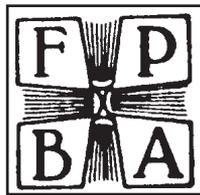


*President's
Welcome Address*

61st Annual General Meeting
on Sunday, 20th December, 2015, at 7 p.m.
Hotel Le-Meridian, Janpath, New Delhi



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

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OFFICE BEARERS: 2014 - 2015

President

S.C. Sethi

Immediate Past President

Kailash Balani

Vice-Presidents

North

S.K.Ghai

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

Sanjeev Puri

Hony. Treasurer

Prashant Jain

PRESIDENT'S WELCOME ADDRESS

Distinguished members and friends,

With great pleasure, I welcome you all to this 61st Annual General Meeting (AGM) of The Federation of Publishers' and Booksellers' Associations in India (FPBAI). I am very thankful to our members and guests who have been kind enough to spare their valuable time to be here with us this evening.

Today's gala event of AGM has always been a great source of mirth and merriment, where the dynamic members of book trade assemble to add glory to the industry. The enthusiastic moments of electing new office bearers and saying adieu to outgoing ones create more thrilling and exciting sensations. However, in this year's AGM, you may not be required to engage yourself in the election process and that way by doing away with the formal exercise of election process, you will be better placed to engage yourself in mixing - up and interacting with your fraternity members.

The Memorandum of Association and Articles of Association of the Federation, vide sub-clause (c) of clause 31, provides that if the Executive Committee is of the opinion that the same team of office bearers continue without election for the second term, it should continue. The House during 6th ECM on 9th September, 2015, has approved the existing team under my leadership to continue for yet another term without election. I am therefore here at your disposal and service for another one year. I look forward your cooperation and would invite suggestions for improved professionalism in dealing with the day today situations. I assure you the entire co-operation of my person and of my team on every step.

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.

Ladies & Gentlemen, you will be glad to know that the department of Higher Education, Ministry of Human Resource Development, Government of India, has recently constituted a Committee to promote the 'Implementation of Provisions of Print Disabled in the Copyright Amendment Act 2012 and Marrakesh Treaty.' The Government of India vide their letter dated May 27, 2015, was pleased to appoint me as Member of the aforesaid Committee, among 13 others including the Secretary, Department of Higher Education; Joint Secretary, Ministry of External Affairs; Chairman UGC; Chairman CBSE and Director, NCERT; etc.

Similarly, earlier, the Ministry of Culture, Government of India, had constituted a Review Committee and nominated me as Member, to review the cost of foreign books.

On November 16, 2015, The Federation received a communiqué from South African High Commission, New Delhi, that some high officials would like to visit the Federation office on 16th November, 2015, for discussions with President-FPBAI on mutual cooperation pertaining to publishing industry between South Africa and India through the medium of FPBAI. We confirmed and welcomed their initiative. Accordingly, Mr. Stefanus Botes, Minister Counselor and Mr. V. Mshudulu, Deputy Minister, visited the Federation office and discussed at length on various bilateral issues relating to book industry with me; Mr. J.L. Kumar, Hony Secretary-FPBAI and Mr. Arvind Jain of Star Educational Book Distributors (P) Ltd. The South African delegation also expressed their

willingness to extend business relationship through direct interaction with their Indian counterparts. I welcomed the step and requested them to proceed further in materializing the scope.

Dear Members! 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 and hold the reins of leadership at FPBAI.

As each one of us is governed by the law of metamorphosis and I am not an exception to that reality. Age is one factor where one at some point of time has to say adieu to the responsibilities entrusted to him. My fraternity members will agree that I have already rendered a prolong service for the cause of the industry and would therefore look forward the emanation of an industrious successor preferably from the youth, who would willingly and smilingly take over the charge as head of this apex body of the book trade. It is not impossible, as I too had taken-up these responsibilities during my youth in full bloom.

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 and 'the survival of the fittest, which means that only the people or things that are best adapted to their surroundings will continue to exist. Then there is also a saying, 'when the going gets tough, the tough gets going'. Let's look forward for a tough fellow to lead the Federation onward.

