THIS FILE IS CLOSED AS OF DECEMBER 1965.

FOR FURTHER CORRESPONDENCE SEE:


RECORDS MANAGEMENT SECTION
February 1969
Mr. Ervin Salamon, Chief
Industrial Programming Section
Centre for Industrial Development
United Nations Building
Room 925
New York, New York

December 30, 1965

Dear Mr. Salamon:

In your letter of August 17, you promised that after the Inter-Regional Symposium on Industrial Project Evaluation had taken place in Prague in October, you would be willing to obtain for us some copies of a paper prepared by Mr. H. T. Parekh, so that we might distribute the paper to development finance companies with which we are associated. I have subsequently learned that Mr. Parekh prepared two papers for the Symposium, one entitled "Follow-up Procedure" and another entitled "Appraising an Industrial Project in India". We should like to distribute both of these papers and Mr. Parekh has told us that he has no objection. I should be most grateful, therefore, if you could send me 25 copies of each.

With kind regards,

Yours sincerely,

B. H. Shin
Development Finance Companies

BHShin/RFSkillings:phm
Mr. B. H. Shin
Development Finance Companies
INTERNATIONAL FINANCE CORPORATION
1818 H Street, N.W.
Washington D.C. 20433

Dear Mr. Shin,

This is to acknowledge receipt of the free publications of the World Bank family enclosed to your letter of December 20, 1965.

We are indeed most grateful to you for despatching this material which will most certainly serve not only as guide books but also to enlarge our knowledge about the World Bank and its activities in view of our recent association.

Yours sincerely,

A. Papantonakis
Special Adviser to N.I.B.I.D.
Atenea, December 29, 1945

Mr. H. Spin
Development Finance Corporation
INTERNATIONAL FINANCE CORPORATION
1808 H Street. N.W.
WASHINGTON D.C. 20434

Dear Mr. Spin,

This is to acknowledge receipt of the letter of December 29, 1945, and to express our sincere thanks for the publication of the World Bank family's financial report.

We are pleased to present this material which will, we believe, be of interest not only to experts but also to the general public. It is hoped that this report will provide a comprehensive picture of the World Bank's activities in view of our recent association.

Yours sincerely,

[Signature]

A. Papastergiou
Special Adviser to N.I.P.I. D.
Dear Mr. Kheradjou:

We are herewith enclosing four documents which we think will be of interest to you.

One of them is a booklet published by the U.S. Agency for International Development entitled Specific Risk Investment Guaranty Handbook dated October 1965. As noted in its introductory chapter, the Handbook describes the procedures and policies of the Specific Risk Investment Guaranty Program of the U.S. Government. The Program is designed to encourage private U.S. capital and techniques to participate in developing and increasing the productive capacities of less developed countries and to this end it insures new investments by private U.S. enterprises in these countries against losses arising from certain political risks. We hope that the information contained therein will be of interest.

Also enclosed are two papers by J. T. Dock Houk of the Inter-American Cooperative Bank Development Program entitled Toward a Definition of Development Banking and Development Banks and Inflation dated August 1965 and Financing the Growth of Development Banking dated October 1965. Both deal with various subjects of the development banking fields. The views expressed do not necessarily coincide with ours, but I thought you would find them interesting.

The fourth document enclosed is a report prepared by the staff of the World Bank on the Seventh Session of the International Coffee Council held in London from August 2 to August 21, 1965. This is made available only for internal use of staff members within your organization and its findings should not be published or attributed to the World Bank.

With kind regards,

Yours sincerely,

B. H. Shin
Development Finance Companies

Enclosures

Mr. A. Gascem Kheradjou
Managing Director
Industrial and Mining Development Bank
of Iran
204 Boulevard Karaj
Tehran, Iran

cc: Mr. Kamarck
Division Chief of DFC

BHShin: MT/ST #66:fs
December ST. 1962

Dear Mr. K enamon:

We are pleased to enclose, for your examination, which we think will be of interest:

One of your ideas is a project being under way at the U.S. Agency for International De-
velopment entitled "Basic Research and Development Grant." The project is to develop new techniques for increasing the efficiency and productivity of certain specific types of agriculture in Latin America. The project is being carried out by the Inter-American Development Bank, and is financed by the United States government. The project is designed to provide a basis for future development and to encourage the participation of private U.S. enterprises in the development of new techniques and methods of agriculture.

Also included is the report on the Inter-American Co-
operation Bank Development Program entitled "Basic Research and Development Grant." The project is being carried out by the Inter-American Development Bank, and is financed by the United States government. The project is designed to provide a basis for future development and to encourage the participation of private U.S. enterprises in the development of new techniques and methods of agriculture.

The above document contains some technical terms and information that may be of interest.

Yours sincerely,

Development Finance Committee

[Signature]

Procter

Mr. A. Coe, Chairman
Management Director
Inter-American Development Bank
Washington, D.C.

Teftman, Reserve

1959DEC 30

cc: Mr. K enamon

1959DEC 28

RESN: MD: 34

COMMANDER

NATIONAL DEFENSE

NO. 27
December 27, 1965

Dear Dr. Gutierrez Gomez:

We are herewith enclosing four documents which we think will be of interest to you.

One of them is a booklet published by the U.S. Agency for International Development entitled Specific Risk Investment Guaranty Handbook dated October 1965. As noted in its introductory chapter, the Handbook describes the procedures and policies of the Specific Risk Investment Guaranty Program of the U.S. Government. The Program is designed to encourage private U.S. capital and techniques to participate in developing and increasing the productive capacities of less developed countries and to this end it insures new investments by private U.S. enterprises in these countries against losses arising from certain political risks. We hope that the information contained therein will be of interest.

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With kind regards,

Yours sincerely,

[Signature]

B. H. Shin
Development Finance Companies

Enclosures

Dr. Jose Gutierrez Gomez
President
Corporacion Financiera Nacional
Apartado Aereo 1039
Medellin, Colombia

cc: Mr. Kamarck
Division Chief of DFC

MT/ST #66:fs
December 7, 1975

Dear Mr. Gifford Cowles:

We are pleased to announce our cooperation with the F.I.R.C. which we think will be of interest to you.

One of the most important problems facing the U.S. Agency for International Development is the need to mobilize private and public funds for the development of new investment opportunities in the underdeveloped countries. The government is co-sponsoring a joint United States and European investment program to encourage private and public investment in the underdeveloped countries. The program will provide an opportunity for U.S. and European investors to participate in the development of new investment opportunities in the underdeveloped countries.

The government is co-sponsoring a joint United States and European investment program to encourage private and public investment in the underdeveloped countries.

Also enclosed are two copies of the I.T. Board of the Inter-American Co-op Development Bank report on the Kennedy I.T. Board program. These reports outline the activities of the Inter-American Co-op Development Bank and its efforts to mobilize private and public investment in the underdeveloped countries.

I hope the information contained herein will be of interest.

Yours sincerely,

F.R. Griffin
Development Finance Company

Enclosure

Mr. Joe Gifford Cowles
President
Construction Industries Fellowship
Arcadia, California 1975

Cc: Mr. Kashef
Division Chief of DFC

19650DEC28 PM 2:03

Communications
F: Final Petes
Readers
Dear Dr. Ocampo:

We are herewith enclosing four documents which we think will be of interest to you.

One of them is a booklet published by the U.S. Agency for International Development entitled Specific Risk Investment Guaranty Handbook dated October 1965. As noted in its introductory chapter, the Handbook describes the procedures and policies of the Specific Risk Investment Guaranty Program of the U.S. Government. The Program is designed to encourage private U.S. capital and techniques to participate in developing and increasing the productive capacities of less developed countries and to this end it insures new investments by private U.S. enterprises in these countries against losses arising from certain political risks. We hope that the information contained therein will be of interest.

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With kind regards,

Yours sincerely,

B. H. Shin
Development Finance Companies

Enclosures

Dr. Roberto Ocampo Mejia
President
Corporacion Financiera de Caldas
Apartado Aereo 460
Manizales, Colombia

cc: Mr. Kamarck
    Division Chief of DFC

MT/ST #66:fs
December 5, 1965

Dear Mr. Cameron:

We are pleased to forward your comments which we think will be of interest to you.

One of the main points brought up by the U. S. Agency for International Development (AID) in response to the question of how to develop and invest in the Caribbean area is the need for a more formal and systematic approach to the development of the Caribbean region. The program is designed to encourage private U. S. capital and to foster and encourage the development of the region by private U. S. enterprises. It is to be noted that the investment of private capital from foreign countries, and in particular from certain Latin American countries, will be of interest to us.

