

1

Post Box No. 120
New Delhi.

13.5.49.

Dear Prof. Roerich,

I had been to Old Delhi wholesale fruit market yesterday and saw around different sections hours together and am glad to tell you that I have been able to ~~be~~ contact one M/s. L. Sohan Mall Inder Sain Chadha, Fruit Commission Agent, who are ready to sell our truck load of fruits on commission basis. I hear they are one of the biggest and best firm in Delhi established in 1913 and their main items of business are apples and pears. Although it's a Punjabi firm but I hear they are honest people. They charge commission of 9 pies a rupee. The prices of apples and pears varies in season and depends largely on the quality available from time to time.

They have their lorry agents in Pathankot and always advises to bring the fruits in truck loads and not by train to avoid heavy damage. These lorry people charge Rs.1/4 to Rs.1/8 per box to bring them down to Delhi from Pathankot and minimum load should be 120 mds. i.e. a full truck load of nearly 240 boxes.

According to this fruit agent, Mr. Inder Sain Chadha, they can sell on our account as much as a truck load a day, i.e. 120 mds. but would advise to bring at least 3 trucks a week at the beginning. Sale will be effected in my

presence and payment made immediately.
I hear Delhi can consume a large
quantity of fresh fruits daily.

They have arrangements of cold storage with one of the biggest cold storage firm owned by Delhi Flour Mills and the charges are between Re.1/- to Rs.2/- per box per month according to demand in the market at the time and they are always available.

I shall be writing you soon after I make further enquiries in the matter.

If we finally decide and agree to start the business, in which I am getting much interested, I may go to Bombay or Bangalore to see you, from where I shall go to Kulu to bring along the first truck load of fruits myself.

I shall be grateful to have your comments and views on the subject, after you receive this letter.

Hope this will find you and Madam Roerich in the best of health.

My deepest regards to you and Madam Roerich.

Sincerely yours,

P. B. Guha.

Prof. S. Roerich,
Hotel Taj,
BOMBAY.

Post Box No. 120,
New Delhi.

27th May, 1949.

Dear Prof. Roerich,

I am very grateful to you for your kind letter of the 19th inst.

On further enquiry, I understand that a few more dealers are interested in the sale of truck load of fruits on my behalf in the same terms and conditions. But I would prefer the former one because they are very old dealer in this line and seems to be honest.

I have visited 3 Cold Storages also - one of them M/s. Delhi Cold Storage Ltd. with a capacity of 10,000 c.ft. (4 rooms of 2,500 c.ft. each) has offered @ Rs.40/- per 100 c.ft. per month.

I have already written to Dr. Yalovenko telling him the position at this end and that I wish to go to Kulu to have a first-hand information of the position there, when the crop will be ready for delivery and bring down the truck load myself to avoid damage.

As soon as I get the samples of oil from you, I hope to make every possible effort to push them in the market and I believe that this will show me a bright future. I have also written to my brother in Calcutta to get in touch with the toilet soap manufacturers and oil companies.

I have received a letter from Sankha the other day. He has asked me to write to M/s. New Book Company of Bombay who are interested in the publication of my book. He says it will be worthwhile to come once to Bombay to fix up the terms. A copy of the manuscript is lying with his friend who will send it to you in case Thackers' doesn't show any interest. The other copy is with Mr. Gandhi.

I am writing to M/s. New Book Co. today as also to Mr. Gandhi about this and would like to know your advice in the matter. I am giving them your reference for my book and if in case they make any enquiry, please spare a few words as you feel better.

From July onwards, I will be busy in fruit business, so in case the proposal of New Book Co. comes out successful, I have a mind to go to Bombay in June to fix up final terms with your help and guidance. If you meet Mr. Venkatachalam, please tell him about this book and if he could help me in any way.

Sankha has sailed on Monday the 23rd May last.

As I was busy otherwise, I could not meet Mago but I met Sanyal the other day and came to know that they had to postpone the Summer Exhibition due to many difficulties, one of which is that the Manager of the Imperial Hotel later said that they have to pay Rs.500/- for both the sides of the staircase as 250/- was intended for one side only. I hear Mr. Gandhi did sent a donation of 350/- or so on behalf of the Association.

Some of the boys of the Silpi Chakra said that it's Barada Ukil who was behind the scene for this change of behaviour of the Manager who is an old friend of Ukil.

The boys doesn't seem to have followed up the Dhoomimal proposal, as I noticed the Art Gallery is just as it was.

Hope this will find you and Madame Roerich in good health.

With regards and best wishes,

Sincerely yours,

P. B. Guha.

Prof. Svetoslav Roerich,
212, Hotel Taj Mahal,
Bombay.

