President's Welcome Address

62nd Annual General Meeting on Saturday, January 28, 2017, 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: 2015-2016

President
S.C. Sethi

Immediate Past President
Kailash Balani

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S.K. Ghai
New Delhi

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PRESIDENT'S WELCOME ADDRESS

Distinguished members and friends,

With great pleasure, I welcome you all to this 62nd Annual General Meeting (AGM) of The Federation of Publishers' and Booksellers' Associations in India (FPBAI). I am grateful to all members and guests who have been kind enough to spare their valuable time to be here with us this evening.

The Annual General Meeting (AGM) is not less than a grand festival for the book fraternity. The book publishers and the booksellers conglomerate here to celebrate besides discussing, reviewing the way forward for mutual development as well as to elect the new team of apex body's office bearers. I therefore warmly greet you here and wish all the best for all of you.

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. 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 now the time has come for the change of guard at FPBAI.
Ladies & gentlemen, I have been most concerned during this year about the violation of norms by Good Offices Committee (GOC) members. In every Executive Committee meeting (ECM), we have discussed as how to eradicate the lurking problems; we even organized two General Body meeting of the GOC with the view to finalize the terms once for all so that if the majority of the House prefers to disagree the terms, they shall be at liberty to do so and if they sincerely want to adhere to the prescribed terms then they need to implement the GOC conditions with an iron fist. The major violation of the GOC terms was the offering of excessive and limitless discount to customers by our members despite of the restrictions of the permitted limit of discount not beyond 10%. It is a matter of introspection and regret that despite of making all out efforts, nothing concrete could come-out.

It is also to point out that so far while calculating conversion rates, we had given a mark-up of 5%. Whereas, during our discussions with various booksellers and regional associations, it was felt that mark-up on 5% or average rate of 30 days is on the higher side. It is only helping 10% members of our associations who are importers and there is a need to reduce the mark-up as booksellers are suffering. It will also help industry to discuss with librarians that now a very nominal margin is there with the bank rates and that will help the GOC also. There was a demand that mark-up should be 2.5% only but it was unanimously agreed that mark-up of 3% will only be acceptable which will be applicable from January 1, 2017.

Friends, as all of you know that Federation is the umbrella organization for the book traders and publishers, which widely protects their interest. However, most of the members feel
reluctant to pay the subscription on time. We must realise one thing that the huge working and administration of the Federation depends on members' payment and if that is not made properly the work of the Federation shall get hampered. I therefore very humbly appeal all of you to kindly make timely payments of subscription for membership of Federation as well as of GOC. I feel sorry while informing you that recently we were compelled to expel as many as 59 members from the rolls of the Federation for not paying the subscription money for the last several years.

I would like to emphasize the importance of the Federation's Newsletter which is not only the mouth piece of the Federation but also the highlighter of the advertisers not only in the book world but beyond that also as the Newsletter has got wide reach. It goes to embassies, ministries, libraries, universities and institutions. Therefore the members, who choose to advertise in Newsletter automatically, get an access to all the above areas. Through the medium of Newsletter, we also inform our members about the new developments of the industry.

Ladies & Gentlemen, I would like to draw your attention towards a very crucial problem faced by the industry that the Government of India has bitterly failed to allot the International Standard Book Numbers (ISBN) to the publishers timely and conveniently. The ISBN is the most basic, necessary and important part of publishing business. No book title can be brought to finality until and unless the same has been allotted the ISBN. Whereas, getting ISBN in the present scenario has become the most difficult and herculean task. The authority granting the task is Raja Rammohun Roy Library Foundation situated at Parliament
street, New Delhi, which is largely incompetent and incapacitated to cater to the needs of publishers across the country. This department comes under the Ministry of HRD, Government of India. On April 7, 2016, the Minister of HRD launched ISBN portal at India International Center, New Delhi; whereas practically no such facility is visible.

