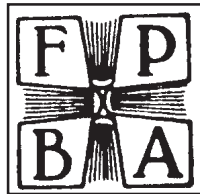


*President's
Welcome Address*

60th Annual General Meeting
at 6.30 P.M. 24th December, 2014
Hotel Le-Meridian, New Delhi



**THE FEDERATION OF PUBLISHERS' AND
BOOKSELLERS' ASSOCIATIONS IN INDIA**

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OFFICE BEARERS: 2013 - 2014

President

S.C. Sethi

Immediate Past President

Kailash Balani

Vice-Presidents

North

Pradeep Arora

New Delhi

South

Nitin S. Shah

Bangalore

East

Dr. Himansu Bandyopadhyay

Kolkata

West

A.K. Pandey

Mumbai

Hony. Secretary

J.L. Kumar

Hony. Joint Secretary

Vikas Chowdhary

Hony. Treasurer

Prashant Jain

PRESIDENT'S WELCOME ADDRESS

Distinguished members and friends,

With great pleasure I welcome you to this 60th Annual General Meeting (AGM) of The Federation of Publishers' and Booksellers' Associations in India (FPBAI). I am very thankful to all members and guests who have been kind enough to spare their valuable time to be here with us this evening.

Today's gala and mega event of AGM has always been a great source of mirth and merriment, where the galaxy of illuminating stars from book trade assemble to bring sunshine at midnight. The enthusiastic moments of electing new office bearers and saying adieu to outgoing ones, create more thrilling and exciting sensations.

Friends, as you know well that since 1987, I have been providing my humble services for the apex body of book trade in the capacities of Honorary Secretary and President, FPBAI, with frequent intervals. I have always tried during this span of time to provide the best of contribution that I could for the members of the fraternity through the medium of Federation, at times at the cost of my own business. However change is the natural process of life and as such I would like to request the pushing and dashing members of trade especially the youngsters to come forward, identify and resolve the lurking challenges faced by the industry.

Friends, I don't mean to frighten you but I do mean to warn you that in today's time compared to the bygone era, the challenges faced by the industry are not only multiple in numbers but serious and damaging too,

which may (God Forbid) cause extinction to the book industry. Say for example, the menace of online discount and proliferating e-readership. To counter such deadly challenges, we do require an in-born leadership. Kindly beware that the situation as of today is: Do or Die.

EXECUTIVE COMMITTEE MEETINGS

During the period under report, nine meetings of Executive Committee have been held. Out of these nine meetings, two were held outside Delhi, viz at Srinagar and Lucknow. In addition to the above, a special meeting of the General Body of Good Offices Committee (GOC) was also held at Federation House, New Delhi, on March 28, 2014. As you know that we, at Federation have always upheld the policy to hold some of our Executive Committee meetings in different regions of the country so as to promote proximity and personal juxtaposition with the State associations and local members.

In view of the above, to achieve the twin objectives, we held the 7th Executive Committee Meeting on August 23, 2014, at Residency, M.S Mall, Residency Road, Srinagar, (J&K). During ECM, the Federation was instrumental in addressing the local issues of the members, which besides solving the recurring problems helped them in their morale-boosting.

The Federation on 20th Sep 2014, organized yet another ECM, at The Hotel Royal Inn, Opposite Sahara Mall, Shah Najaf Road at Lucknow, which was very well attended.

CONFERENCE/SEMINARS

A successful seminar was organized by FPBAI at Kathmandu (Nepal) on 25th January, 2014, in collaboration with National Booksellers

Publishers Association of Nepal. Initially we were apprehensive of organizing a seminar in a foreign land, therefore we enquired from the right source about the legality of conducting such an event over there. Once we got the green signal it proceeded the matter further culminating it into the very successful seminar on ‘Publishing’ that was applauded by one and all. FPBAI received a warm welcome and hospitality extended to delegates during the three days stay over there wef.24th January 2014.

The seminar on ‘Publishing & Piracy’ held on 25th January, 2014, at Kathmandu was a grand success. The speakers who deliberated included Mr. S. C. Sethi, President, FPBAI; Mr. Basanta Thapa, President, NBPA; Mr. Joseph Mathai; Mr. N.N.Sarkar; Mr. S.K. Ghai; Mr Ameet Dutta and Mr. Navin Joshi.

