Dear Sirs,

This Trade Centre was set up two years ago to assist the developing countries to promote and expand their exports. We do this by carrying out market research, issuing special publications on export promotion subjects, and organizing training in this field.

We are writing to you in connexion with a market survey we are undertaking for an Indian chemical manufacturing firm that wishes to find export outlets for refined naphthalene. It produces this in the form of balls, powder or flakes, and is selling the material mainly for use as a moth repellent or as an organic intermediate.

We believe that you may be a buyer/importer of naphthalene and we wish to ascertain whether you would be interested in receiving an offer of sale from the Indian firm. If the answer is in the affirmative it would be helpful if you could indicate:

(a) approximately what quantities per year you would be interested in purchasing;

(b) the c.i.f. price level the Indian firm should aim at in order to be competitive;

(c) any other factors (such as quality requirements or packing) you consider would be important for the achievement of sales by this firm.

Any details you may send us will be forwarded to the Indian firm and you may expect to hear from them directly in due course.

Yours faithfully,

V.E. Santiapillai
Deputy Director of the Centre

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