EXECUTIVE COMMITTEE MEETINGS

During the period under report, seven meetings of Executive Committee have been held. Out of these seven meetings, one was held outside Delhi, viz at Bangalore. In addition to the above, two special meetings of the General Body of Good Offices Committee (GOC) were also held at Federation House, New Delhi, on January 28, 2015 and June 19, 2015. 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 October 20, 2015, at Hotel Ashraya International, No.149, Infantry Road, Bangalore. 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 minutes of meeting have already been circulated to the members.

CONFERENCES/SEMINARS

A successful seminar was organized by FPBAI at Federation office, New Delhi, the inaugural address was delivered by me followed by deliberations of three eminent speakers: Mr. S.K. Ghai, on Export: its scope and possibilities; Mr. Sukumar Das, on Export: Marketing and its Tools; and Mr. Ramesh Kumar Mittal, Chairman Capexil, who spoke about Capexil and its activities.

In my inaugural address, I informed the audience that the export is a wonderful venture if exercised with utmost care as in different countries there are different laws, rules and regulations pertaining to book import and therefore besides knowing our laws of export, we have to educate

ourselves with the laws, requirements and trends of the country we are dealing with. I also warned the export enthusiasts to be careful about pirated texts, which if detected can be very harmful not only legally but economically as well. Today there are software available in the computer by which pirated text can immediately be detected.

Mr. S.K. Ghai, Chairman-cum-Managing Director, Sterling Publishers (P) Ltd; and Editor Publishing Today, defined the term 'Export Sale' as sales for outside India earns foreign exchange for the country.

Mr. Ramesh Kumar Mittal, the Chairman of Capexil, gave deliberation on various industries panels. Similarly, Mr. Sukumar Das in his lecture highlighted the importance of export of books and said that by exporting the books you not only extend your market in foreign land but also earn foreign exchange besides the name and fame beyond the boundaries of your own country.

It was a very successful seminar participated by 25 members of the F.P.B.A.I. The seminar was followed by lunch. The detailed report of the seminar had been published in Federation's Newsletter, Volume 25.

OUR REPRESENTATIONS

As per the Article 3 of the Memorandum of Association of the FPBAI, the Federation is duty bound to make representation with various authorities for the betterment of the trade. As such, on February 9, 2015, we invited attention of Mr. Mohan Bhagwat of RSS, requesting him to make his efforts in safeguarding the book industry from the damaging assault of e-publishing/online sales offering heavy discounts, in the result of which lot may renowned book stores have reached to the stage of extinction.

1. On February 17, 2015, the Federation wrote to National Book Trust (NBT), for checking the violations of NBT Circular by

participating members of NDWBF 2015. This phenomenon was further communicated to the Director of NBT on March 11, 2015.

2. On May 13, 2015, the Federation wrote to the Union Minister of Finance, Government of India, requesting him to exempt books from GST, on the ground that 'Write to Education' is universal entitlement to education and the same is recognized in the international covenant on Economic, Social and Cultural Rights, as Human Rights.
3. On July 1, 2015, the Federation represented the aggrieved member with Metrology (Packed Commodities Weight & Measurement) Department of Uttar Pradesh on the subject of issue of notice to our members u/s. 15 (1)/ 36 (1) Legal Metrology Act, 2009; Rule 2 (I) 6 (I) (e).
4. On July 1, 2015, the Federation wrote to the Chairman Central Board of Direct Taxes, Ministry of Finance, Government of India, highlighting the problems being faced by our members in the result of Income Tax 14th Amendment Rules 2013, which was brought about by way of a Notification No. 67, issued on 02/09/2013. This amendment requires that each foreign currency payment made by any person must be accompanied by either of the following:
 - a) A certificate in Form 15CB from a chartered accountant as defined in the explanation below Sub-Section (2) of Section 288 Or
 - b) A certificate from the Assessing Officer under Section 197 Or
 - c) An order from the Assessing Officer under subsection (2) or Sub-Section (3) of Section 195

We have requested the Government to rectify the impugned order by giving exemption from submission of Form 15CB to the journals subscription remittances of reasonable value.