To address this critical issue, we have been making all out efforts for the past two years and have gone pillar to post seeking help from all authorities concerned but to no avail. We sent several representations to former HRD Minister, Smriti Irani; existing HRD Minister Prakash Javadekar as well as to the Prime Minister of India but nothing concrete could come out. I took a delegation to meet Mr. Prakash Javadekar, HRD Minister, on July 12, 2016 and gave him a Memorandum. He gave me a very patient listening and assured to solve the problem of ISBN, but so far no action has been taken despite his firm assurances. I then lastly sent an SOS call to Mr. Narendra Modi, Prime Minister of India, on November 8, 2016, clearly pointing out to him that it is our 'Final Hope'.

In the result of the above communication, Joint Secretary, Ministry of HRD called us for meeting on November 23, 2016, I sent a delegation comprising of Mr. S.K. Ghai; Mr. Pradeep Arora and Mr. Arunjit Singh to meet Aparna Sharma, Joint Secretary, Ministry of HRD, who asked for suggestions from us for amelioration, which were sent to her promptly. However, I shall watch the result of the aforementioned initiatives and incase this matter stagnants further then I intend to shot RTI application to the authorities concerned to know about the action taken. Even if after this line of action, we don't get the desired results, then in the
words of the former judge of the Supreme Court, Justice Krishna Iyer, “Legality is the only casualty”.

There are challenges like menace of online discount and proliferation of e-readership, curtailment of budget of books by the government, offering of heavy discount to customers by some of our members; unauthorized process of inviting tenders by institutes and libraries, etc; the demand of security deposits, bank guarantees made to book suppliers by the institutes. In such a situation, we need to introspect as to where we stand and if we want to survive we have to follow the guidelines of the apex body which are made not unilaterally but are passed and approved by the House in a most democratic manner. Friends, following the maxim of 'survival of the fittest', kindly stay united and stay disciplined to stay blessed.

(S.C. Sethi)
EXECUTIVE COMMITTEE MEETINGS

During the period under report, ten meetings of Executive Committee were held at Federation office, New Delhi. As a matter of fact, we had arranged the 9th ECM to hold at Jaipur but due to unavoidable circumstances arising out from demonetization of currency notes, we had to cancel it at the 11th hour. Failing to arrange the meeting at Jaipur, we held the same at Federation office, New Delhi.

In addition to the above, two special meetings of the general body of Good Offices Committee (GOC) were also held at Federation office, New Delhi, on March 9, 2016 and September 22, 2016 respectively. One special meeting of Journals and Subscription Committee was also held at Federation office on November 18, 2016 to discuss numerous issues pertaining to journal subscription.

CONFERENCES/SEMINARS

The Federation of Publishers' & Booksellers' Association in India (FPBAI) as per its Constitution has mandate vide its Articles 15 & 17 to provide facilities for social interaction between the members of the Federation, to encourage friendly feelings and enhance professional knowledge through the medium of seminars. With the view, the Federation on April 27, 2016, organized a seminar on 'The Way Forward for Indian Publishing Industry in the Digital Age', at Federation office, New Delhi. The seminar was addressed by eminent speakers namely, Mr. Rohit Kumar of Guiding Star of Digital Publishing LLP, and Mr. Sanjiv Goswami, Managing Director, Springer Businesses in South Asia.

The inaugural address was delivered by me, in which I said that in the last few years the publishing industry has moved very fast. There was time when books were written on leaves of the tree, paper was invented subsequently; the hand written books got
converted to type written; whereas, today we have ultra-modern procedures for printing of books. Change is the law of nature and we all are governed by it, hence why to be averse to change? Today digital work is the order of the day. We should accept this truth and sail through the tide and time. Those who will not accept this truth are most likely to go in the land of dinosaurs. Keeping the fingers on the pulse of time, as per the advice of Mr. S.K. Ghai, Chairman Seminar and Export Committee, we thought it appropriate to hold a seminar on the subject matter.