POST BOX NO. 120,

NEW DELHI.

14th June, '49.

6

Dear Prof. Roerich,

I think by now you and Madame Roerich have reached Bangalore.

I send herewith a copy of the letter received from Dr. Yalovenko only yesterday in reply to mine of the 22nd May last.

Before I reply him, I would like to tell you that I have no knowledge of the price of pears and apples in Kulu nor I can pay full value of the fruits in advance. I can, of course, deposit an amount of Rs.1000/- or so, that I have, as my advance towards the consignment. Our business understanding I presume is somewhat different from others. The prices ~~and~~ of pears and apples can be fixed in Kulu when I go there personally which also varies here according to the quality and demand of the fruits in local market.

I note the truck capacity is 70 and not 120 in Kulu but I understand that I shall get truck of 120 mds. capacity in Pathankot and shall arrange accordingly. As regards refrigerator van service, I don't know if it will be possible to bring down the truck load of 25 mds. only to Amritsar from Kulu everyday. I shall of course, be glad to receive 25 mds. of fruits daily through the refrigerator van service but the difficulty of transporting the same to Amritsar cannot be avoided.

I shall be anxiously waiting to hear from you and on receipt of the same, shall write to Dr. Yalovenko.

By the way, I inform you that I have been dispensed with by two of the companies, I used to represent here, which is due to continued slump in business. Now only two companies have been left with me.

Hope this will find you and Madame Roerich in good health.

With deepest regards,

Sincerely yours,

P. B. Guha
(P.B. Guha)

Enclo: 1

Prof. S. Roerich,
9, Milton Road,
Cook Town,
BANGALORE.

p.s. A copy of this letter has been sent to your Bombay address also in case you have not reached Bangalore as yet.

POST BOX NO. 120,
NEW DELHI.
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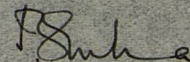
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Prof. S. Roerich,
9, Milton Road,
Cook Town,
BANGALORE.

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8

POST BOX NO. 120,
NEW DELHI.

23rd June, 1949.

Dear Prof. Roerich,

I am so grateful to you for your kind letter of the 16th instant from Bombay. It is so expressive and so detailing that I don't think I would need anymore information. Though I am quite new in this line, I feel not so on receipt of your letter. Hope you have received my letter of the 14th June.

Your letter has relieved me of all my anxieties. It is so encouraging that I feel not inclined to think of anything that may put any difficulty in future; moreover, whatever may be the circumstances, I am sure that I will overcome with the help of your wise advice and able guidance.

I met my commission agent regarding the arrangements that should be made before I leave Delhi. As regards terms and conditions with them, they say that I should believe in their words, although they have no objection for giving the same in writing, but they generally do business in terms of faith. They seem to be good people but I need your advice in the matter. My friends here are of the opinion that I should at least have a formal agreement in writing although the sale etc. will be made in my presence. They will give me a letter to their truck agent in Pathankot before I leave for Kulu, so that I may have no trouble in arranging the same and get honest people to deal with.

I have written two letters to Doctor, copies of which are enclosed for your information.

As advised by you, I have a mind to leave for Kulu sometime in the middle of July and stay there for about a fortnight or so and see how the things are handled. In fact I have never seen the working of such Orchards and have no experience at all. Once or twice I will come down to Pathankot from Kulu to arrange the trucks. One thing strikes me that if one truck is brought at a time, the charges would be for a full truck i.e. for 120 mds. but the actual load would be only 70 mds. upto Pathankot. If the trucks can get goods from others also it will be alright. In case they don't and we are to bear the whole cost then it will be too much for us, or if in anticipation of getting goods, the truck is delayed the goods will be spoilt. So, I have a mind to arrange to bring three trucks at a time from Kulu to Pathankot when the crop will be good and split into two at Pathankot. But that proposal will only be considered when there will be favourable crop.

..... page 2..

Regarding the distribution of oil, it will be accorded proper attention on receipt of the samples and particulars. I think Calcutta will be the best market for this. I will ascertain all the necessary information in due course.

Delhi Silpi Chakra (the new Art Society) are having regular meetings on Saturdays and often times I also attend. Last week Mr. Kanwal Krishna gave a demonstration of his water colour technique and I believe everybody appreciated that. They have made a pool in which almost all the artist members contributed 2 or 3 of their pictures and are pushing them to the art lovers. Fifty rupees out of the sale of every pictures goes to the School Fund of Delhi Silpi Chakra. Mr. Shankar himself is patronising the sale of these pictures and I hear a good number of them have been sold by this time.