One day the dinner was hosted by National Booksellers and Publishers Association of Nepal and the other day by Federation of Nepal Books Stationary Business (FNBSB). During FPBAI delegates’ stay at Kathmandu, certain participants of Nepal complained that they are not able to sell their books in India, whereas Indian books are largely sold in India and Nepal as well. Mr. S. C. Sethi advised them to come to India and promote their sale. He also assured them entire corporation and assistance in India for the promotion of their trade. Encouraged with the success of the seminar at foreign land, FPBAI is now planning to go to other SAARC countries.

OUR REPRESENTATION

Online redressal efforts by FPBAI

The Online matter has of late become a nightmare for the book trade.

The booksellers across the country are facing tough time in the age of e-readers. Online retailers are selling books below cost price, besides engaging themselves in numerous other malpractices, in the result of which the book trade is threatened and is at the edge of extinction if adequate measures are not taken. Keeping this into consideration, the Federation sent representations to the Prime Minister of India, Ministry of Commerce & Trade and The Competition Commission of India. Recently the Federation has pursued this matter by sending representations to the Prime Minister of India, Finance Minister and Minister of HRD. The Federation has sent a written request to all the Members of Parliament to pursue our representation as mentioned above at their respective levels. In addition to the above, in the result of sustained efforts made by Federation, the media has taken-up this issue. The renowned media groups like Business Line and Business Standard have given wide coverage highlighting the issue of questionable e-commerce practice, by conducting personal interviews of Mr. S.C. Sethi, President, FPBAI.

LEGAL MATTERS

The members of the Federation quite often face legal problems for which the Federation has engaged the services of a lawyer, Mr Vaibhav Arora on retainership basis @ Rs 50,000 per annum. Members are at liberty to seek free advise from him. For filing the case, charges will be extra. The contact details of Mr. Vaibhav Arora are given below, although the same have already been circulated to all members:-

Mr. Vaibhav Arora, Advocate

Mob: - 98118-41114, 98118-48114

Email Id: - arora.vaibhavarora@gmail.com

NEWSLETTER

Federation's Newsletter is the mouth piece of all its activities. It is the vehicle through which we are reaching to audience including the members of the trade, governmental offices, institutes, libraries and administrative authorities.

Through the medium of Newsletter, we have been able to disseminate vital information and modern trends of the trade to fellow members. In the Newsletter, we also publish the 'Success Stories' of our senior members who have reached to the higher level of success through their hard work, sincerity and dedication. Interviews are published with the view to encourage our young traders to derive benefit from the vast experience of elders. I therefore request all of you to support the Newsletter through publication of your advertisements. You are also requested to contribute material for publication by sharing your vast experience.

As per practice followed, four pages in the newsletter, inside cover page back cover page, inner of back cover page and last page facing inner of back cover page are blocked for utilization by a firm who sponsors a particular issue and makes payment of Rs. 60,000/- for the same . The aforesaid four pages in the next issue of our Newsletter already stands blocked for one of our members who has committed to provide advertisements for the same and make the payment specified.

It has now been decided to offer some more space in the Newsletter for utilization by members who provide full or half page advertisement(s), for which charges are Rs-10,000/- and Rs-6000/- respectively. Mechanical data for the advertisements is as under:

Mechanical Data of Advertisement: **One full page 7"x9.5"**
(in PDF or CDR file) **Half Page: 7"x4.5"**

NEW DIRECTORY

With the view to update the details of address, email ID, telephone/mobile numbers of the members, a new directory is being published by the Federation. The new directory would have come by now but we preferred to wait for inclusion of names of the new team of office bearers after the 60th AGM. Members have been requested to check the contents of their entries in the previous directory and in case they find any discrepancy therein, they may kindly intimate to us immediately for correction.

NEW GOC GUIDELINES

We have been facing recurring problems coming out of Good Offices Committee (GOC) platform. Hence, to streamline the working of the GOC, we called a General Body Meeting of GOC at Federation Office on March 28, 2014, wherein the terms and conditions for journal's subscription had been modified and guidelines updated.

Whatever modifications were made and guidelines drawn in the aforesaid meeting were the outcome of the unanimous decision of the House comprising GOC members and that the decision was free from compulsion or coercion from any of office bearers, whatsoever. The minutes of the resolution passed by the House had been circulated to all the members. In accordance to the above, it was unanimously resolved that w.e.f. July 1, 2014 onwards the names of those subscribers shall only surface in the Approved Subscribers List, who have adhered to the new conditions in toto and have substantiated their agreement through the execution of affidavit.