After exchanging the views of the two parties, U. S. Agency for International Development proposes to develop a detailed plan for development of the Caribbean region, which will include a review of the current policies and conditions in the region. A draft of the development plan was prepared in October 1965. It was then sent to various countries for comments and to assist in the development of the plan. We hope to make this plan available to you in the near future.

With kind regards,

Yours sincerely,

[Signature]

Development Finance Company

cc: Mr. Cameron

Division Chief of DPC

1965DEC28 PM 2:03

COMMUNICATIONS

RECEIVED

RETIRED
December 27, 1965

Dear Dr. Herrera Carrizosa:

We are herewith enclosing four documents which we think will be of interest to you.

One of them is a booklet published by the U.S. Agency for International Development entitled Specific Risk Investment Guaranty Handbook dated October 1965. As noted in its introductory chapter, the Handbook describes the procedures and policies of the Specific Risk Investment Guaranty Program of the U.S. Government. The Program is designed to encourage private U.S. capital and techniques to participate in developing and increasing the productive capacities of less developed countries and to this end it insures new investments by private U.S. enterprises in these countries against losses arising from certain political risks. We hope that the information contained therein will be of interest.

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With kind regards,

Yours sincerely,

B. H. Shin
Development Finance Companies

Enclosures

Dr. Guillermo Herrera Carrizosa
President
Corporacion Financiera Colombiana
Edificio Banco de Bogota
Carrera 10, Bogota
Colombia

cc: Mr. Kamarck
Division Chief of DFC

MT/ST #66:fs
December 29, 1965

Dear Mr. Hettier-Certifine:

The information concerning your accomplishments which we think will be of interest to you:

One of the key aspects of the U.S. Agency for International Development's efforts to promote economic growth and development is the importance of fostering a private sector that can contribute to the country's economic development. The U.S. Agency has a strong commitment to supporting the development of private sector enterprises, particularly in the commercial sector. The Agency's mission is to promote economic growth and development by providing technical assistance and financial support to private sector enterprises. We hope to see a continued increase in the number of private sector enterprises that receive the support of the Agency.

The Agency releases two reports per year on the impact of its technical assistance and financial support on private sector enterprises. The reports include information on the number of projects supported, the amount of financial assistance provided, and the results achieved. The reports are available on the Agency's website and can be obtained by contacting the Agency's office.

Yours sincerely,

Mr. Hettier-Certifine
Development Finance Committee

Prentice

cc: Mr. Kamrock
Division Chief of DC

[Date: 1965DEC29 PM 2:03]
December 27, 1965

Dear Dr. Vallenilla:

We are herewith enclosing four documents which we think will be of interest to you.

One of them is a booklet published by the U.S. Agency for International Development entitled *Specific Risk Investment Guaranty Handbook* dated October 1965. As noted in its introductory chapter, the Handbook describes the procedures and policies of the Specific Risk Investment Guaranty Program of the U.S. Government. The Program is designed to encourage private U.S. capital and techniques to participate in developing and increasing the productive capacities of less developed countries and to this end it insures new investments by private U.S. enterprises in these countries against losses arising from certain political risks. We hope that the information contained therein will be of interest.

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With kind regards,

Yours sincerely,

B. H. Shin
Development Finance Companies

Enclosures

Dr. Luis Vallenilla
President
C.A. Venezolana de Desarrollo
Apartado 11341
Chacao
Caracas, Venezuela

cc: Mr. Kamarck
Division Chief of DFC

BHShin: MT/ST #66:fs
December 31, 1965

Dear Mr. Valentino:

We are pleased to enclose our comments which we think will be of interest to you.

One of them is a packet prepared by the U.S. Agency for International Development entitled "Development Objectives and Investment Guidelines." This packet was prepared by the Department of the U.S. Government.

The Department is pleased to announce that its Development Investment Program is now ready. The program is designed to encourage private U.S. capital and to promote development in those countries where there is a need for investment by private U.S. enterprises.

The information contained herein will be of interest.

Also enclosed are two papers by J.T. Cook, Professor of the Latin-American Co.

The fourth paper enclosed is a report prepared by the staff of the World Bank on the Seventh Session of the Inter-American Finance Committee held in London from June 22 to August 3, 1962. The paper is available only for the information of the government members and the information should not be duplicated or distributed to the World Bank.

With kind regards,

Yours sincerely,

P.S. S. Dakin
Development Finance Company
December 27, 1965

Dear Mr. Konttinen:

We are herewith enclosing four documents which we think will be of interest to you.

One of them is a booklet published by the U.S. Agency for International Development entitled Specific Risk Investment Guarantee Handbook dated October 1965. As noted in its introductory chapter, the Handbook describes the procedures and policies of the Specific Risk Investment Guarantee Program of the U.S. Government. The Program is designed to encourage private U.S. capital and techniques to participate in developing and increasing the productive capacities of less developed countries and to this end it insures new investments by private U.S. enterprises in these countries against losses arising from certain political risks. We hope that the information contained therein will be of interest.

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With kind regards,

Yours sincerely,

[Signature]

B. M. Shin
Development Finance Companies

Enclosures

Mr. Seppo Konttinen
General Manager
Teollistamisrahasto Oy
Lonnrotinkatu 13, V krs.
Helsinki, Finland

cc: Mr. Kamarck
Division Chief of DFC

BHShin:
MT/ST #66:fs
Dear Mr. Kottke:

We are pleased to have your comments which we think will be of interest to our present efforts in the development of the U.S. Agency for International De.

One of them is a request submitted by the U.S. Agency for International De.

We note in the introduction of the Handbook that the Agency's activities in the field of development are subject to the constraints of the U.S. Agency's policies and programs. It is to be recognized that a program of development is not controlled by the Agency alone.

The program is designed to encourage private U.S. capital and cooperation of local development agencies to develop the local private sector and to finance new investments by private U.S. enterprises.

We hope that the information contained herein will be of interest.

Also enclosed are two papers on the development cooperation of the Inter-American Bank.

The views expressed are not necessarily those of the Inter-American Bank.

Yours sincerely,

[Signature]

Development Finance Committee

[Address]

[Date]

[Stamp]
December 27, 1965

Dear Mr. Parker:

We are herewith enclosing four documents which we think will be of interest to you.

One of them is a booklet published by the U.S. Agency for International Development entitled *Specific Risk Investment Guaranty Handbook* dated October 1965. As noted in its introductory chapter, the Handbook describes the procedures and policies of the Specific Risk Investment Guaranty Program of the U.S. Government. The Program is designed to encourage private U.S. capital and techniques to participate in developing and increasing the productive capacities of less developed countries and to this end it insures new investments by private U.S. enterprises in these countries against losses arising from certain political risks. We hope that the information contained therein will be of interest.

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With kind regards,

Yours sincerely,

B. H. Shin
Development Finance Companies

Enclosures

Mr. P. Clarence Parker, Jr.
General Manager
The Liberian Bank for Industrial Development and Investment
100 Broad Street
P. O. Box 547
Monrovia, Liberia

cc: Mr. Kamarck
Division Chief of DFC

BHShin: MT/ST #66:fs
December 21, 1965

Dear Mr. Parker:

We are pleased to note your favorable attitude, which we think will be of interest to you.

One of the major achievements of the U.S. Agency for International Development is the development of the inter-American program for economic and social development. This program is designed to stimulate private investments in the eleven countries of Latin America.

The program is designed to assist in developing the productive capacities of these countries, and to stimulate new investments in the private sector. The countries have agreed to cooperate to stimulate new investments and to foster the development of new productive capacities.

The program also emphasizes the importance of the role of the private sector in financing development projects.

Yours sincerely,

F. E. Smith
Development Finance Commissioner

Enclosures

- M. Parker, Assistant General Manager
- The Inter-American Development Bank
- Development Finance Commissioner
- 100 East 53rd Street
- P.O. Box 78
- Montevideo, Uruguay

cc: MT. Parker
Division Chief of DFC
December 27, 1965

Dear Mr. Gondicas:

We are herewith enclosing four documents which we think will be of interest to you.

One of them is a booklet published by the U.S. Agency for International Development entitled Specific Risk Investment Guaranty Handbook dated October 1965. As noted in its introductory chapter, the Handbook describes the procedures and policies of the Specific Risk Investment Guaranty Program of the U.S. Government. The Program is designed to encourage private U.S. capital and techniques to participate in developing and increasing the productive capacities of less developed countries and to this end it insures new investments by private U.S. enterprises in these countries against losses arising from certain political risks. We hope that the information contained therein will be of interest.