**DISPUTE RESOLUTION**

Although, there is no express binding on Federation to resolve the disputes between parties of the trade as well as between parties and purchasers; however, there is an implied moral binding on us to intervene for dispute resolution between various parties dealing in the trade for the ultimate healthy growth of the book industry.

In view of the above, the Federation from time to time has been intervening with the disputing parties and has successfully been resolving their disputes without entering into lengthy litigations.

During the period under report a few such cases were resolved by me which include the following: -

a) National Institute of Virology (NIV), Pune; complained to us that M/s. IBH Books and Magazine Distributors Ltd., Mumbai have not paid them an amount of Rs. 2,35,096/- against the non-supplied journal issues for the year 2012. I personally intervened and in the result successfully effected the payment to the claimant.

b) Again the Director, Airborne Data Archive and Dissemination Division, Bangalore complained to us that M/s. Alliance Books Suppliers Pvt. Ltd; Delhi have neither supplied journals to them nor have returned their money taken for the unsupplied journals, amounting to Rs. 76,518/-.
After my intervention, M/s. Alliance Books Suppliers Pvt. Ltd. Delhi, refunded the cost of non-supplied journals promptly. I intervene because I subscribe to the views of John Dickenson who says, “By uniting we stand; by dividing we fall”.

OUR REPRESENTATIONS

As per the Article 3 of the Memorandum of Association of the FPBAI, the Federation is duty bound to make representations with various authorities for the betterment of the trade.

1. On January 29, 2016, we sent a representation to The Chairman, National Book Trust (NBT) India, New Delhi about industry's concern pertaining to book fair organised by NBT. Among other observations made by us was our suggestion that the phenomenon of organising two book fairs in one year is counterproductive. The idea of organising New Delhi World Book Fair (NDWBF) and Delhi Book Fair in the same year at the same place and city has not shown the positive signs in the result it has killed the charm and utility of the fair in the eyes of visitors as well as the participants. In view of the above to enhance the zenith and charm of the fairs, we demanded the curtailment of Delhi Book Fair from being organized. In case, the NBT is supporting the Delhi Book fair, it may be pleased to concentrate exclusively on NDWBF so that it is organized with great fanfare.

2. On March 21, 2016, we sent a representation to Ms. Smriti Irani, the then HRD Minister about difficulty in getting ISBN. Simultaneously, we sent a representation on the same subject to Narendra Modi, Prime Minister of India.

3 On March 23, 2016, we sent our observations to Mr. N.K. Sinha, Secretary, Ministry of Culture, Government of India, pertaining to revision of Delivery of Books and Newspapers (Public Libraries) Act, 1954.
4 On April 4, 2016, we sent a representation to Mr. Alok Kumar Verma (IPS), Commissioner of Police, about the aggravated traffic conditions at Daryaganj. In the result of the aforesaid efforts, the traffic inspector of the area visited my office and assured me the smooth flow of traffic. The situation thereafter improved.

5 On July 4, 2016, we wrote to Smriti Irani, the then Minister of HRD and Dr, Mahesh Sharma, Union Minister of Culture to revive the juxtaposition of Indian Library Association (ILA) and Good Offices Committee (GOC) and accordingly appoint a government nominee for the purpose.

6 On July 13, 2016, we wrote to Prakash Javadekar, the Union Minister of HRD for appointment to meet our delegation to discuss various critical issues faced by the book industry. Accordingly, on July 16, 2016, I took the delegation of FPBAI to meet him at his office, discussed the lurking issues in detail and gave him a Memorandum.

7 On July 25, 2016, I sent a representation to Mr. Arun Jaitley, Union Minister of Finance, copy marked to GST Committee for keeping the books and journals exempted from GST. Again on August 12, 2016, I sent a reminder to him in this regard.