The new Terms of supply for print journals and e-resources

by approved Indian vendors of GOC are as follows:-

- 1) No discount on publishers' prices fixed for Indian subscribers.
- 2) Conversion rates as per latest GOC circular prevailing on the date of billing only.
- 3) Bills to remain valid for 30 days from the date of bill. Supplementary bills shall be raised in case there is any difference in the price as charged by the publishers or if there is a delay in payment beyond the period as recommended above.
- 4) Full advance payment to be made against all journal bills.
- 5) No security deposit.
- 6) Claims for missing issues of journals to be made within 90 days of the publication of the issue in case it is supplied directly by the publisher to the end user. In case of claims beyond 90 days of publication, if rejected by the publisher, the agent will not be held responsible for refund. No penal interest is payable on stray missing issues. In case of delivery from the agent, the supply will be reviewed every quarter between the library and the agent. All legitimate claims from customers to be settled by the vendors within one and half years from the date of receipt of payment. However, this would not include titles which are published behind schedule.
- 7) The customer should not insist on acknowledgements for receipt of payment from the publishers when orders are routed through

approved vendors of GOC. Most publishers do not have a system of sending such acknowledgements.

- 8) All subscriptions are subject to full advance payment only. No monthly, quarterly or half yearly payments will be accepted by the approved vendors from the Institutes.
- 9) All Institutional customers are advised to route their requirements through the approved vendors of GOC and not directly through foreign publishers.
- 10) In case of any grievance regarding subscription orders placed through a GOC approved agent, institutions/end customers are free to bring forth their complaint directly to the GOC for amicable settlement.

The supplier get 10% discount on journals, whereas, they quote 20% and more discount, in the result of which the suppliers eat away the money of the libraries by not supplying the journals despite of taking money.

COMPASSIONATE GROUND

We feel most lamented to mention the sad demise of Ms. Preeti Mehta, an oldest (deceased) employee of the Federation, who served the organization for more than 25 years with honesty and dedication. Preeti is survived by her only daughter Ashima Mehta aged about 21 years, who has to face her life all alone. Therefore, on compassionate grounds and keeping in to consideration Preeti's unblemished prolong service, we proposed in the 6th ECM to give her daughter an amount of Rs. 2.5 Lakh as gratuity and 2.5 Lakh as ex-gratia, totaling Rs. 5 Lakh. The

House agreed to this proposal, whereas, certain prominent members suggested that members should also contribute some amount voluntarily for the welfare of her daughter. The House agreed to this proposal also and many members contributed for the cause. The total money collected from the members including the Federation's contribution shall be fix deposited in bank in the name of deceased Preeti Mehta's daughter, Ashima Mehta.

Again during the financial year 2013-2014, we had surplus funds of eight lakh that could have been used for charity and good cause but unfortunately, our Chartered Accountant citing instructions of IT authorities restrained us for doing so, asking us to use this money for the promotion of trade activities.

BOOK FAIRS

22nd NEW DELHI WORLD BOOK FAIR

The 22nd New Delhi World Book Fair was held between February 15-23, 2014 at Pragati Maiden, New Delhi. This time the Book Fair was better organized according to the feedback I received from numerous sources. We should be positive in our approach and should appreciate the improvement carried out by NBT this time.

SRINAGAR BOOK FAIR-2014

The Srinagar Book Fair-2014 was held at Exhibition Ground, Kashmir Hatt, Srinagar between August 23-31, 2014 by National Book Trust, India in which we were the collaborators.

I am grateful to the NBT for honoring me to share the dais with the Chief Guest, the Hon'ble Governor, J & K, at the inaugural function of Book Fair held on August 23, 2014

In my address during the inaugural function in the presence of His Excellency N.N. Vohra, Hon'ble Governor of J & K, I drew the attention of the authorities and other audience that the space charges for Kashmir Haat are high and the same should have been free. I also drew the attention of the Government of J & K and the Hon'ble Governor towards the Kolkata Book Fair, where one rupee is being charged for the space of Book Fair. Responding positively to my suggestion the Hon'ble Governor and the Director (Handicraft) announced that next time onwards they will give the space free of cost. This was applauded by one and all.

12th NATIONAL BOOK FAIR

The 12th National Book Fair was organized by K.T Foundation, J-1, Aashiana Colony, Lucknow (UP); in active collaboration with The Federation of Publishers' and Booksellers' Association in India, New Delhi, during Sep 19–28, 2014. The Book Fair was very well organized. The inauguration of the Book Fair was done by Hon'ble Governor of Uttar Pradesh.

In my address, I drew the attention of His Excellency, Mr. Ram Naik, the Hon'ble Governor of Uttar Pradesh, towards the problem of non-availability of the space for organizing the Book Fair. The Fair was organized on a private land at an exorbitant price. I invited his attention towards the space problem not only in his capacity as Governor but also as the Chancellor of Lucknow University to arrange a space at a nominal rate for Book Fair.

