

# QUIMOTECNICA CHILENA, LTDA.

BIOCHEMICALS MANUFACTURED ON SPECIAL ORDER

P. O. BOX 2182

MADISON 5, WISCONSIN

New York - July 23, 1956

Dear Josh:

I hope that by this time you are back in Madison, I calculated that you weren't there before so I didn't bother to write.

To write about our trip to New York and subsequent events would take a book. The take off from Madison was only one of the "usual" ones.

It was very useful to come to N. Y. with a few days to spare because I found that my visa wasn't ready. I had to cable to Chile to get it. I was lucky to obtain, instead of a regular visa, one which is called: "subject to contract". In this way I will not endanger my citizenship.

I talked with Mr. Mann, President of the Mann Research Laboratories, a few days ago. I was surprised to find him a very nice person with very liberal ideas. We spent a great deal of time talking about things in general. It became obvious during my conversation with Mr. Mann that what Quimotecnica needs is more propaganda. Mann was able to give me a list of seven or more products which he is willing to buy immediately, at prices ranging from 40 to 170 dollars a gram. He said that his Company does not have enough time to manufacture all the orders he gets.

In short, I decided<sup>d</sup> to cooperate with him and an agreement will be made shortly after I consult my partners in Chile. Mann's Company will be our exclusive distributor in the USA and he will take care of furnishing me with literature, materials, etc. I made a provision in the agreement stating that Quimotecnica will designate a person who could place orders for our products through Mann's Company. This person will receive 20 % of the list price for this service. If you are interested in the deal I will be glad to suggest your name for the position.

Therefore, I will appreciate very much if you could mail the bottle with the ONPG in the form we discussed before, insured, postage postpaid. Please record the amount of ONPG left according to the label on the bottle (include the two grams for Goldman). The address is: Mann Research Laboratories, 136 Liberty Street, New York 6, N. Y.

With regard to the manuscript I sent to J. Bact. I took note of your suggestion, thank you. I will write Porter to send the galley proofs directly to me to save you work.

Best regards for Esther and you from Raquel and I.

Yours,

*Boris*

over

P.S. Just in case something important comes up, you can reach me  
at Buenaventura, Colombia, c/o Grace Line on board SS Sta. Isabel  
before August 3rd.

Or Callao, Perú before Aug. 8.