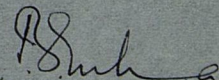
They have still a plan for exhibition but before September it is not likely to be materialised, as the pictures have not been selected nor other arrangements have been completed. I had been to Dhoomimal with Mago the other day - the renovation work has not been finished yet. Definitely it's going to be a nice little place.

Mr. Gandhi is out of Bombay probably and since the New Book Co. has not written me anything so far, I doubt very much if the effort would succeed at all. So, I don't want to disturb you for the time being with this problem and the copy of the book may please be kept with you now.

Hope this finds you and Madame Roerich in the best of health.

With deepest regards to you and Madame Roerich.

Yours very sincerely,


(P.B. Guha).

Prof. S. Roerich,
9, Milton Street,
Cock Town,
BANGALORE.

Post Box No. 120,
New Delhi.

13th July, 1949.

Dear Prof. Roerich,

Hope you have received my letter of the 3rd instant.

On receipt of a letter from one Mr. A. Gorokhoff who has just come from Kulu Valley, I went to see him on Monday the 11th. Dr. Yalovenko has asked him to discuss the fruit position of Kulu with me. Mr. Gorokhoff who is an instructor of Russian language in the Ministry of Defence, has come from Bombay about 3 months ago to join his post and is staying at the Y.M.C.A., New Delhi.

He has given me a rough idea of the position of fruits in Kulu this season. Summer crops are quite insufficient, may not be even half a truck load in pears and apples but the Autumn crops will be better, say 2/3 trucks in total. Winter crops are not also expected to be much. In fact, there will not be much scope for business this year. Considering this, he suggests to contact another Orchard owned by some Miss Donald. I presume, you might know them. In the present unfavourable business situation, I thought of considering the suggestion of Mr. Gorokhoff to get in touch with the above Orchard through Dr. Yalovenko because I have come to learn that he is intimately known to them but I do not propose to do anything before I receive your advise in the matter. Of course, I have written a letter to Dr. Yalovenko yesterday in this connection, a copy of which is enclosed for your information, but it is simply to show a bit of interest to Mr. Gorokhoff's suggestion.

To start with, if I could get a truck load, i.e. 70 mds. or so from Summer crop including Pears and Apples from your Orchard plus that of Miss Donald, that would be a good trial for me. If you think that it will be possible, I have a mind to visit Kulu in the first week of August. But if they cannot load a truck even, it's of no use taking so much of trouble now as less than that much in quantity, will not bring me anything and only put me to loss.

I sincerely hope you will write me soon and give me your precious advice regarding the possibility of the above proposal.

Business is very dull and am not having a good time at all. I am working only for one firm these days.

What is the position of Oil? Would it be possible to send me the samples now? I presume you are very busy with the new Estate.

Regarding 'Delhi Silpi Chakra', I heard that they had a total sale of Rs.1325/- in the Exhibition including the second day's sale which I was not aware of. Chief Commissioner of Delhi has agreed to give them the Town Hall provisionally to open their Art School. In the meantime the C.C. is expecting some pre-fabricated house materials from abroad and may allot a few of them to be pitched in Connaught Circus for a permanent Art School of the Delhi Silpi Chakra. Dhoomimal people are insisting on naming the Gallery as Dhoomimal Art Gallery but doesn't sound good to us. We are trying to settle the issue mutually. The boys are everyday enquiring me about your next visit here.

Hope this will find you and Madame Roerich in good health.

With deepest regards to you and Madame Roerich.

Encls: 1

Yours very sincerely,

P. B. Guha
(P. B. Guha)

Prof. S. Roerich,
9, Milton Street,
Cook Town,
Bangalore.

Madras, "

23/8/49
10 p.m.

Dear Prof. Roerich,

I am sorry, I could not make time to see Mrs. Chandhuri before I left Bangalore last night. I reached Bangalore from Mysore, a little after six in the evening and left for Madras at about 9 p.m. I had to go to St. John's Road to collect my luggage and met Mr. Venkatachalam who is leaving for Calcutta, Thursday morning.

I had a nice time at Mysore and after a short ~~while~~ of my arrival here, I went to Mahabalipuram and have just returned a few minutes ago.

I have written a letter to Doctor, telling him that I shall be at Kulu by the 1st week of September I shall send him a wire before I leave Delhi.

I am leaving for Delhi tomorrow morning by Delhi Express and shall write you on arrival again but I have decided to leave Delhi for Kulu on the 2nd Sept. evening, reaching Pathankot on the 3rd morning at about 11 am. I shall stay a day there and proceed to Kulu on the 4th morning, reaching by 5th September. So, as arranged you may please send a telegram to Doctor to the effect that I am reaching by the 5th Sept. I shall also wire accordingly from Delhi, on the 2nd.