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With kind regards,

Yours sincerely,

B. M. Shin
Development Finance Companies

Enclosures

Mr. George Gondicas
General Manager
National Investment Bank for Industrial Development, S.A.
P.O. Box 643
6 Sophocleous Street
Athens, Greece

cc: Mr. Kamarck
Division Chief of DFC

BHShin: MT/ST #66:fs
January 27, 1965

Dear Mr. Concaise:

We are pleased to enclose for your consideration the draft we think will be of interest to you.

One of the teams in a project being pursued by the U.S. Agency for International Development (AID) under the Development Assistance Act of 1961, aimed at promoting the development of the U.S. Government's policies on the extended use of private capital in promoting economic and technical development in the less developed countries, is to prepare a report on the existing tax policy of the U.S. Government and its impact on private capital flow to the less developed countries. We believe that the information contained therein will be of interest to you.


We would appreciate your comments on our proposed report and any suggestions you may have for future development.

Yours sincerely,

[Signature]

Development Finance Corporation

[Address]

[City, State, Zip]

[Telephone]

[February 28, 1965]

cc: Mr. Kember
Division Chief of OEC

PREPARED: [Date]
Dear Dr. Neaman:

We are herewith enclosing four documents which we think will be of interest to you.

One of them is a booklet published by the U.S. Agency for International Development entitled Specific Risk Investment Guaranty Handbook dated October 1965. As noted in its introductory chapter, the Handbook describes the procedures and policies of the Specific Risk Investment Guaranty Program of the U.S. Government. The Program is designed to encourage private U.S. capital and techniques to participate in developing and increasing the productive capacities of less developed countries and to this end it insures new investments by private U.S. enterprises in these countries against losses arising from certain political risks. We hope that the information contained therein will be of interest.

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With kind regards,

Yours sincerely,

P. H. Shin
Development Finance Companies

Enclosures

Dr. Avraham Neaman
Managing Director
Industrial Development Bank of
Israel Limited
113 Allenby Road
Tel Aviv, Israel

cc: Mr. Kamarck
Division Chief of DFC

BHShin: MT/ST #66:fs
December 31, 1965


Dear Mr. Keesman:

We were recently employed for our services which we think will be of interest to you.

One of them is a doctoral proposal by the U.S. Agency for International Development entitled "The Investment and Management Strategies for the Development of U.S. Private Sector Investment in the Export-Oriented Manufac-

The proposal is tailored to encourage private U.S. investment in export-oriented manu-

The proposal has been developed and reviewed by the Investment and Development Department of the U.S. Agency for International Development. The proposal has been approved by the U.S. Agency for International Development. The proposal is expected to be completed by the end of the year.

The information contained herein will be of interest.

Yours sincerely,

M. H. Smith
Development Finance Company

Performer

M. H. Smith
Manager, Division of Development Assistance
International Development Bank of

The proposal has been reviewed by the Investment and Development Department of the U.S. Agency for International Development. The proposal is expected to be completed by the end of the year.

The information contained herein will be of interest.

Yours sincerely,

M. H. Smith
Development Finance Company
December 27, 1965

Dear Mr. Egeli:

We are herewith enclosing four documents which we think will be of interest to you.

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With kind regards,

Yours sincerely,

B. H. Shin
Development Finance Companies

Enclosures

Mr. Resid Egeli
General Manager
Turkiye Sinai Kalkinma Bankasi A.S.
Necatiyey Caddesi 241-247
Tophane
Istanbul, Turkey

cc: Mr. Kamarck
Division Chief of DFC

BHShin: MT/ST #66:fs
December 5th, 1965

Dear Mr. H.,

We are pleased to enclose your documents which we think will be of interest to you.

One of them is a booklet published by the U.S. Agency for International Development entitled "Development Policy: The Role of the Private Sector" dated October 1965.

The other is a report entitled "Private Sector Development: Concept and Practice" which has been published by the U.S. Government.

The purpose of both documents is to encourage the private sector of the economy to participate in the development of the country. We hope that they will be of interest to you.

Also included are two copies of the December 1965 report of the Inter-American Development Bank entitled "Development Policy and Strategy".

The report covers the economic and social development of the region and provides valuable information for those interested in the future of the continent.

Congratulations and thank you for your hard work.

Yours sincerely,

[Name]
Development Finance Committee

Reference:
Mr. R. Kent
General Manager

Mr. G. W. Williams
Senior Vice President

Mr. J. M. Turner
Controller

[Signature]
December 27, 1965

Dear Mr. Marzo:

We are herewith enclosing four documents which we think will be of interest to you.

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With kind regards,

Yours sincerely,

B. Shin
Development Finance Companies

Enclosures

Sr. Don Jose Maria Marzo Churraca
Director General
Banco del Desarrollo Economico Espanol
Apartado de Correos 50460, Principe 12
Madrid, Spain

cc: Mr. Kamarck
Division Chief of DFC

BHSShin: MT/ST #66:fs
December 77, 1965

Dear Mr. Metro:

We are pleased to enclose your documents which we think will be of interest.

As one of them is a pocket publication of the U.S. Agency for International Development, entitled "Handbook on the Development of the World's Major Investment Opportunities," we have forwarded the documents to the appropriate U.S. Agency and are forwarding a copy to you.

The purpose of the project is to encourage private U.S. capital and technical assistance to develop projects in the field of energy. We hope to obtain information concerning this and other areas of investment in the areas of energy, agriculture, and industry that may be of interest to your organization. We believe these countries and regions offer significant investment opportunities.

Please let us know if you would like further information.

Yours sincerely,

[Signature]

Development Finance Corporation

[Address]

[Phone]

cc: [Name] at [Organization]

[Address]

[Phone]
December 27, 1965

Excellency:

We are herewith enclosing four documents which we think will be of interest to you.

One of them is a booklet published by the U.S. Agency for International Development entitled Specific Risk Investment Guaranty Handbook dated October 1965. As noted in its introductory chapter, the Handbook describes the procedures and policies of the Specific Risk Investment Guaranty Program of the U.S. Government. The Program is designed to encourage private U.S. capital and techniques to participate in developing and increasing the productive capacities of less developed countries and to this end it insures new investments by private U.S. enterprises in these countries against losses arising from certain political risks. We hope that the information contained therein will be of interest.

Also enclosed are two papers by J. T. Dock Houk of the Inter-American Cooperative Bank Development Program entitled Toward a Definition of Development Banking and Development Banks and Inflation dated August 1965 and Financing the Growth of Development Banking dated October 1965. Both deal with various subjects of the development banking fields. The views expressed do not necessarily coincide with ours, but I thought you would find them interesting.

The fourth document enclosed is a report prepared by the staff of the World Bank on the Seventh Session of the International Coffee Council held in London from August 2 to August 21, 1965. This is made available only for internal use of staff members within your organization and its findings should not be published or attributed to the World Bank.

With kind regards,

Yours sincerely,

B. H. Shin
Development Finance Companies

Enclosures

His Excellency
Ato Aregay Ogbagzy
Managing Director
Development Bank of Ethiopia
P. O. Box 1900
Addis Ababa, Ethiopia

cc: Mr. Kamarck
Division Chief of DFC

BHShin: MT/ST #66:fs
December 27, 1982

Excellencies:

We are pleased to explore your suggestion which we think will be of interest.

One of these is a document published by the U.S. Agency for International De-
velopment entitled "Political and Economic Dimensions of the U.S. Role in the
Regional Integration of the U.S. and Latin America." As noted in the introduction,
the handbook provides a comprehensive analysis of the political, economic,
and social aspects of regional integration. The handbook also examines the
processes of institutional development and the role of the private sector in
promoting economic growth.

A second document is "International Trade and Development," which
explores the relationship between trade and development. The report highlights
the challenges faced by developing countries and offers recommendations for
improving their economic performance.

We hope that the information contained herein will be of interest.

Yours sincerely,

[Signature]

Development Finance Committee
Mr. William Diamond  
Director  
Development Finance Companies  
International Finance Corporation  
1818 H Street, N.W.  
Washington D.C. 20433  
U. S. A.

Dear Bill:

Thank you for your letter of December 13, 1965.

I have found from the tables on administrative expenses that in some DFCs', their salaries and benefits paid to staff represent as high as 79% of their total administrative expenses. In some DFCs, the percentage is as low as 36%. In our case, it is 51%. I wonder if it is advisable to show such percentages somewhere in these tables.

Wishing you a Merry Christmas and a happy new year.

Sincerely yours,

Felix S. Y. Cheng  
President
December 24, 1962
FCC Ref. 24-C-0521

Mr. William Diamond
Director
Development Finance Companies
International Finance Corporation
1818 H Street N.W.
Washington D.C. 20433
U.S.A.

Dear Bill:

Thank you for your letter of December 13, 1962.

I have looked from the tables on administrative expenses.
I have some DDC's, their salaries and expenses being stated to be about 10% of their total administrative expenses.

