APPENDIX I

PROBLEMS & PROSPECTS OF INDIAN EXPORTS
DUE TO EEC (EUROPEAN ECONOMIC COMMUNITY) UNIFICATION IN 1992

1. Name of the Company : ______________________________

2. Type of Organisation : Sole Proprietorship Partnership

   Private Co.   Public Co.   Govt. Co.   Corporation Joint Venture

3. Are you a manufacturing Exporter or Trading Exporter.

4. Your approximate annual export turnover __________________

5. What products are you exporting. Please tick.
   i) Engineering Goods
   ii) Cotton and Textile Fabrics (items made of these fabrics)
   iii) Leather and Leather products
   iv) Pearls and precious stones or jewellery.
   v) Any other (Please specify)

6. Please give details of the above product line.

7. Please tick the countries to which you are exporting :
   - West Germany
   - France
   - U.K.
   - Belgium
   - Luxembourg
   - Netherland
   - Denmark
   - Portugal
   - Greece
   - Spain
   - Ireland
   - Italy

8. What is the trend of your exports to EEC ?
   - Increasing
   - Decreasing
   - Stagnant

9. If the trend is increasing, please tick mark the reasons which are responsible for this.
   i) Large Domestic Production so per unit cost of production is less.
   ii) High quality products.
   iii) Enjoying Govt. subsidies, grants and loans.
   iv) Getting full benefits of export incentives.
   v) Special benefits provided you by Foreign Governments to which you are exporting.
   vi) Any other (please specify)

10. If the trend is decreasing or stagnant, what are the factors which are responsible -
    i) Lack of adequate capital to increase the domestic production.
    ii) Lack of technical and commercial knowledge to establish a unit or to expand the existing one.
    iii) Too much complicated Indian Export Procedures and Formalities.
    iv) Poor quality raw material and chemicals for making the finished products.
    v) General lack of informations and trade opportunities in foreign-markets.
    vi) Problems of communications arising out of differences in languages.
    vii) Existence of tied foreign loans and credits.
viii) Lack of high degree of sophistication and automation in Indian Technology.
ix) Too much competition from developed and developing nations in international product markets.
x) Poor performance of research and development institutions for promoting the quality of products.
xii) Restrictive foreign exchange facilities.
xiii) Lack of specialised services like clearing and forwarding agents while exporting the goods.
xiii) Not getting the full benefits under the GSP (Generalised System of Preferences) due to low quota ceilings.
xiv) Favouratism played in Govt. Institutions while providing grants, loans and export incentives.
xv) Restrictive export-import policy of government.
xvi) Any other (Please specify)

11. Please suggest suitable measures to overcome each of the above problems.

12. Since 1992, EEC is going to become a big market. In your view point
   a) What will we the effect on Indian Exports
   b) What will be the effect on your Company
   c) What products would have greater potential in EEC.
   d) How can be increase our exports to EEC.
   e) Which other countries are going to compete with India in the benefits from the expansion of EEC.

Thanks for your response.