kerala, Maharashtra, Madhya Pradesh, Rajasthan &amp; Uttar Pradesh</td>
<td>Assam, Arunachal Pradesh, Gujurat, Madhya Pradesh, Maharashtra, Karnataka, Orissa, Punjab, Rajasthan, Tamil Nadu, Uttar Pradesh</td>
</tr>
</tbody>
</table>

NOTES AND REFERENCES


5. Commodity Councils are non profit making organisations registered under the Companies Act for the purpose of Promotion of exports of specific commodities or groups of products.

6. Commodity Boards are product specific organisations set up by the Government of India to guide the production and exports of specific commodities. At present there are 8 Commodity Boards.