In some DDC's, the percentage is as low as 5%. In our case, it is 2%. I wonder if it is possible to show such percentages somewhere in these tables.

Wishing you a merry Christmas and a happy new year.

Sincerely yours,

Felix S.Y. Chaine
President

Dec. 24, 1962

1965DEC30 AM 8:31

COMMUNICATIONS
REGULAR TIMES
HEALTHY
Mr. D. W. Jeffries  
Development Finance Companies  
International Finance Corp.  
1818 H Street, N.W.  
Washington, D.C. 20433  
U.S.A.

Dear Mr. Jeffries,

I acknowledge receipt of your letter dated Dec. 7, 1965, together with the materials on the IFC, the World Bank and IDA, asked for, and wish to express my sincerest thanks to your prompt co-operation.

I am also appreciative of your thoughts in placing our Bank on the mailing list for providing future issues of these publications.

With best regards,

Sincerely yours,

VECDİ ÜNAY
December 20, 1965

Dear Mr. Papantonakis:

Thank you for your letter of December 14, 1965, regarding the free publications of the World Bank family. We are glad to enclose herewith the publications as requested and hope that they will be useful.

With kind regards,

Yours sincerely,

B. H. Shin
Development Finance Companies

Encls.

Mr. A. Papantonakis
Special Adviser to N.I.B.I.D.
National Investment Bank for Industrial Development
P.O. Box 643
6 Sophocleous Street
Athens, Greece

BHShin:phm

cc: Mr. Jeffries
<table>
<thead>
<tr>
<th>NAME</th>
<th>ROOM NO.</th>
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<tr>
<td>Mr. Dajany</td>
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<td>Mr. Diamond</td>
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<td>Mr. Dodd</td>
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<td>M. Williams</td>
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<td>IFC Files</td>
<td>236</td>
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</table>

**Remarks**

Mr. Dajany for action

From: Communications Unit, Room 244, Ext. 2023
Our ref. 691

Athens, December 14, 1965

Mr. B. H. Shin
Development Finance Companies
INTERNATIONAL FINANCE CORPORATION
1818 H Street, N.W.
Washington, D.C. 20433

Dear Mr. Shin,

We were pleased to receive your letter of November 30, 1965 with the attached list of documentary information which you are kindly forwarding us.

In examining your list we found this material to be very useful and shall most certainly avail ourselves of your kind offer to provide documents and papers which we shall occasionally require for our work.

On this occasion we would be obliged if you could send us the following publications which we have selected from your leaflet of free publications (1964/65):

- "FINANCIAL STATEMENTS"
- "FACTS ABOUT THE WORLD BANK AND IDA"
- "FACTS ABOUT IFC"
- "STATEMENT OF LOANS (Bank)"
- "STATEMENT OF DEVELOPMENT CREDITS (IDA)"
- "THIS GROWING WORLD .... ECONOMIC DEVELOPMENT AND THE WORLD BANK"
- "SOME TECHNIQUES OF DEVELOPMENT LENDING"
- "MULTILATERAL INVESTMENT INSURANCE"
- "GUIDELINES RELATING TO PROCUREMENT UNDER WORLD BANK LOANS AND IDA CREDITS"
- "WHAT IS THE WORLD BANK GROUP?"
- "THE WORLD BANK IN A CHANGING WORLD"
- "DEVELOPMENT NEEDS THE BUSINESS MAN"
Dear Mr. Smith,

We are pleased to inform you that the delegation from the International Trade Commission will be arriving at your hotel tomorrow, December 20th. The delegation consists of four members and will be staying at your hotel for three days. They will be conducting a trade mission to further explore the potential for cooperation between our countries.

Please ensure that all necessary arrangements are made for their accommodation and transportation. We appreciate your assistance in this matter.

Yours sincerely,

[Signature]
We are most thankful to your department for giving us its valuable help and the opportunity of concentrating material of interest in a large variety of subjects.

Sincerely yours,

A. Papantonakis
Special Adviser to N.I.B.I.D.
Dear Felix:

Thank you very much for your letter of December 6. I am glad to learn that you have found the tables on administrative expenses interesting. We shall give serious thought to your suggestion that tables such as these be revised and circulated periodically. In the meantime I would appreciate any comments or suggestions you may make with respect to the format and content of them.

With best personal regards,

Sincerely yours,

William Diamond
Director
Development Finance Companies

Mr. Felix S. Y. Chang
President
China Development Corporation
181-5 Chung Shan Road N., Section 2
Taipei, Taiwan
Republic of China

EHShin:phm

cc: Mr. Mathew
Madrid, 13th December 1965

Mr. E. B. Shin
International Finance Corporation
1.818 H. Street
WASHINGTON, D.C. 20.433

Dear Mr. Shin,

Thank you very much for your letter of November 17th and for the documents you sent enclosed.

We have also received the two volumes of Las Instituciones de Fomento y el Desarrollo de América Latina and Instituciones Financieras de Desarrollo that you were so kind to send me.

Yours sincerely,

[Signature]

Jose Maria Marzo Churruga
December 10, 1965

Mr. Metin Tokpinar
Turkiye Sinai Kalkinma Bankasi A.S.
Necatibey Caddesi 241-247
Tophane
Istanbul, Turkey.

Dear Mr. Tokpinar:

Don Jeffries, who just returned from Turkey, reminded me of the promise I had made to send you a copy of our study on the Demand for Steel.

I am enclosing a copy for your personal use and hope you will find it of interest. As you see, this study is still in draft form but we have some hopes of issuing it in a more definite form, at least for limited circulation.

I would like to finish this letter by extending to you and to my other friends at I.D.B. my very best wishes for 1966.

Yours sincerely,

Bertil Walstedt

Encl.
Dear Bill:

In reviewing the papers I brought back from the States during my recent trip, I found the various schedules concerning administrative expenses of development financing companies very interesting. I wonder if the Bank would continue to produce such compilation and send them to the DFCs for their information in the future.

With best personal regards,

Sincerely yours,

Felix S. Y. Chang
President
December 6, 1962

Mr. William Disson
International Finance Corporation
1818 H Street, N.W.
Washington, D.C. 20433
U.S.A.

Dear Mr. Disson:

In reviewing the papers I brought back from the States
during my recent trip, I found the various supplementary
administrative expenses of development financing companies
interesting. I wonder if the Bank would continue to produce
such cooperation and send them to the DFCS for their information
in the future.

With best personal regards,

Sincerely yours,

[Signature]

President

1965 DEC -9 AN 8: 43
COMMUNICATIONS
GENERAL FILES
RECEIVED

181 - I CHUNG SHAN ROAD N. SECTION 2 TAIPEI TAIWAN REPUBLIC OF CHINA
December 2, 1965

Dear Dr. Ocampo:

Thank you for your letter of November 23, 1965 regarding the prices and publishers of the two publications on development finance companies.

The price of *Les Banques de Developpement en Afrique* by Robert Badouin is 35 francs and the publisher is Editions A. Pedone, 13 rue Soufflot, Paris, France. The cost of the other book entitled *Banques de Developpement dans le Monde* (Vols. 1 and 2) is 68 francs per copy and the publisher is Dunod, 92 rue Bonaparte, Paris 6, France. You may place orders for these books to the Librairie du Recueil Sirey, 22 rue Soufflot, Paris 5, France.

I hope the above information will prove useful.

With best regards,

Yours sincerely,

B. H. Shin
Development Finance Companies

Dr. Roberto Ocampo Mejia
President
Corporacion Financiera de Caldas
Apartado Aereo 460
Manizales, Colombia

B.HShin:phm

cc: Mr. Mejia
December 5, 1965

Dear Mr. Osborn:

Thank you for your letter of November 22. I appreciate the

price and(span deleted) of the two publications on development finance

Company.

The price of the Research on Development as a Study in Taxation is

regularly at $25. Please send the publications to:

Station 13

South Yard, Paris 7th

I hope you receive this letter promptly.

With best regards,

Yours sincerely,

P. H. Smith
Development Finance Committee

Dr. Rappoport, Chairman

P. H. Smith

Co-treasurer, Permanent 6th Century

Advanced Research Center

Mansfield, Connecticut

H. H. Henshaw

1965 Dec 2 PM 4:05

cc: Mr. Meier
December 1, 1965

Mr. Michael Barnard  
Acting General Manager  
Industrial Development Bank  
P.O. Box 1982  
Amman, Jordan

Dear Mr. Barnard:

Mr. Patterson H. French, of the World Bank's Economic Development Institute, has asked us to send you bibliographical material on the role, operations and related problems of development finance companies.