- 5 On July 13, 2015, the Federation represented the cause of J & K members with Mr. Nayeem Akhtar, Minister of Education, & Mrs. Sarita Chowhan Commissioner/Secretary, Department of Education, Government of J & K on the subject: Redressal of grievances of book traders in J & K.
- 6 On July 17, 2015, the Federation represented the cause of industry with Mr. Arun Jaitely, Union Minister of Finance and Chairman Central Board of Direct Taxes, Ministry of Finance, New Delhi, pertaining to Income Tax 14th Amendment Rules 2013.
- 7 On August 3, 2015, the Federation wrote to Jt. Secretary, CBSE, expressing its concern with regard to CBSE circular no Acad/41/2015 dated 20th July, 2015, prohibiting private publishers for including their work in CBSE syllabi.
- 8 On August 17, 2015, the Federation on receiving the complaint from M/s. Wide Educational Products & Services, Kolkata, wrote to Ms. Smrithi Irani, Minister of HRD, seeking her help to stop the harassment of book traders by librarians.

All the matters enumerated as above are being pursued in “letter and spirit”. In addition to the above, the Federation wrote to many government libraries and public institutes to withdraw their tenders invited for books and journals as the same is violative of Government of India’s Notification in this regard.

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 annun. Members are at liberty to seek free advice from him. However, 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
C-25/5 Connaught Place
Middle Circle
New Delhi -110001
Mobile: No: 9811841114
Email:arora.vaibhavarora@gmail.com

As you are aware that many of our members have received notice from the South Delhi Municipal Corporation regarding payment of conversion charges against their properties located in Daryaganj area of New Delhi.

In view of the above, the Federation called an emergency meeting of FPBAI's office bearers, Federation's Legal Adviser and other associations namely, DSBPA and FIP in Federation office on April 7, 2015 and it was unanimously resolved that a senior lawyer should be hired and writ petition should be filed in the High Court of Delhi to obtain a stay order on this unjustified and arbitrary act of the MCD.

Consequently pursuant to the aforesaid meeting, we engaged a senior lawyer, competent to deal MCD cases through Mr. Vaibhav Arora, Advocate who filed a case in the High Court of Delhi, which was listed on April 10, 2015. Accordingly, the following relief was granted by the Hon'ble High Court of Delhi:-

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.

The Federation through the medium of Newsletter, has been able to

disseminate vital information and modern trends of the trade to its 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 their vast experience. I therefore request all of you to support Newsletter through publication of your advertisements. You are also requested to contribute material for publication by sharing your vast experience.

As per the practice followed, four pages in the Newsletter, viz. 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 Delhi Book Store who generally sponsor a particular issue and make payment of Rs. 70,000/- for the same. This amount covers the major cost of the Newsletter.

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 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 organized two meetings of GOC at Federation office, New Delhi, on 28/1/2015 and 19/6/2015.

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) 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.
- 6) 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.
- 7) 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.
- 8) All Institutional customers are advised to route their requirements

through the approved vendors of GOC and not directly through foreign publishers.

- 9) 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.

BOOK FAIRS

NEW DELHI WORLD BOOK FAIR-2015

New Delhi World Book Fair- 2015 (NDWBF) was organized by National Book Trust, India (NBT), an apex body of the Government of India for book publishing and promotion under the Ministry of HRD. India Trade Promotion Organization (ITPO) were the co-organizer of the Fair. The Fair was supported by FPBAI besides other associations.

LUCKNOW/KANPUR BOOK FAIR

The Knowledge Tree Foundation in collaboration with FPBAI organized National Book Fair at Kanpur during 18th-27th September, 2015 and at Lucknow during 1st- 11 October, 2015. The Book Fair witnessed an average foot-fall of over 1.5 lakh visitors per location with participation of over 100 prominent publishers across the country, setting up over 150-180 stalls.