In his address, the Hon'ble Governor was pleased to honour my suggestion and announced that the space will be allotted in future at the University campus @ Rs.1 per Sq meter, which was applauded by one and all.

A MEETING WITH NBT

The National Book Trust, India (NBT) called a meeting at India International Centre, New Delhi, on March 12, 2014, with the view to discuss the New Delhi World Book Fair. They had invited all the associations. We appreciated the effort of NBT for organizing the Book Fair, this time, which was better organized than the previous years. There were however some petty problems which were communicated to them and the NBT assured us to look into it. Mr. Sikander, Director NBT was listening to the people carefully and was very receptive to the suggestions of the people.

PRESENTATION OF AWARDS TO FPBAI MEMBERS

The Federation enjoys the tradition of honouring its leading and distinguished members as token of appreciation for the commendable work done by them for the Indian book industry.

We have already been honouring the members who have to their credit an illuminating experience in the industry for over 50 years. Now, we have decided to honour such companies, whose standing is as of today goes beyond 75 years. As such, the Federation is pleased to honour the following stalwarts.

1. Mr. Sunil Sachdev M/s. Allied Publishers (P)Ltd. Special Award
2. Mr. Himanshu Gupta M/s. S. Chand & Co. Ltd. Special Award
3. Mr. Ranjan Kaul M/s. Oxford University Press Special Award

In addition to the above, the Federation is also pleased to honour the following members with lifetime award, who have tirelessly extended their cooperation and rendered outstanding services for the cause of Industry.

1. Mr. Vinod Vasishtha M/s. Viva Books Pvt. Ltd. Lifetime Achievement Award
2. Mr. Vijay Ahuja M/s. Delhi Book Store Lifetime Achievement Award

FINANCIAL POSITION OF FBPAI

The Audited Accounts of the FPBAI for the financial year ending 31st March, 2014 indicate that the financial position of the Federations is quite sound. The main features of the Accounts are highlighted as follows:

1. The 'Reserves and Surplus' discloses an amount of **Rs. 9,84,4460/-** during the year as compared to **Rs.88,69,364/-** during the previous year, (an appreciable increase of **9,75,096/-**).
2. 'Cash and Cash equivalents' indicates an amount of **95,03,252/-** for this year compared to **84,46,055/-** in the last year (increase of **10,57,197/**).
3. 'Revenue from Operations' shows an amount of **26,35,703/-** in this financial year as against **26,61,450/-** for the last year, thus registering a total increase of **(-)25,747/-** which is an appreciable amount. Under this head, receipts in respect of 'Subscription from Members' indicate an amount of **22,36,503/-** for this year as compared to **21,43,819/-** (increase of **92,684/-**). Receipts in respect of GOC indicates an amount of **2,67,000/-** in this year as compared to **2,58,500/-** for the last year, (increase of **8,500/-**).

4. 'Other Income' shows the interest accrued on Bank Deposits as **8,69,380/-** in the year under report as against **6,38,184/-** for the last year, (an increase of **2,31,196/-**).
5. 'Operation and other expenses' including Salary to Staff, which contains expenditure, shows an amount of **24,86,572/-** in this year as compared to **19,45,508/-** during the last year, (a marginal increase of **5,41,064/-**).

ACKNOWLEDGEMENT

Now I wish to place on record my personal thanks for the obligation that I have received during the course of my tenure as President of FPBAI. I express my heart-felt gratitude for having received continuous support and valuable guidance from all our members, particularly from members of our Executive Committee with whom I have maintained a close contact. I would like to convey my sincere acknowledgement for support and contribution given to me by Mr. Sunil Sachdev; Mr. Sanjeev Puri; Mr. Raj D Mirchandani; Mr. S.K.Ghai; Mr. Manas Saikia; Mr. Arvind Jain; Mr. Arunjit Singh; Mr. Vinod Vasishtha; Mr. A.S. Chowdhry; Mr. Kailash Balani; Mr. Vijay Ahuja and Mr. Hasan Khurshid our P R Advisor/Executive Secretary, who has done very hard work to make every thing so simple to the extent that without his active support we may have not derived the desired results, especially during nine Executive Committee meetings.