We know of, and are happy to enclose two such bibliographies. I should point out that some of the works noted may duplicate those in the readings used in the courses of the Economic Development Institute, which you have already received from Mr. French. However, the attached lists will, I hope, give you additional useful references.

The first enclosure is a list of books and periodicals prepared for us by the Industrial Credit and Investment Corporation of India in response to our request for suggestions as to books to be included in the basic library of a development finance company.

The second is a bibliography prepared by the Engineering Department of IPC, covering various fields of industry, based on the experience of that department's staff members.

Finally, I would like to refer to four publications that have recently come to my attention which deal with development finance institutions themselves. They are: Las Instituciones de Fomento y el Desarrollo de America Latina and Instituciones Financieras de Desarrollo (Publisher of both: Editorial El Ateneo S.A. Buenos Aires, Argentina). Les Banques de Developpement en Afrique by Robert Badouin published in 1964 by Editions A. Pedone, Paris and Les Banques de Developpement dans le Monde (tome 1 and 2), published in 1965 by Dunod, Paris.

I hope the information will be useful to you.

With kind regards,

Sincerely yours,

Development Finance Companies

Enclosures (2)

B. H. Shin

cc: Messrs. French, Sekse
December 7, 1965

Mr. James Rollins
Executive Committee Manager
International Development Bank
P.O. Box 700
Aman, Turkish

Dear Mr. Rollins:

The Finance and Economic Development Institute and our bank have co-sponsored several seminars on Banking and Economics. I have attended some of these seminars and have found them quite interesting. I believe I have attended all of the seminars held this year and have benefited from them.

I hope the information will be useful to you.

Sincerely yours,

[Signature]

[Date: December 7, 1965]
Mr. George Gondicas  
General Manager  
National Investment Bank for Industrial Development, S.A.  
P.O. Box 643  
6 Sophocleous Street  
Athens, Greece  

November 30, 1965

Dear Mr. Gondicas:

A year ago we started sending to the development finance companies with which the World Bank group is associated, documentary information which is likely to interest them. Attached is a list of such information sent to other development finance companies before your joining with us. It has occurred to us that you might also be interested in receiving this material and so we are taking the liberty of sending them to you under separate cover.

About several of the documents transmitted, we would like to make certain observations. The booklet entitled "Index to Catalog of Investment Information and Opportunities," dated May 1965 contains an extensive listing of studies of industrial projects which may be obtained from the U.S. Government. We have no knowledge of the merits of any particular study or studies, but we are passing the listing on to you, since it is one of the most extensive which we have seen on this subject and there well may be studies listed in the document in which you would be interested.

You will find several commodity reports prepared by the staff of the World Bank. These commodity reports are made available only for internal staff use within your organization and their findings should not be published or attributed to the World Bank. In addition to the reports enclosed there is also a list of all the reports we have of this type. If additional ones are of interest to you, please let us know.

Finally, we are transmitting the day-by-day curriculum of the course in Industrial Project Evaluation for the spring of 1964, given by the World Bank's Economic Development Institute. The curriculum notes the subject matter and recommended readings for each seminar in
that course. It is the Institute's normal practice to circulate in advance of each meeting a short paper on the subject of the day's discussion. We can make available to you any of those papers which you would like. We await a request from you for the documents on the specific subjects of interest to you.

With best wishes,

Sincerely yours,

B. H. Shin
Development Finance Companies

Attachment

BHShin:phpm

cc: Messrs. Adler
    Jeffries
    Kamarck
LIST OF DOCUMENTARY INFORMATION TO BE SENT UNDER SEPARATE COVER

1. IFC Publication
   (a) Accounting and Financial Reporting. 1964
   (b) Illustrative Forms of Quarterly Financial Statement. 1965
   (c) Illustrative Form of Audit Report. 1965

2. The World Bank's Commodity Report
   (a) The Commodity Problem (Report No. EC-129, 1964)
   (b) The World Market for Iron Ore (Report No. TO-433, 1964)
   (c) The Commodity Price Trends (Report No. EC-135a, 1965)
   (d) Rice: Report on the Ninth Session of the Consultative Sub-Committee on the Economic Aspects of Rice held in Rome, April 21-28, 1965
   (e) Report on the Twenty-Fourth Plenary Meeting of the International Cotton Advisory Committee (ICAC)
   (f) Pre-Investment Study of the Flat Glass Industry. (Report No. EC 130)
   (h) List of Reports.

3. Three Bibliographical Documents
   (a) Economic Development Institute, Selected Readings and Source Materials on Economic Development
   (b) ICICI, "List of Books"
   (c) IFC, Engineering Department, "Engineering Bibliography" 1965

4. Other Documents
   (a) Nyhart, J.D. Toward Professionalism in Development Banking
   (b) Trade and Industry March 1965. (Special Number devoted to a review of the first seven years of life of PICIC)
   (c) ICICI. Agenda Notes - Conference of Constituents. November 1964.
   (d) U.S. A.I.D. Index to Catalog of Investment Information and Opportunities. May 1965
   (f) Banco Interamericano de Desarrollo. Las Instituciones de Fomento y el Desarrollo de America Latina. 1965.
   (g) Banco Interamericano de Desarrollo. Instituciones Financieras de Desarrollo. 1965.
Cher Monsieur,

J'ai bien reçu votre lettre du 23 novembre courant au sujet du mémorandum descriptif de la Banque Nationale pour le Développement Economique que vous vous proposez de distribuer.

Je vous remercie des informations que vous me donnez et vous prie d'agréer, Cher Monsieur, l'expression de ma considération distinguée.

Le Directeur Général

Mohamed BENKIRANE
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<tr>
<th>Name</th>
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<td>M. Jon Hoffmann</td>
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<td>Mr. Williams</td>
<td>965</td>
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<tr>
<td>IFC Files</td>
<td>236</td>
</tr>
</tbody>
</table>

Remarks:

- Mr. Slim
- Mr. Sinterface

F.: Communications Unit, Room 244, Ext. 2023
Dear Mr. Shin,

Thank you very much for your letter dated November 17, 1965, advising:

a) that you have sent under separate cover the proceedings, etc, of the Conference of Latin American development finance institutions published by the Inter-American Development Bank;

b) enclosing a paper prepared in the World Bank on Tea;

c) enclosing brochure published by the Private Development Corporation of the Philippines; and

d) suggesting 2 new books recently published on Development Finance Institutions.

I must thank you for all this trouble. We are placing an order for the 2 new publications mentioned in your letter.

With my best wishes,

Sincerely yours,

(N.M. UQUALLI)
Managing Director.

Mr. B.H. Shin,
Development Finance Companies,
International Finance Corporation,
1818 H Street, N.W.
Washington, D.C., 20433,
(U.S.A.)
December 2, 1969

Dear Mr. Shin,

Thank you very much for your letter dated November 17.

I enclose a paper prepared in the World Bank on "Role of Development Finance Institutions in the Philipines" and another paper prepared by the Inter-American Development Bank on "The Proceedings, etc., of the Conference." Also, I enclose two recently published books suggesting new books on development finance institutions.

I would like to thank you for all these publications. We are planning an order for the two publications mentioned in your letter.

With my best wishes,

[Signature]

N.O. (Manager, Director)
Mr. B. H. Shin
Development Finance Companies
International Finance Corporation
1818 H Street, N.W.
Washington D.C. 20433
U. S. A.

Dear Mr. Shin:

We wish to thank you for your letter of November 17, 1965 and the materials attached therein.

The Regional Conference of Latin American development finance institutions held in December 1964 in Washington D.C. was a very successful one and we believe its reports will be very useful to us in understanding various development finance companies in Latin America. We expect the materials you sent under separate cover will reach us before long.

The brochure of Private Development Corporation of the Philippines reminds us of the interesting discussions we had had with Mr. J. Plaridel A. Silvestre, manager of Project Engineering, PDCP, who spent a few days with us in September.

Thank you again for your kindness and with our best regards.

Sincerely yours,

Felix S. Y. Chang
President
November 25, 1965
Fife Rd. 24-8-0529

Mr. H. Shin
Development Finance Companies
International Finance Corporation
1818 H Street, N.W.
Washington, D.C. 20433
U.S. A.

Dear Mr. Shin:

We wish to thank you for your letter of November 17th and the materials attached thereto.

The Regional Conference of Latin American Development Finance Institutions held in December 1964 in Washington, D.C. was a very successful one and we believe its reports will be very useful in understanding various development finance companies in Latin America. We expect the materials you sent under separate cover will reach us before long.

The experience of private development corporations of the Philippines prompted us to invite Mr. Martin, Manager of Private Finance Engineering, with whom you spent a few days with us in September.

Thank you again for your kindness and with our best regards.

