Dear Sirs,

This Centre has been set up to assist the less-developed countries in export promotion. This is done on a gratuitous basis as a contribution to the development of these countries. One form which our assistance takes is the furnishing of market information, and it is in this context that we are writing to you.

An Indian firm is seeking export outlets for its production of certain manufacturing tools. The tools are made according to ISS specification 599/1960, which is broadly based on ISO specification. The tools are as follows:

- **Parallel shank twist drills**, jobber series and long series 3/16 to ½": equivalent in mm. sizes also;
- **Taper shank drills** 1/8" to 2": equivalent in mm. sizes also;
- **Threading taps** in pitch BSW, BSP and Metric thread. Metric threads according to DIN specifications; BSW and BSP threads according to BSS specification.

We understand that you may be an importer or wholesaler of such tools. We would be glad if you could confirm this, and if possible furnish us with the following information:

1. The main countries which export these tools to your country at the present time.
2. Estimated quantities of imports of these tools into your country at the present time.
3. Current prices of these classes of tools.
4. Any other market information that would enable the Indian firm to assess sales potential in your country.

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If you agree, we shall give this information, together with the name of your firm, to the Indian company, and suggest that they contact you direct if they wish to explore the possibilities of concluding business with you.

We sincerely hope you are able to collaborate with us in our task and look forward to hearing from you.

Yours faithfully,

V.E. Santiapillai
Deputy Head,
International Trade Centre