Hope this finds you all in good health. I shall never forget the ^{few} memorable days I spent with you and Madame.

My deepest regards to you, Madame Roerich and Mrs. Chandhuri.

Sincerely yours,
P. B. Guba.

Prof. S. Roerich,
Bangalore.

13

P. B. GUHA
POST BOX No. 120,
NEW DELHI.

2nd Sept., 1949.

Dear Prof. Roerich,

As arranged I am leaving for Kulu tonight and have sent the following telegram to Dr. Yalovenko:

"According Prof. Roerich's advice reaching Kulu by 5th September -

My agent here Mr. Solneymal Linder Sain have given me a letter to their forwarding agent in Pathankot to handle all goods that I hand over to ~~them~~ there and they take the full responsibility of the goods. They have already given me the terms + conditions in writing and I hope nothing untoward will happen. I have entrusted my friend here to keep close contact with the agent during my absence.

I shall be writing you on arrival at Kulu.

Soon after my arrival at Delhi, I met Mr. A.S. Bhatnagar

at his office and told him the full details, to which he said that the case must have been transferred to Kulu authorities since it comes under their jurisdiction. So, Mr. Ahuja will not be able to do anything now. He advised me to meet one of his relations Mr. G.K. Bhatnagar, a sub-judge at Kulu who might help me in the matter.

I shall meet Mr. Bhatnagar, as well as the Asstt. Commissioner, soon after my arrival there.

As regards oil, I have already sent some samples to my brother at Calcutta and have written several letters to different companies there.

Some of the photographs have come out well & am sending them herewith.

Hope this finds you and Madame Roerich well. With deepest regards to you & Madame Roerich.

Sincerely yours
P.B. Guha

Naggar, Kulu 14
7/9/49.

Dear Prof. Roerich,

I arrived safely on the 5th morning.

I had long talk with Doctor in different matters and it seems he is very angry with you. He says it is hardly possible to do anything here as he is always short of money & that you do not remit in proper time. In season, expense comes as much as five hundred per month & 2/3 hundred in off season. He also says that if the situation continues like this, he would leave this place.

According to him if he is given an assistant ^{here}, like Pashun or someone, he can go down to Katrain & open up his dispensary. Assistant's job will be to contact labour etc. and he will advise him from time to time.

Autumn crop was not bad but unfortunately they are being damaged by bears, flying foxes and other birds. Everyday we are losing nearly 2/3 mds. and according to Doctor I may not get even two trucks.

In summer Doctor sold nearly 30 mds of apples & no pears. and recently on the 26th August last he again sold one truck of apples & pears. He knew that I ~~was~~ ^{shall be} coming to Kulu but he says he was short of money, and had to pay for the boxes. Only 160 boxes are ready now & they cost nearly Rs. 2/8 each. On the 2nd Sept. he has recd. your m.o. of 600/-.

So far he sold apples & pears of nearly 2000/- or so.

There are only 8 or 10 coolies working, mostly children from 10/12 to 16/17 years - getting wages ^{varying} from 5/6 annas to 12/14 annas. In the night 8 of them guard the garden & get 4/6 annas ^{each} for 4 hours. There are two chowkidars, 1 sweeper, two servants including Ishorn, one woman & a man to look after the 3 cows, ^{which give 2 srs. of milk a day.} There may be more ~~more~~ servants, as this is my rough idea & experience in the last two days.

As the crops are being damaged daily, I requested Doctor to get more coolies at higher rates (one rupee or one rupee four annas) but he does not agree as he says that if he pays more now to others, he shall

have to pay more to his own coolies in future. Anyway, apples are being collected daily in different qualities like Red Delicious, Golden Russet, Baldwin, winter beauty etc. and I hope to send the first truck within about 6/7 days and shall proceed to Delhi with the second truck. My Delhi agent has got this Pathankot agent who will send them to Delhi & I shall come to Pathankot from Katrain with the truck & hand over to them. Conveyance charges are very high & according to our calculation each truck will cost nearly 600/700 rupees, i.e. 10/- a md. upto Delhi.

I came down to Kulu today to meet the Asst. Commissioner & am writing you from Kulu post office. I told him the whole case & showed our correspondences. He says new licences are ~~to~~ issued by Dist. Magistrate, Kangra & Kamnath must have got it from there. We can file a case against him under section 408 (criminal breach of trust) — being our servant, he

was entrusted with the gun & he has ~~misplaced~~ ^{misappropriated} ~~stolen~~ the gun on relinquishing his job. An application to this effect can be ~~made~~ ^{made} to Dist. Magistrate, Kangra with the necessary charges that we have against him and he shall have to answer ~~to~~ to the police. This can be done from there or when you come here.