Sincerely yours,

Felix S. Y. Chang
President

NOV 29 AM 9:58

181-2 CHUNG SHAN ROAD N. SECTION 2, TAIPAI, TAIWAN, REPUBLIC OF CHINA
November 23, 1965

Dear Mr. Benkirane:

Thank you for your letter of November 12, 1965.

I am glad to note that you have no objection to our distributing the descriptive memorandum on BNDE to third parties which have a legitimate interest.

Before any distribution takes place we shall see that it is amended in accordance with your suggestion.

We are now making minor revisions of the memoranda involving a few other development finance companies and as soon as we finish them we will be glad to send you a few extra copies for use by your staff.

With best personal regards,

Sincerely yours,

Robert F. Skillings
Deputy Director
Development Finance Companies

Mr. Mohamed Benkirane
Director General
Banque Nationale pour le Developpement Economique
Boite Postale 407
Rabat, Morocco

cc: Messrs. Sekse Blondel
Manizales Noviembre 23 de 1965

Señor
B. H. SHIN
Compañías Financieras de Desarrollo
CORPORACION FINANCIERA INTERNACIONAL
WASHINGTON.-

-------------------

Apreciado señor Shin:

Muchas gracias por el envío de las importantes publicaciones "Las Instituciones de Fomento y el Desarrollo de América Latina", "Instituciones Financieras de Desarrollo", "Corporación Privada de Desarrollo de las Filipinas" y, "Propuesta para el Establecimiento de un Grupo de Estudio sobre el Té". Estamos seguros de que estos documentos constituirán un valioso aporte para nuestra biblioteca y por ello le expreso nuestro reconocimiento, al tiempo que le manifiesto nuestro deseo de vernos favorecidos con posteriores envíos.

Hemos tomado atenta nota de la sugerencia que nos formula, en el sentido de adquirir las publicaciones Les Banques de Developpement en Afrique y Les Banques de Developpement dans le Monde (tomo 2), por lo cual nos gustaría que usted tuviera la bondad de informarnos a donde podemos formular el pedido en cuestión, así como el precio de dichas publicaciones a efecto de remitir el dinero junto con el pedido.

Me suscribo de usted muy atentamente,

ROBERTO OCAMPO MEJIA
Presidente

5/mtev
Mr. William Diamond  
Director  
Development Finance Companies  
International Finance Corporation  
1818 H Street, N.W.  
Washington, D.C. 20433  
U.S.A.

Dear Bill:

A thousand apologies to you for the non-acknowledgement on our part of your letter of October 21 and of a set of documents which were distributed to the participants at the DFC Conference in Washington.

In fact, I have received only the set of documents, but not the letter of October 21, a copy of which was attached to your letter to me of the 18th instant.

I have no objection to your request for the release of the descriptive memorandum of our institution to third parties who have a legitimate interest.

With best personal regards,

Yours sincerely,

Kraisri Nimmanahaeminda  
General Manager  

KN:pt
November 27, 1965

Mr. William Fleming
Director
Development Finance Corporation
International Finance Corporation
1818 H Street, N.W.
Washington, D.C. 20433

U.S.A.

Dear Bill:

A thousand apologies to you for the non-receipt of your letter of October 31 and of a set of documents which were attached to the letter of the 18th instant. In fact, I have received only the set of documents attached to your letter of the 18th instant.

I have no objection to your request for the release of the secretariat memorandum of our institution to third parties who have a legitimate interest.

With best personal regards,

Yours sincerely,

[Signature]
Kraisit Nimmannarengsi
General Manager
Malaysian Industrial Development Finance Limited

INCORPORATED IN THE STATES OF MALAYA

Mr. B.H. Shin,
International Finance Corporation,
1818 H Street, N.W.,
Washington, D.C. 20433,
U.S.A.

Dear Mr. Shin,

Thank you very much for your letter of November 17, 1965, and for the two volumes published by the Inter-American Development Bank. I have also received the brochure on the Private Development Finance Corporation of the Philippines and the paper pertaining to the discussions at the FAO Ad Hoc Committee Meeting on Tea. I am sure my staff members and I will find these most interesting, and we appreciate your thoughtfulness in sending them to us.

I have also taken note of the two publications which you have drawn to my attention: Les Banques de Development en Afrique and Les Banques de Developpement dans le Monde.

With best regards,

Sincerely yours,

L.M. SVOBODA
General Manager
25th November, 1955

Mr. B. N. Shiva,
International Finance Corporation,
1328 H Street, N.W.,
Washington, D.C. 20433,
U.S.A.

Dear Mr. Shiva,

Thank you very much for your letter of November 1955, and for the two volumes published by the Institute of International Development Studies. I have also received the Programme of the World Bank's Development Finance Corporation and the paper prepared by the Chairman of the PEC for the Committee Meeting on TEQ. I am sure my fellow members and I will find these most interesting and we appreciate your generousness in sending them to us.

I have also taken note of the two publications which you have given to my attention: The Industries of Developing-Member States of Africa and the Development of Agriculture and the Industries of Developing Countries. I hope to read them soon.

With best regards,

Sincerely yours,

I. M. Shiva
General Manager

[Signature]
November 22, 1965

Excellency:

Thank you for your cable dated November 19. Please disregard my letter of November 18 which crossed the cable.

I am glad to note that you have no objection to our distributing the descriptive memorandum on the Development Bank of Ethiopia to third parties which have a legitimate interest.

With best personal regards,

Sincerely yours,

William Diamond
Director
Development Finance Companies

His Excellency
Ato Araya Ogbagzy
Managing Director
Development Bank of Ethiopia
P.O. Box 1900
Addis Ababa, Ethiopia

cc: Messrs. Sekse Blondel
INCOMING CABLE

DATE AND TIME OF CABLE: NOVEMBER 19, 1965

LOG NO.: ITT 14

TO: DIAMOND CORINTFIN

FROM: ADDIS ABABA

TEXT:

LIMITED DISTRIBUTION DEYBANK MEMORANDUM PERMISSIBLE

ARAYA
November 18, 1965

Dear Kraisri:

I refer to my letter of October 21, 1965 enclosing a set of documents which were distributed to the participants in the conference of development finance companies. In that letter, I asked whether you have any objection to our distributing the descriptive memorandum of your institution to third parties who have a legitimate interest. I haven't as yet received your reply. I wonder whether the letter has not reached you and thus I am sending you a duplicate copy.

I shall be grateful if you would let us know of your concurrence.

With best personal regards,

Sincerely yours,

William Diamond
Director
Development Finance Companies

Enclosure

Mr. Kraisri Nimmanahaeminda
General Manager
Industrial Finance Corporation of Thailand

491 Silom Road
Bangkok, Thailand

cc: Mr. Jeffries
Mr. Blondel
Mr. P. F. Blanc
Managing Director
Banque Ivoirienne de Developpement
Industriel
Boite Postale 1470
Abidjan, Ivory Coast

Dear Mr. Blanc:

As you know, in December 1964 in Washington, D.C., there was held a regional conference under the auspices of the Inter-American Development Bank of Latin American development finance institutions. Concerning that conference there has been published by the Inter-American Development Bank two volumes: Las Instituciones de Fomento y el Desarrollo de America Latina and Instituciones Financieras de Desarrollo. The first one contains the proceedings of the conference and the second a description of the different types of development finance institution in various Latin American countries. It has occurred to me that these may be of interest to you and your staff, and I am thus sending copies to you under separate cover.

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With best regards,

Sincerely yours,

B. H. Shin
Development Finance Companies

Enclosures (2)

cc: Mr. Kamarck
Division Chief of DFC

BHShin: MT/ST #60:cvb
November 17, 1965

Dr. Guillermo Herrera Carrizosa
President
Corporacion Financiera Colombiana
Edificio Banco de Bogota
Carrera 10, Bogota
Colombia

Dear Dr. Herrera Carrizosa:

As you know, in December 1964 in Washington, D.C., there was held a regional conference under the auspices of the Inter-American Development Bank of Latin American development finance institutions. Concerning that conference there has been published by the Inter-American Development Bank two volumes: Las Instituciones de Fomento y el Desarrollo de América Latina and Instituciones Financieras de Desarrollo. The first one contains the proceedings of the conference and the second a description of the different types of development finance institution in various Latin American countries. It has occurred to me that these may be of interest to you and your staff, and I am thus sending copies to you under separate cover.