BANGALORE BOOK FESTIVAL

The Bangalore Booksellers & Publishers Association (Regd.) organized the Bangalore Book Festival from 19th – 25th October 2015, at Palace Ground- Bangalore. The multiple book stalls, food stalls and other lively activities kept the visitors engaged happily during the mirthful celebration of the festival. The wide range of books covering almost all the verticals

were displayed during the Book Fair.

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 had already been honouring the members who have to their credit an illuminating experience in the industry for over 50 years. Whereas, last year we had decided to honour such companies whose standing goes beyond 75 years.

This year, the Federation is pleased to honour the following stalwarts:-

1. Mr. Sukumar Das New Central Book Agency
Golden Award
2. Mr. Inderjit Singh Gujral Panima Educational Book Age.
Lifetime Achievement Award
3. Mr. Raj D. Mirchandani Capital Books (P) Ltd
Lifetime Achievement Award

FINANCIAL POSITION OF FBPAI

The Audited Accounts of the FPBAI for the financial year ending 31st March, 2015 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. 1,05,53,779/-** during the year as compared to **Rs. 98,44,460/-** during the previous year, (an appreciable increase of **7,09,319/-**).
2. 'Cash and Cash equivalents' indicates an amount of **1,06,38,091/-** for this year compared to **95,03,252/-** in the last year (increase of **11,34,839/-**).

3. 'Revenue from Operations' shows an amount of **34,48,390/-** in this financial year as against **35,05,083/-** for the last year, thus registering a total decrease of (-) **56,693/-**. Under this head, receipts in respect of 'Subscription from Members' indicate an amount of **24,40,767/-** for this year as compared to **26,35,703/-** (decrease of **1,94,936/-**). Receipts in respect of GOC indicates an amount of **2,55,000/-** in this year as compared to **2,67,000/-** for the last year, (decrease of **12,000/-**).
4. 'Other Income' shows the interest accrued on Bank Deposits as **10,07,623/-** in the year under report as against **8,69,380/-** for the last year, (an increase of **1,38,243/-**).
5. 'Operation and other expenses' including Salary to Staff, which contains expenditure, shows an amount of **27,07,306/-** in this year as compared to **24,86,572/-** during the last year, (a marginal increase of **2,20,734/-**).

ACKNOWLEDGEMENT

I would now like to place on record my heart-felt gratitude for my colleagues particularly the Executive Committee members for providing me the whole-hearted support and cooperation throughout my tenure as President of FPBAI. My sincere thanks to Mr. Sunil Sachdev who has always been ready to help and advise me whenever it was required. Mr. Sachdev has extended his extensive support towards the functioning of GOC and Journals & Periodical Subscription Committee. I am equally grateful to Mr. Sanjeev Puri for taking-up the responsibilities of Journal & Periodicals Subscription Committee with entire sincerity & dedication.

I would like to convey my sincere thanks and acknowledgement for the support and cooperation given to me by Mr. Raj D Mirchandani; Mr.

Manas Saikia; Mr. Arunjit Singh; Mr. Vinod Vasishtha; Mr. A.S. Chowdhry; Mr. Kailash Balani and Mr. Vijay Ahuja.

I also express my gratitude for the cooperation extended to me by vice presidents, especially by Mr. Nitin S. Shah as well as by Mr. S.K. Ghai; Mr. A.K. Pandey and Dr. Himanshu Bandyopadhyay. I am also thankful for the continued support by Mr. J.L. Kumar, Hony Secretary; Mr. Sanjeev Puri, Hony Joint Secretary; and Mr. Prashant Jain, Hony. Treasurer.

I also express my thanks for the excellent administrative support rendered for the Federation by Mr. Hasan Khurshid, our PR Advisor/Executive Secretary, who has done very hard work to make everything so simple. I also extend my thanks for the staffers of the Federation for their active support.

I am also grateful to Mr. Arvind Jain who has not only provided his whole-hearted support for the Federation but have also been kind in volunteering the sponsorship of Cocktail for today's function. It is my prime duty to convey thanks to all the members of the Federation as without their support it would have not been possible for me to bring the Federation to this stage.