I express my sincere thanks for the cooperation and assistance received from my colleagues; Vice Presidents Mr. Pradeep Arora, Mr. Nitin S. Shah, Mr. A.K. Pandey & Mr. Himanshu Bandyopadhyay; Hony. Secretary, Mr. J.L. Kumar; Hony. Jt. Secretary, Mr. Vikas Chowdhary and Hony. Treasurer, Mr. Prashant Jain.

I must reiterate the fact that without the active support of Mr. Sanjeev Puri, Chairman, Journals and Periodicals Subscription Committee and the Co- Chairman, Mr. Sunil Suchdev, it would not have been possible for me to handle the subscription journals' approved agents. This was the only Committee which was pro-active and I am confident that they will continue to extend their active support to the new team also.

I owe my thanks to State-Associations affiliated to FPBAI for the active support extended by them, notably Delhi State Booksellers & Publishers Association; The Bangalore Booksellers and Publishers Association, Bangalore ; The Bombay Booksellers & Publishers Association, Mumbai; The Booksellers & Publishers Association of South India, Chennai; Knowledge Tree Foundation, Lucknow, Publishers & Booksellers Association of Bengal, Kolkata, Publishers & Booksellers Guild, Kolkata; Lanka Booksellers Welfare Society, Varanasi and Rajasthan Publishers & Booksellers Association, Jaipur.

I am also grateful to NBT, India particularly Chairman Mr. A. Sethumadhwan, Director, Mr. M. A. Sikandar, Dy. Director, Mr. Pradip Chhabra for associating us in their decision making process in various issues pertaining to the Indian Book Industry and lending their support to the activities/programmes undertaken by us.

Lastly, I convey my thanks to the hardworking and devoted staff in the Federation office for the ungrudging assistance and cooperation in the performance of my duties.

PAST HONY. SECRETARIES

Year	Hony. Secretary	Year	Hony. Secretary
1968-69	K.R. Samant	1990-91	S.C.Sethi
1969-70	J.D. Chowdhry	1991-92	Sunil Sachdev
1970-71	Mohan Primlani	1992-93	S.C. Sethi
1971-72	J.N. Basu	1993-94	S.C. Sethi
1972-73	W.H. Pathwardhan	1994-95	S.C. Sethi
1973-74	W.H. Pathwardhan	1995-96	S.K. Bhatia
1974-75	W.H. Pathwardhan	1996-97	S.K. Bhatia
1975-76	K.P. Churamani	1997-97	Raj D. Mirchandani
1976-77	W.H. Pathwardhan	1998-99	Raj D. Mirchandani
1977-78	W.H. Pathwardhan	99-2000	K.P.R. Nair
1978-79	W.H. Pathwardhan	2000-01	K.P.R. Nair
1979-80	Vinod Kumar	2001-02	Pradeep Arora
1980-81	Vinod Kumar	2002-03	Rajveev Sethi
1981-82	Devendra Sharma	2003-04	Baldev Verma
1982-83	Devendra Sharma	2004-05	Baldev Verma
1983-84	Devendra Sharma	2005-06	Baldev Verma
1984-85	Devendra Sharma	2006-07	Baldev Verma
1985-86	Bhupinder Chowdhri	2007-08	J.L. Kumar
1986-87	Bhupinder Chowdhri	2008-09	J.L. Kumar
1987-88	S.C. Sethi	2009-10	J.L. Kumar
1988-89	S.C. Sethi	2010-11	J.L. Kumar
1989-90	S.C. Sethi	2011-12	J.L. Kumar
		2012-13	J.L. Kumar

FPBAI

SUB - COMMITTEES 2013- 2014

1.JOURNALS & PERIODICALS SUBSCRIPTION COMMITTEE

Chairman : Mr Sanjeev Puri (Central News Agency)

Co-Chairman: Mr Sunil Sachdev (Allied Publishers Pvt. Ltd.)

2.AWARDS, FINANCE & INTERNATIONAL RELATIONS COMMITTEE & GOC

Chairman : Mr S.C. Sethi (Indiana Publishing House)

3.NEWSLETTER COMMITTEE

Chairman : Mr Pradeep Arora (Universal Law Publishing Co.(P)Ltd.)

4.LEGAL COMMITTEE

Chairman : Mr Manish Arora(Universal Law Publishing Co.(P)Ltd.)

5.MEMBERSHIP,SUBSCRIPTION & SCREENING COMMITTEE

Chairman : Mr J.L.Kumar (Anmol Publications (P)Ltd.)

Co-Chairman: Mr Vikas Chowdhary (New Light Publishers)

6. SEMINAR COMMITTEE:

Chairman: Mr S.K.Ghai(Sterling Publishers(P)Lstd., New Delhi)