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With best regards,

Sincerely yours,

B. H. Shin
Development Finance Companies

Enclosures (2)

cc: Mr. Kamarck
Division Chief of DFC

BHShin: MT/ST #60:cvb
November 17, 1965

Mr. Manuel Delgado Rovati
Gerente General
C.A. Venezolana de Desarrollo
Chacao
Caracas, Venezuela

Dear Mr. Delgado Rovati:

As you know, in December 1964 in Washington, D.C., there was held a regional conference under the auspices of the Inter-American Development Bank of Latin American development finance institutions. Concerning that conference there has been published by the Inter-American Development Bank two volumes: Las Instituciones de Fomento y el Desarrollo de America Latina and Instituciones Financieras de Desarrollo. The first one contains the proceedings of the conference and the second a description of the different types of development finance institution in various Latin American countries. It has occurred to me that these may be of interest to you and your staff, and I am thus sending copies to you under separate cover.

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With best regards,

Sincerely yours,

B. H. Shin
Development Finance Companies

Enclosures (2)

cc: Mr. Kamarck
Division Chief of DFC

BHShin: MT/ST #60:cvb
November 17, 1965

Dr. Roberto Ocampo Mejia
President
Corporacion Financiera de Caldas
Apartado Aereo 460
Manizales, Colombia

Dear Dr. Ocampo:

As you know, in December 1964 in Washington, D.C., there was held a regional conference under the auspices of the Inter-American Development Bank of Latin American development finance institutions. Concerning that conference there has been published by the Inter-American Development Bank two volumes: Las Instituciones de Fomento y el Desarrollo de America Latina and Instituciones Financieras de Desarrollo. The first one contains the proceedings of the conference and the second a description of the different types of development finance institution in various Latin American countries. It has occurred to me that these may be of interest to you and your staff, and I am thus sending copies to you under separate cover.

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Sincerely yours,

B. H. Shin
Development Finance Companies

Enclosures (2)

cc: Mr. Kamarck
Division Chief of DFC

BHShin: MT/ST #60:cmb
November 17, 1965

Dr. Avraham Neaman
Managing Director
Industrial Development Bank
of Israel Limited
113 Allenby Road
Tel Aviv, Israel

Dear Dr. Neaman:

As you know, in December 1964 in Washington, D.C., there was held a regional conference under the auspices of the Inter-American Development Bank of Latin American development finance institutions. Concerning that conference there has been published by the Inter-American Development Bank two volumes: Las Instituciones de Fomento y el Desarrollo de America Latina and Instituciones Financieras de Desarrollo. The first one contains the proceedings of the conference and the second a description of the different types of development finance institution in various Latin American countries. It has occurred to me that these may be of interest to you and your staff, and I am thus sending copies to you under separate cover.

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With best regards,

Sincerely yours,

B. M. Shin
Development Finance Companies

Enclosures (2)

cc: Mr. Kamarck
Division Chief of DFC

BkShin: MT/ST #60:cvb
November 17, 1965

Mr. Resid Egeli
General Manager
Türkiye Sinai Kalkinma Bankasi A.S.
Necatibey Caddesi 241-247
Tophane
Istanbul, Turkey

Dear Mr. Egeli:

As you know, in December 1964 in Washington, D.C., there was held a regional conference under the auspices of the Inter-American Development Bank of Latin American development finance institutions. Concerning that conference there has been published by the Inter-American Development Bank two volumes: Las Instituciones de Fomento y el Desarrollo de America Latina and Instituciones Financieras de Desarrollo. The first one contains the proceedings of the conference and the second a description of the different types of development finance institution in various Latin American countries. It has occurred to me that these may be of interest to you and your staff, and I am thus sending copies to you under separate cover.

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B. H. Shin
Development Finance Companies

Enclosures (2)

cc: Mr. Kamarck
Division Chief of DFC

BHShin: MT/ST #60:cvb
November 17, 1965

Mr. Seppo Konttinen
General Manager
Teollistamisrahasto Oy
Lonnrotinkatu 13, V krs.
Helsinki, Finland

Dear Mr. Konttinen:

As you know, in December 1964 in Washington, D.C., there was held a regional conference under the auspices of the Inter-American Development Bank of Latin American development finance institutions. Concerning that conference there has been published by the Inter-American Development Bank two volumes: Las Instituciones de Fomento y el Desarrollo de America Latina and Instituciones Financieras de Desarrollo. The first one contains the proceedings of the conference and the second a description of the different types of development finance institution in various Latin American countries. It has occurred to me that these may be of interest to you and your staff, and I am thus sending copies to you under separate cover.

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With best regards,

Sincerely yours,

B. H. Shin
Development Finance Companies

Enclosures (2)

cc: Mr. Kamarck
Division Chief of DFC

BHSmin: MT/ST #60:cvb
November 17, 1965

Mr. Jose Maria Marzo Churuca
Director General
Banco del Desarrollo Economico Espanol
Apartado de Correos 50460
Principe 12
Madrid, Spain

Dear Mr. Marzo:

As you know, in December 1964 in Washington, D.C., there was held a regional conference under the auspices of the Inter-American Development Bank of Latin American development finance institutions. Concerning that conference there has been published by the Inter-American Development Bank two volumes: Las Instituciones de Fomento y el Desarrollo de America Latina and Instituciones Financieras de Desarrollo. The first one contains the proceedings of the conference and the second a description of the different types of development finance institution in various Latin American countries. It has occurred to me that these may be of interest to you and your staff, and I am thus sending copies to you under separate cover.

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With best regards,

Sincerely yours,

B. H. Shin
Development Finance Companies

Enclosures (2)

cc: Mr. Kamarck
    Division Chief of DFC

BHShin: MT/ST #60:cvb
November 17, 1965

Mr. James S. Raj, General Manager
Nigerian Industrial Development Bank Limited
M & K House
96/102 Broad Street
Lagos, Nigeria

Dear Mr. Raj:

As you know, in December 1964 in Washington, D.C., there was held a regional conference under the auspices of the Inter-American Development Bank of Latin American development finance institutions. Concerning that conference there has been published by the Inter-American Development Bank two volumes: Las Instituciones de Fomento y el Desarrollo de América Latina and Instituciones Financieras de Desarrollo. The first one contains the proceedings of the conference and the second a description of the different types of development finance institution in various Latin American countries. It has occurred to me that these may be of interest to you and your staff, and I am thus sending copies to you under separate cover.

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B. H. Shin
Development Finance Companies

Enclosures (2)

cc: Mr. Kamarck
    Division Chief of DFC

BHSIn: MT/ST #60:cvb
November 17, 1965

Mr. M. Raschid
Managing Director
Industrial Development Bank
of Pakistan
Kandawala Building
P.O. Box 7300
Karachi 3, Pakistan

Dear Mr. Raschid:

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B. H. Shin
Development Finance Companies

Enclosures (2)

cc:  Mr. Kamarck
     Division Chief of DFC

BHShin:  MT/ST #60:cvb
November 17, 1965

Mr. N. M. Uquaili
Managing Director
Pakistan Industrial Credit and
Investment Corporation Ltd.
P.O. Box 5080
Karachi 2, Pakistan

Dear Mr. Uquaili:

As you know, in December 1964 in Washington, D.C., there was held a regional conference under the auspices of the Inter-American Development Bank of Latin American development finance institutions. Concerning that conference there has been published by the Inter-American Development Bank two volumes: Las Instituciones de Fomento y el Desarrollo de America Latina and Instituciones Financieras de Desarrollo. The first one contains the proceedings of the conference and the second a description of the different types of development finance institution in various Latin American countries. It has occurred to me that these may be of interest to you and your staff, and I am thus sending copies to you under separate cover.

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Sincerely yours,

B. H. Shin
Development Finance Companies

Enclosures (2)

cc: Mr. Kamarck
Division Chief of DFC

BHShin: MT/ST #60:cvb
November 17, 1965

Mr. H. T. Parekh
General Manager
The Industrial Credit and Investment
Corporation of India Limited
163 Backbay Reclamation
Bombay 1, India

Dear Mr. Parekh:

As you know, in December 1964 in Washington, D.C., there was held a regional conference under the auspices of the Inter-American Development Bank of Latin American development finance institutions. Concerning that conference there has been published by the Inter-American Development Bank two volumes: *Las Instituciones de Fomento y el Desarrollo de America Latina* and *Instituciones Financieras de Desarrollo*. The first one contains the proceedings of the conference and the second a description of the different types of development finance institution in various Latin American countries. It has occurred to me that these may be of interest to you and your staff, and I am thus sending copies to you under separate cover.