Doctor is looking after everything properly. I have ~~visited~~ ^{seen} the go down & the roots (Kewab) ^{& ~~the~~ (Damp)} are all in good order. I have also visited the funeral place of Father which should be cleaned properly before we have the Puja on the last day of the Indian month, "Shankrant Day" (after 99 days). Doctor says it needs hundred rupees to keep the place cleaned & in good order.

I hope to write you again very shortly. I am quite comfortable here & liked the place very much. Mrs. Gorokhoff is here for the last three months ~~now~~. I am staying on the ground floor & I liked the room.

Hope this finds you all in good health. My deepest regards to you, Madame Roerich & Mrs. Chandhuri.

Sincerely yours,

Prof. S. Roerich,
Bangalore.

P. B. Gupta.

10/12 days.
leave
of
D.D.

Dear Prof. Roerich,

Kulu. 18
19.9.49.
9 pm.

Thanks very much for your
kind telegram of the 13th instant.

I have since received 242 boxes
of apples and pears (171 boxes apples & 71 Pears)
from our doctor and have come down
to Kulu this morning. Yesterday with much
difficulty I could get one truck to bring
down 125 boxes ^{to Kulu} that were lying near the
Katrain bridge, out of which my transport
agent here have sent 20 boxes to Pathankot
at 7 am. & 31 boxes at 3 ^{today} pm. The rest they
hope to send tomorrow morning at 7 am.
The other ~~24~~ boxes are lying at Katrain
near Mr. Tyson's house which I hope to
collect tomorrow. Some of these may be
despatched tomorrow ^{at 3 pm} and the rest
day after at 7 am. with which I shall
be leaving for Pathankot (ie. with the last
batch). It is very difficult to get trucks
at Kulu and they do not allow me to
take full truck loads of fruits in which
case they demanded hundred rupees more
but I refused and so these are being
sent batch by batch with potato bags.
We started packing on the 11th and
since it's being delayed I am afraid
of some damage in pears & ~~some~~ ^{average} quality
apples. But I am hoping against hope that

they will be alright. Doctor charged apples @ Rs. 30/- per md. with packing and pears @ 15/- per md. I had to pay nearly 150/- rupees more for bringing them down by coolies. I have given a receipt of Rs. 3000/- to Doctor being the charges for the whole stuff. I hope to start for Pathankot day after but maybe delayed because these truck services are very irregular and shall send you a wire the day I start from here. If the fruits are alright, which I hope they will be. I shall be keeping them in a cold storage that I have arranged. Only winter apples can be stored like, Winter Beauty, Commercial, Black-ones, Pear etc. I have nearly 51 boxes Baldwin ^{& 15 Golden Pippin} which I may have to sell on arrival as they are almost ready.

20. 9. 49.

8 am.

Because of the unavailability of trucks, no truck left for Pathankot this morning at 7 am. but they are definitely sending my rest boxes of the 1st truck i.e. 74 boxes at 3 pm. today in which I am sending ^{one} of our man Santu (son of your former Jamadar Gritu) to Pathankot to look after the goods.

I am afraid I may not get a truck today to bring down the other truck loads that are lying at Katra in. My agent says, he will give tomorrow. One thing I noticed

more damages. I hear it's very risky to do any business in pears and there is hardly any merchant who would like to deal in it but they do buy apples and make good money out of it.

Mr. Tyson was very kind in keeping my boxes in his garage ^{for the last} three days and didn't charge anything although I offered. He also says that I should have been more careful regarding pears which I will in my next visit provided I don't lose in this consignment.

23. 9. 49.
6.45 am.

As arranged I am leaving Kulu within the next few minutes. I still hope that I won't lose much in pears and the rest will reach safely upto Pathankote if not Delhi.

I have already arranged with a cold storage in Delhi to store most of these winter apples so that I can sell them in Christmas and despatch some to Calcutta.

I shall write you in details from Delhi after I make all arrangements.

Pathankote.
24.9.49.
7 pm.

I reached Pathankote safely this evening at about 5 pm. and have reloaded the whole lot i.e. 242 boxes of apples & pears in a big lorry which will leave for Delhi within the next few minutes. I have decided to leave for Delhi in the same lorry and will reach Delhi on the 26th morning at 4 a.m.

I shall be staying at Delhi for about a week or so to arrange all these things and will ^{then} leave for Calcutta to attend some urgent business.

On arrival, ^{at Delhi} I shall sell off all pears and store apples. I may sell some apples like Golden Ross & Baldwin which according to Doctor, should be sold by October. I shall be writing you from time to time.

Hope this finds you and Madam in good health.

With deepest regards to you and Madam Kerich.