8 On November 8, 2016, I once again sent an SOS call to Mr. Narendra Modi, Prime Minister of India, pertaining to solving the critical matter of delayed and difficult issue of ISBN. In the result of the above communication, the offices concerned, Aparna Sharma, Joint Secretary, Ministry of HRD, called our representatives on November 23, 2016 for discussion. The representatives discussed with her at length. She sought suggestions, which were subsequently sent to her.
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 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

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 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”x 9.5”
(in PDF or CDR file) Half Page: 7” x 4.5”

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. As such, conventionally, we are giving the following awards to members of outstanding experience and contribution:-

**LIFETIME ACHIEVEMENT AWARD**

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<tr>
<th>S. No</th>
<th>Person Name</th>
<th>Company Name</th>
<th>Place</th>
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<td>1.</td>
<td>Mr. KPR Nair</td>
<td>Konark Publishers Pvt. Ltd.</td>
<td>Delhi</td>
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**GOLDEN AWARD (50 years)**

1. Mr. Raj Kumar        Lyall Book Depot        Ludhiana
2. Mr. Vishan Prakash   Universal Booksellers    Lucknow
3. Mr. Upendra Arora    Natraj Publishers        Dehradun
4. Mr. Anil D. Mehta    Mehta Publishing House  Pune
5. Mr. R.N. Ahuja        Ahuja Book Company      Delhi
6. Mr. Kartar Singh     Jay Kay Book House      Jammu
FINANCIAL POSITION OF FPBAI

The Audited Accounts of the FPBAI for the financial year ending 31st March 2016 indicate that the financial position of the Federation is quite sound. The main features of the Accounts are highlighted as follows:

1. The 'Reserves and Surplus' discloses an amount of Rs. 1,21,06,744/- during the year as compared to Rs. 1,05,53,779/- during the previous year, (an appreciable increase of Rs. 15,52,965/-).

2. Cash and Cash equivalents' indicates an amount of Rs. 1,15,54,846/- for this year compared Rs. 1,06,38,091/- in the last year (an appreciable increase of Rs. 9,16,755/-)

3. Revenue from Operations' shows an amount of Rs. 38,18,652/- in this financial year as against Rs. 34,48,390/- for the last year, thus registering a total increase of Rs. 3,70,262/- Under the head receipts in respect of 'Subscription from Members' indicate an amount of Rs. 27,82,145/- for this year as compared to Rs. 24,40,767/- for the last year (increase of Rs. 3,41,378/-) Receipts in respect of GOC indicates an amount of Rs. 2,66,895/- in this year as compared to Rs. 2,50,000/- for the last year. (Increase of Rs. 16,895/-).

4. Other Income' shows the interest on Bank Deposits as Rs. 10,32,307/- in the year under repots as against Rs. 9,66,544/- for the last year, (an increase of Rs. 65,763/-).

5. Operation and other expenses' including Salary to Staff, which contains expenditure, shows an amount of Rs. 22,11,644/- in this year as compared to Rs. 25,02,041/- during the last year, (decrease of Rs. 2,57,397/-).
ACKNOWLEDGEMENT

“O Lord, who lends me life, lend me a heart replete with thankfulness”.

------- Shakespeare

I subscribe to the views of Shakespeare and have always strived to thank one and all whosoever obliged me. Today also I would like to convey my heart-felt gratitude to my colleagues, particularly the Executive Committee members for providing me the whole hearted support and co-operation throughout my tenure as President-FPBAI. My sincere thanks to Mr. Sunil Sachdev who has always been ready to help and advise me wherever it was required.

I would also like to convey my sincere thanks and acknowledgement for the active support and co-operation given to me by Mr. Raj D Mirchandani; Mr. Manas Saikia; 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: Mr. Nitin S. Shah; 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. Prashant Jain, Hony. Treasurer and Mr. Arunjit Singh, Hony. Joint Secretary.

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 to the extent that without his active support we may have not derived the desired results, especially during the Executive Committee meetings. I also extend my thanks for the staffs of the Federation, Usha, Renuka Sharma and Naresh Pal for their active support.
I am also grateful to Mr. Rajan Jain of Scientific International Pvt. Ltd. Delhi 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.