13. In India, policy and support price is determined by the Finance Department with input from Agriculture and other players.

14. The letter of credit problems in India have been largely solved, because of rupee devaluation and convertibility.

15. The reputation of the broker or importer is an important consideration in doing business in both India and Pakistan.

16. Pakistan is reportedly moving to devalue its rupee in June 1993.

17. India pulse production is geared to self-sufficiency through improved varieties and practices. Pakistan is more likely to see declining pulse production due to competition from crops grown for export.

18. Little product is sold through supermarket-type stores in India but this marketing avenue is growing in Pakistan.

19. In India, whole lentils, dehulled lentils and split lentils are in fact considered to be separate market classes with independent price structures. The daily newspapers carry pricing information for all classes of pulses.

20. India requires import contracts to be registered with the National Agricultural Cooperative Marketing Federation of India Limited (NAFED), but Indian traders do not view this as a problem. No other requirements were discovered in either country but exporters would be wise to verify with External Affairs staff in the market before shipping product.

21. There is limited scope for the introduction of new premium products in either India or Pakistan.

22. A CIGI-type course for Canadian exporters may be beneficial. In addition, many firms in India and Pakistan were identified who would benefit from in-Canada buyer training through CIGI. If and when training programs are developed, contacts made on the mission would be prime candidates. The posts in India and Pakistan should be consulted before participants are finalized.

23. There may be an avenue to improving market service by upgrading the packaging systems in Pakistan.

24. Future promotion material should be more product oriented as opposed to being research and production oriented.