

- (ii) Import of capital goods for exporting units;
- (iii) Allotment of indigenous raw materials to exporting Units;
- (iv) Cash subsidies;
- (v) Draw back of duties;
- (vi) Concessional railway freight;
- (vii) Income Tax relief.

In addition, under the Export Aid to Small Industries Scheme, the State Trading Corporation explores foreign markets for small industries products negotiates orders on behalf of small exporter;-, provides assistance in packaging and preparation of presentation material, extends credits to overseas buyers and undertakes financing of small exporters.

The Small Scale Industries Development Organisation provides technical and managerial assistance to Small Scale manufacturers in increasing productivity, raising the quality of products, and improving the competitive position of their products in the export market.

#### SALES PROMOTION OF PRODUCTS OF SMALL INDUSTRIES

\*286. SHRI S. A. KHAJA MOHI-DEEN: Will the Minister of INDUSTRIAL DEVELOPMENT, INTERNAL TRADE AND COMPANY AFFAIRS be pleased to state:

- (a) whether in a Seminar on export promoting for small scale industries products, organised by the Delhi Board of All India Manufacturers' Organisation, it has been emphasised that a consortium approach was needed for effective sales promotion by small units in the international markets;
- (b) whether the opening of raw materials banks by export marketing groups has also been suggested; and
- (c) if so, the reaction of Government in this regard?

THE MINISTER OF INDUSTRIAL DEVELOPMENT, INTERNAL TRADE AND COMPANY AFFAIRS (SHRI FAKHRUDDIN ALI AHMED): (a) and (b) Yes, Madam.

(c) The Small Scale Industries Board has appointed a Standing Committee on export promotion for small scale industries and these suggestions will be placed before the Committee for their consideration. Essentially it is for the industry itself to consider and implement these suggestions.

\*287. [Transferred to the 15f; May, 1969.]

#### PAY SCALES OF COACH ATTENDANTS IN NORTHERN RAILWAY

\*288. SHRI K. DAMODARAN:  
SHRI M. V. BHADRAM:

Will the Minister of RAILWAYS be pleased to states:

- (a) the pay scales of coach attendants in the Northern Railway and the criterion for fixing their pay scales;
- (b) what are the duties assigned to the coach attendants;
- (c) whether the claims of the coach attendants for a higher pay scales have been considered by Government; and
- (d) if so, what decision has been taken thereon?

THE MINISTER OF RAILWAYS (DR. RAM SUBHAG SINGH): (a) Ordinary Coach Attendants and Air Conditioned Coach Attendants on the Railways, including the Northern Railway, have been allotted the Authorised Scales of pay of Rs. 75-1-85-EB-2-89 and Rs. 75-1-85-EB-2-95 respectively taking into account the duties and responsibilities attached to the respective posts.

(b) A statement showing the duties of Coach Attendants and Air Conditioned Coach Attendants is laid on the Table of the Sabha. [See below.]

(c) Yes, Madam.