d) Ram Dass of Bishan Sarup Ram Kishan is a large importer, largely kidney beans, cranberries, mung bean and desi chickpea from Myanmar (Burma). Concentrated in rice trade with large plants that operate by hand grading with a workforce of 8-10,000 people to grade 500 tonnes per hour. Used to source from China. Felt that Canada was not competitive because of freight. His older partner had imported from Canada and had no quality problems. This company had a reputation of honouring contracts and being very reputable.

e) Mr. B. Nath, advocate, expressed interest in doing associated legal work with importers/exporters.

f) Dr. B.K. Singh of B K Importex is not now importing peas. Had trouble dealing with Hungary a few years ago. Not located in Naya Bazar because it is too congested. Has a warehouse (in New Delhi) but tries not to use it. Suggested that split yellow pea could be blended into besan (chickpea flour) to 30% before the taste becomes a negative factor. Amount of blending is dependent on relative price of two dhals. Split yellow lentils from Turkey a few years ago were blended into arhar (pigeon pea) dhal. Discussed that the Gulf War caused a currency crisis, creating problems with import procedures. Felt that no problem existed now, especially since the rupee was convertible. Felt that rupee would settle at 35 to the US dollar. He talked about the possibility of setting up a dhal mill in Western Canada for domestic markets and exports to Europe. Dr. Singh is very knowledgable and had obvious international experience in education and lifestyle. He said that he had a standing order of 300 MT of besan in the Persian Gulf but that he was not able to supply due to export restrictions.

g) Mr. S.S. Pasrich, director of Canadian Executive Services Overseas (CESO) in India, might be a possible contact for liaison with Indian business community.

h) Mr. Lajpat Rai (Amira Trading) is Anil Chanana's partner. Hungarian imports were a disaster in the past. Heavy losses occurred due to quality problems. Potential high volume, spot market contact. Pulse specialist in the firm. Also associated with Commodity International, also in Naya Bazar.

Current situation is 10% duty on import of pulses plus registration of the contract with NAFED.