From the desk of

M. J. AUZINE

Sept. 2, 1970

Messrs. H. S. Bergen
P. B. Benignus
D. Danna

Except from C. L. Sethi's weekly letter dated August 17 to M. J. Auzine.

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- Regarding the capacities of individual products proposed by each competitor, Ghag has already informed St. Louis, based on the information given by me. In case you are not able to lay hands upon such information, please let me know or telex Ghag.

- Surprisingly enough, our competitor ACCI, BIL and Amar Dye are silent. I have not seen any movement or urgency on their part; excepting that BIL reported to DGTD and one Officer in IDIT that they were not predominant undertaking as they shared their sales with MINDIA, there is no further to report. Incidentally, I am still awaiting Phaterphaker's written opinion on this point.

- I think that the application for Letter of Intent will come up before the Licensing Committee for consideration sometime in September. If the Letter of Intent is recommended by the Licensing Committee we hope to get the Letter of Intent by the middle of October. It will then depend on us how soon we can submit our Collaboration proposals. My suggestion is that we should submit this in the first week of November.

A R O C L O R S :

I had a talk with Bhattacharya who informs me that there is no fresh proposal from Bayer or any other party for chlorinated diphenyls. Though Choudhary Industries made a CG application but so far there was no further development. He has, therefore, suggested that if Monsanto liked they could submit their application for Letter of Indent. I have also checked up with NRDC; there is no indigenous technology available. I am visiting Bombay on August 25when I shall sit with Narayan in order to complete the marketing report.

ASPIRIN AND ANDHRA SUGARS :

I hope to submit this report by the middle of September as I shall be visiting Bombay on the 25th of August and intend to visit Tanu-Ku in the second week of September.

MARKETING REPORT FOR AVADEX:

Now that the import licence is issued and the goods are expected to arrive at Bombay around September 12, there are good chances of making the goods available to the farmers in Punjab by the first/sec week of October. The strategy for marketing Avadex is thus completed and I am enclosing hereto a copy for your comments.

STATE TRADING CORPORATION:

Perhaps, you know that many of the items are being now progressively channelised for imports through State Trading Corporation - a Public Sector Undertaking. Recently, we finalised a deal for

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