Prof. S. Kerich, Bangalore.

Sincerely yours,
P. B. Guha.

here that those who have some influence, they get trucks quickly, as also those who pay a good lot of bribe. I agreed to pay some extra money but could not manage.

5 pm.

At 3 pm. this afternoon Santu left for Pathankote with the boxes. I am going up tomorrow morning to get the rest 12 boxes from Katsain which I hope to take down in the afternoon at 3 pm. Post office will be closed tomorrow, so I may not be able to send you a telegram but I shall definitely let you know the condition of the fruits from Belhi by a wire. Trucks here are very costly and ~~each~~ ^{both} of them will cost me nearly 700/- from Katsain to Pathankote and 350/- from Pathankote to Belhi. These transport people here never keep their promise and I being a new man, am having bitter experiences.

Reg. Hall Estate: — Garden needs thorough overhull — all bushes should be cleaned, cut the grasses, put more manures in the trees, ^{more} ^{waterways} canals for water, and so on, which I feel Doctor understands very well. He says that one assistant for him is urgently needed without whom it's very difficult for him to manage. Vishnu is quite suitable for this work. A good lot of money is also required. I am extremely sorry to know from Doctor that Vishnu has decided not to leave for

Bangalore. I hear it's due to the fact that his family members ~~were~~ all crying and his wife even threatened him to leave if he goes away from here. I also hear that Vishnu is not having good health.

I don't know what to say — but he was a good servant, honest & trustworthy. If you and Madam agree, he will be very useful at Hall Estate under our Doctor.

As arranged, we had the Pujā on the Sankranti Day i.e. last Friday with great success. Nearly 25/30 people of Hall Estate ^{if not more} were given ^{ample} food (puri, halwa, apples & pears) to their satisfaction. But they are very dissatisfied with the attitude of the Pandit who has taken food of 2/3 men as also nearly a seer of ghee, atta & other stuffs. This I was told ~~the~~ afterwards otherwise I would have told the Pandit to distribute them to everybody. Doctor is also annoyed with the behavior of the Pandit.

We have nearly 11 coolies out of which 8/9 are regularly attending, worthy children. They get remuneration from 5/6 annas to 10/12 annas. 2 chowkidars, 2 servants including Isham, 1 milkman & one sweeper. I don't know how it is possible to manage such a big orchard with only 8/10 coolies. Doctor

says he is always short of money. From coolies to ~~waiter~~, everybody complained to me that they are ill-paid and not ~~always~~ given advance in time of necessity as they were used to receive before. Everyone expects that you will someday visit Hall Estate and make some good arrangements for them. Nobody seems to be satisfied with the present arrangement of our Doctor.

I convey to you & Madam the best respects from all your servants of the Hall Estate.

We lost as I wrote you earlier nearly a truck load of apples & pears in this season, some of which could have been saved if we had more guards and cartridges. Estimated loss was $2\frac{1}{3}$ mds of apples & pears ^{at day} i.e. 70/80 rupees. ~~but~~ by spending 8/10 rupees on guard & cartridges we could have saved the rest but Doctor says he has no money nor cartridges.

The condition of the Estate does not seem to be satisfactory. Some repairs in houses & go-downs are necessary. But I must say it's a very big and good Estate. ^{It's worth spending some money on it.} ~~as the position of the~~ Qualities of apples are good.

It will be very useful if you can make some time in October or November to pay a visit to Hall Estate.

21.9.49.
10 pm.

61

I am sorry to say that as no truck reached Kulu from Pathankote today by this evening, I could not collect those boxes that are lying at Mr. Tyson's garage. Four trucks have arrived at 7-30 pm., one of which will collect my boxes tomorrow morning and am expecting to leave Kulu tomorrow at 3 pm. with all my boxes. I hope to send you a telegram before I leave Kulu.

22.9.49.

8 pm. I confirm of having sent you the following telegram today:-

"Received one twenty mds. Apples Pears
Leaving Kulu 23rd letter follows" —

The transport people have ^{since} loaded all my boxes in a truck but could not leave Kulu at 3 pm. ^{today} as it was late. We are leaving tomorrow at 7 am.

I am sorry to inform you that I have already lost 2/3 mds. of pears, as you know if you keep them for sometime in boxes they got to be spoilt — water coming out of the boxes. I was worried much & was expecting such loss as the transport system here is absolutely hopeless. I shall try to sell pears in Pathankote if I notice

22

Class
B Prefix]

Code



INDIAN POSTS AND TELEGRAPHS DEPARTMENT

No.

Recd. at H. 28 M.

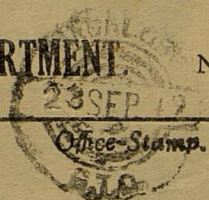
Sent at H. M.

