

Cable : AFCECO

Phone : 253281-5  
255301**ASHUGANJ FERTILIZER AND CHEMICAL COMPANY LTD.****HEAD OFFICE** Eilal Chamber , 11 Motijheel Commercial Area, **DACCA-2, BANGLADESH**

Ref. No. .... REOH/SHC .....

PLEASE REPLY TO:-

Foster Wheeler House,  
Station Road, Reading,  
Berkshire RG1 1LX, England

27th October 1976

Eidgenossenschaftliches Volks  
Wirtschaftliches Department  
Handelspteilung  
BERN 3000  
SwitzerlandAtt: Mr Jacobi, Division of Commerce

Dear Sir

Ashuganj Fertilizer Project, Bangladesh  
Loan Agreement of March 18th 1976VENDORS LIST - SWISS MANUFACTURERS

E.V.D. HANDELSABTEILUNG	
No. Bangl. 861.5	
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R - 1 NOV. 1976	
<i>[Handwritten signatures]</i>	
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We thank you for your telex of October 21st 1976 and apologise for the delay in replying to it, occasioned by the need to obtain a detailed report from Foster Wheeler.


We attach a copy of Foster Wheeler's letter No R4.1.253 of today's date which we consider self-explanatory and you will note that the response by Swiss manufacturers to the published Pre-qualification Notice was disappointingly small. The overall international response, however, was overwhelming and, in consultation with IDA it was agreed that in certain areas of equipment where as many as sixty vendors had 'pre-qualified' the actual number of vendors selected for Inquiry could be reduced to around fifteen. This pruning exercise, essential if procurement is to be carried out on a workable basis, has resulted in a reduction of the numbers of vendors from Italy, Japan and Holland whereas only one Swiss vendor was eliminated.

Whilst the Pre-qualification response was intended to form the basis of the Vendors List, Foster Wheeler were at liberty to add the names of vendors of whom they have experience, subject to AFCC/Technical Adviser approval and, in fact, they elected to add four Swiss Vendors to the list, as mentioned in the final paragraph of Foster Wheeler's letter.

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The under representation of Swiss manufacturers to which you refer would appear to stem therefore from the poor initial response to the Pre-qualification Notice and we trust that you will share our opinion that the procedures adopted by Foster Wheeler in developing the list from that initial stage have slightly improved the Swiss position rather than militated against it.

Yours faithfully



R E O HEATH

*W*

SHC/MW  
cc: ICM/1406  
SHC/MAH/1601