From

To

By

By



Office of Origin.

Date.

Service Instructions.

Words.

To

X RC KULU 22 18

SVETOSHLAV ROERICH 9 MILTONSTREET COOKETOWN BANGALORE

= RECD ONETWENTY MAUNDS APPLES PEARS LEAVING KULU

TWENTYTHIRD LETTER FOLLOWS = GUHA

N. B.—The name of the Sender, if telegraphed, should be written after, but separated from the text.

U. P. B. W.—7/1/47-48 P.C.B.—26-2-48—75000 Bks.

INDIAN POSTS AND



TELEGRAPHS DEPARTMENT.

NOTICE.

This form must accompany any inquiry made respecting this telegram

Charge to pay

Rs.

As.

Office Stamp.

Handed in at (Office of Origin)

Date.

Hour.

Minute.

Service instructions.

Words.

TO

Recd. at here

H.

M.

By 4
New delhi 27 7 30
Roerich 9 milton Street
By F
were Quantity oil available
with price Having enquiries
= guha

N. B.—The names of the Sender, if telegraphed is writted after the text.

24
Post Box No. 120,
New Delhi

Dear Prof. Roerich,

30.9.49

Thanks for your letter of the 26th.

I hope you have received my detail letter that I dropped at Pathankote on the 24th and a telegram sent from Delhi in regard to oil. Calcutta Chemical & Bengal Chemical from Calcutta and Modi Soap works from Modinagar have asked for sample and price. Bengal Chemical has also written to let them know the quantity available. So I had to send you a wire for the price & quantity. In the meantime, I am sending samples to these firms and am telling them that a further communication will follow, but we have to quote the price etc. as early as possible. I shall be leaving for Calcutta within 2/3 weeks for a short trip of 10/12 days as I have some urgent business to attend ^{there}. I have lot of work ~~left~~ here, otherwise I would have left by now.

I expect the ~~quantity~~ output of oil should be around $4\frac{1}{4}$ thousand ~~lb.~~ & the ^{approx.} price ~~varies~~ between 20/- & 25/-. Please let me know the price you like to fix, so that I can proceed further in the matter.

As you told me, I collected some samples of Herbs - like - Kutth, Nehani, Karn, Bankakri, Patish, & I have also brought samples of Rhubab (in Kulu they call it Mumeri) and Dhrup from Doctor. I am giving below the ^{present} approx. prices: -

1. Kutth - 50/- to 60/- per mds.
2. Nehani - 80/- " "
3. Karn - 70/- " "
4. Bankakri - 90/- " "
5. Patish - 20/- a seer.
6. Dhrup - 35/- per mds.

As regards Rhubab, ~~no~~ no one could give me any price and shall be grateful if you can quote your rate, so that I can quote to Calcutta people. I have a mind to ^{Calcutta} contact some good chemical concerns in those who import these stuffs from different parts of Himalayas & some of them even export outside. In your godown I have found nearly 20 mds of Rhubab & 10 mds of Dhrup. I am also trying to contact U.S.A. through a friend of mine who is in New York.

I shall eagerly await your advice in this matter.

I have also enquired about Pashmina.

The price of Raw Pashmina is about 5/6 rupees a seer which will be available after Dashera holiday. Prices of Pashmina shawl varies from 60/75 rupees to hundreds but I must say they are beautiful. The embroidery work on those ~~one~~ is masterly and what a colour!!!

As regards fruits I think I have a bad luck. Due to unusual delay in bringing the pears down to Delhi, they all got discoloured and in fact I lost nearly 40/50 per cent ~~of the~~ in prices. But I hope to cover same by selling apples which I have already kept in a Cold Storage. I brought nearly 7 1/2 mds of Golden Ross apples which is almost ready for consumption now so I took one of the box to the market to see what price the same can fetch but to my surprise they offer 8/10 rupees, ~~per~~ per box, whereas my expense came to about 20/21. This is due to the fact that these people here ^{before} have never seen this quality in Delhi market, and are afraid to buy same although they are considered to be one of the best at Kulu. They tested and liked it but says it's difficult to sell ~~it~~ in retail. I am now myself selling these in retail through my friends. 150 boxes are kept intact in the Cold Storage of different qualities viz. Baldwin, Commercial, Winter Beauty, Black wonder etc. I shall

be writing you from time to time giving full details of whatever I face in different matters.

I am so busy in different matters that I could not meet Mago or any other artists on my return and so, I am quite in dark about the recent Art activities of Delhi.

I have taken some photographs at Naggar, ~~and~~ some of which I shall be sending you soon.

Hope this finds you all well.
With deepest regards to you,
Madame Roerich and Mrs. Chandhuri.

Very Sincerely yours,
P. B. Gucha.

Prof. S. Roerich,
Bangalore.

Registered.

Post Box No. 120,
New Delhi

7.10.49

26

Dear Prof. Rorich,

Thank you for yours of the 29th Sept.
& 5th October.

Enclosed please find a Railway Receipt for one case of apples which I have despatched today. The box in question was given to me by our Doctor but due to certain difficulties I could not despatch earlier. The Railway authorities do not accept parcels direct to Bangalore ~~but~~ via Madras, instead they despatch to Bangalore via Kalyan and Raichur which is a longer route but I could not avoid. The parcel is expected to reach Bangalore within about 8/10 days. Do let me know soon you receive the parcel.

The fruit ^{market} is a little down now due to heavy arrivals from Kashmir. I have not yet sold my lot.

As regards oil, I am informing the different firms our price is Rs. 25/- per lb. as conveyed by you in yours of the 5th. I am very glad to know that Tata has approved the quality of the oil. How about Lever Brothers?

Are they expected to consume some?

As I wrote you earlier, I hope to leave for Calcutta by the 3rd week of this month and shall let you know before I leave.

Please let me know when you are expected in Delhi on way to Kulu.

Hope this finds you & Madam Roerich in good health.

With best regards and season's greetings to you and Madam Roerich.

Very Sincerely yours,

P. B. Guha.

Prof. S. Roerich,
Bangalore.



162/12
12/12
22/8

218
9.8
333
333
2

Post Box No. 120,
New Delhi

14.10.49.

27

Dear Prof. Roerich,

Today I am informing you some facts and figures about fresh fruit business and the experience I gained in the last few days after my arrival here.

Kashmir exports the maximum quantity of Apples that are sold in Delhi or in any other parts of India. These boxes contain approximately 16/18 seers of apples whereas we fill in 20 seers. There we loose 2/3 seers in each box ~~considering~~ ^{due to the} fact that apples are auctioned in wholesale markets like Delhi, Calcutta, Bombay etc. at a lot of 4-6-12+18 boxes each. These buyers do not care to see the actual weight of the boxes. Our ^{empty} boxes cost 2/8 each — Kashmir's boxes cost 1/4 or 1/8 — there we loose 2/- a md or in 2 boxes. Cost of transport from Kulu to Delhi via Pathankot comes to 12 to 13/- rupees per md. of 2 boxes including loading & unloading expenses — Kashmir exports at a cost of 8/9 rupees for 2 boxes — there we loose 4/5 rupees. So our actual expenses per md comes to about 17/18 — Kashmir 11/12 — Cost of fruits in Kashmir is cheaper than Kulu.

There are superior & inferior quality in Kashmir apples as like Kulu. The buyers do not care for the quality but for colours — the apples which are ^{absolutely} red or reddish in colour will fetch a good price. There is another factor which is grading and packing. Small should be separated from medium and medium from big. These 3 gradings will fetch three different prices. Apples are sold between 12/10 to 17/18 for inferior & 19/20 to 34/35 for superior.

As you know, I am quite new in the line. Doctor gave me the fruits duly packed without grading which ultimately didn't get a price in the market. We have red quality apples like "Winter Beauty" (I got 46 boxes). Commercial (22) & Black wonder (14) Baldwin ^(51 boxes) is another quality with green & red mixed-up — We should have separated green & red before packing but unfortunately we didn't. I am selling Baldwin qualities in 4/5 days and have a mind to keep the other 3 qualities, written above, till December.

By the 19th/20th, I have a mind to leave for Calcutta on a short visit of 7/8 days. In Calcutta, I shall contact the Pharmaceutical companies for the supply of the oil. More in my next. Hope this finds you & Madame Roerich in good health. How is Mrs. Chaudhuri?

the
snaps are sent
to you
for your
reference

My best regards to you, Madam Roerich and Mrs. Chaudhuri.

Very sincerely yours,
D. D. Gulab

28
Calcutta.
26.10.49.

Dear Prof. Roerich,

I have come down to Calcutta on the 22nd on a short trip and am going back within 4/5 days.

During my stay, I have contacted few firms and am yet to see few more people in this line for the distribution of the oil. I shall let you know the full details on my arrival at Delhi.

Please write to my ^{Delhi} ^{date of} address about your possible visit to Delhi on your way to Kulu.

Hope this finds you and Madam Roerich in good health.

My deepest regards to you and Madam Roerich.

P.S. Did you receive the box of apples that I sent you from Delhi? Shukla

Very Sincerely yours,
P. B. Guha.

Prof. S. Roerich,
Bangalore.