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With best regards,

Sincerely yours,

[Signature]

B. H. Shin
Development Finance Companies

Enclosures (2)

cc: Mr. Kamarck
Division Chief of DFC

BHShin: MT/ST #60:cvb
November 17, 1965

His Excellency
Ato Araya Ogbagzy
Managing Director
Development Bank of Ethiopia
P.O. Box 1900
Addis Ababa, Ethiopia

Excellency:

As you know, in December 1964 in Washington, D.C., there was held a regional conference under the auspices of the Inter-American Development Bank of Latin American development finance institutions. Concerning that conference there has been published by the Inter-American Development Bank two volumes: Les Instituciones de Fomento y el Desarrollo de America Latina and Instituciones Financieras de Desarrollo. The first one contains the proceedings of the conference and the second a description of the different types of development finance institution in various Latin American countries. It has occurred to me that these may be of interest to you and your staff, and I am thus sending copies to you under separate cover.

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B. H. Shin
Development Finance Companies

Enclosures (2)

cc: Mr. Kamarck
Division Chief of DFC

BHShin: MT/ST #60:cvb
November 17, 1965

Mr. Kraisri Nimmanahaeminda  
General Manager  
Industrial Finance Corporation  
of Thailand  
491 Silom Road  
Bangkok, Thailand

Dear Mr. Nimmanahaeminda:

As you know, in December 1964 in Washington, D.C., there was held a regional conference under the auspices of the Inter-American Development Bank of Latin American development finance institutions. Concerning that conference there has been published by the Inter-American Development Bank two volumes: Las Instituciones de Fomento y el Desarrollo de America Latina and Instituciones Financieras de Desarrollo. The first one contains the proceedings of the conference and the second a description of the different types of development finance institution in various Latin American countries. It has occurred to me that these may be of interest to you and your staff, and I am thus sending copies to you under separate cover.

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B. H. Shin
Development Finance Companies

Enclosures (2)

cc: Mr. Kamarck
Division Chief of DFC

B&Shin: MT/ST #60: cvb
Mr. A. Ghasem Kheradjou  
Managing Director  
Industrial and Mining Development Bank  
of Iran  
204 Boulevard Karaj  
Tehran, Iran  

Dear Mr. Kheradjou:

As you know, in December 1964 in Washington, D.C., there was held a regional conference under the auspices of the Inter-American Development Bank of Latin American development finance institutions. Concerning that conference there has been published by the Inter-American Development Bank two volumes: *Las Instituciones de Fomento y el Desarrollo de América Latina* and *Instituciones Financieras de Desarrollo*. The first one contains the proceedings of the conference and the second a description of the different types of development finance institution in various Latin American countries. It has occurred to me that these may be of interest to you and your staff, and I am thus sending copies to you under separate cover.

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Enclosures (2)

cc: Mr. Kamarck
Division Chief of DFC

BHShin: MT/ST #60:cvb
November 17, 1965

Dear Mr. Jayme:

As you know, in December 1964 in Washington, D.C., there was held a regional conference under the auspices of the Inter-American Development Bank of Latin American development finance institutions. Concerning that conference there has been published by the Inter-American Development Bank two volumes: Las Instituciones de Fomento y el Desarrollo de America Latina and Instituciones Financieras de Desarrolo. The first one contains the proceedings of the conference and the second a description of the different types of development finance institutions in various Latin American countries. It has occurred to me that these may be of interest to you and your staff, and I am thus sending copies to you under separate cover.

I have pleasure in enclosing herewith a paper prepared in the World Bank describing the discussions at the FAO Ad Hoc Committee Meeting on Tea, held at Nuwara Eliya, Ceylon, from May 10 to May 17, 1965. This paper is made available for internal use of staff members within your organization and its findings should not be published or attributed to the World Bank.

Finally, I would like to refer to two publications that have recently come to my attention on the development finance institutions in various countries: Les Banques de Développement en Afrique by Robert Badouin, published in 1964 by Editions A. Pedone, Paris, and Les Banques de Développement dans le Monde (tome 2) by R. Bertrand and 8 others, published by Dunod, Paris, in 1965. You may be interested in acquiring them for your library; I am sorry that we cannot ourselves make the books available to you.

With best regards,

Sincerely yours,

B. H. Shin
Development Finance Companies

Enclosures (2)

Mr. Vicente R. Jayme
Executive Vice President
Private Development Corporation of the Philippines
CBTC Building
Ayala Avenue
Makati, Rizal
Manila, Philippines

cc. Mr. Mathew ; Mr. Kamarck
BHShin:lg
Mr. L. M. Svoboda
General Manager
Malaysian Industrial Development
Finance Limited
Hwa-Li Building
63-65 Jalan Ampang
Kuala Lumpur, Malaysia

Dear Mr. Svoboda:

As you know, in December 1964 in Washington, D.C., there was held a regional conference under the auspices of the Inter-American Development Bank of Latin American development finance institutions. Concerning that conference there has been published by the Inter-American Development Bank two volumes: Las Instituciones de Fomento y el Desarrollo de America Latina and Instituciones Financieras de Desarrollo. The first one contains the proceedings of the conference and the second a description of the different types of development finance institution in various Latin American countries. It has occurred to me that these may be of interest to you and your staff, and I am thus sending copies to you under separate cover.

I have pleasure in enclosing herewith two other documents: one is a brochure published by the Private Development Finance Corporation of the Philippines, which contains a brief description of its functions, organization, general policies and resources. We have been requested by PDCP to distribute this to you and we are glad to do so.

The other one is a paper prepared in the World Bank describing the discussions at the FAO Ad Hoc Committee Meeting on Tea, held at Nuwara Eliya, Ceylon, from May 10 to May 17, 1965. This paper is made available for internal use of staff members within your organization and its findings should not be published or attributed to the World Bank.

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With best regards,

Sincerely yours,

B. H. Shin
Development Finance Companies

Enclosures (2)

cc: Mr. Kamarck
Division Chief of DFC

BHShin: MT/ST #60: cvb
November 17, 1965

Mr. Felix Chang  
President  
China Development Corporation  
181-5 Chung Shan Road N., 2nd Sec.  
Taipei, Taiwan  
Republic of China  

Dear Mr. Chang:

As you know, in December 1964 in Washington, D.C., there was held a regional conference under the auspices of the Inter-American Development Bank of Latin American development finance institutions. Concerning that conference there has been published by the Inter-American Development Bank two volumes: Las Instituciones de Fomento y el Desarrollo de America Latina and Instituciones Financieras de Desarrollo. The first one contains the proceedings of the conference and the second a description of the different types of development finance institution in various Latin American countries. It has occurred to me that these may be of interest to you and your staff, and I am thus sending copies to you under separate cover.

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Les Banques de Développement dans le Monde (tome 2) by R. Bertrand and 8 others, published by Dunod, Paris, in 1965. You may be interested in acquiring them for your library; I am sorry that we cannot ourselves make the books available to you.

With best regards,

Sincerely yours,

B. H. Shin
Development Finance Companies

Enclosures (2)

cc: Mr. Kamarck
Division Chief of DFC

BHShin: MT/ST #60:cvb
Mr. P. Clarence Parker, Jr.
General Manager
The Liberian Bank for Industrial
Development & Investment
100 Broad Street
P.O. Box 547
Monrovia, Liberia

Dear Mr. Parker:

As you know, in December 1964 in Washington, D.C., there was held a regional conference under the auspices of the Inter-American Development Bank of Latin American development finance institutions. Concerning that conference there has been published by the Inter-American Development Bank two volumes: Las Instituciones de Fomento y el Desarrollo de America Latina and Instituciones Financieras de Desarrollo. The first one contains the proceedings of the conference and the second a description of the different types of development finance institution in various Latin American countries. It has occurred to me that these may be of interest to you and your staff, and I am thus sending copies to you under separate cover.

I have pleasure in enclosing herewith two other documents: one is a brochure published by the Private Development Finance Corporation of the Philippines, which contains a brief description of its functions, organization, general policies and resources. We have been requested by PDCF to distribute this to you and we are glad to do so.

The other one is a paper prepared in the World Bank describing the discussions at the FAO Ad Hoc Committee Meeting on Tea, held at Nuwara Eliya, Ceylon, from May 10 to May 17, 1965. This paper is made available for internal use of staff members within your organization and its findings should not be published or attributed to the World Bank.

Finally, I would like to refer to two publications that have recently come to my attention on the development finance institutions in various countries: Les Banques de Developpement en Afrique by Robert Badouin, published in 1964 by Editions A. Pedone, Paris, and

November 17, 1965
Les Banques de Développement dans le Monde (tome 2) by R. Bertrand and 8 others, published by Dunod, Paris, in 1965. You may be interested in acquiring them for your library; I am sorry that we cannot ourselves make the books available to you.

With best regards,

Sincerely yours,

B. H. Shin
Development Finance Companies

Enclosures (2)

cc: Mr. Kamarck
Division Chief of DFC

BHShin: MT/ST #60:cvb
November 16, 1965

Dear Dr. Teufenstein:

Thank you for your letter of November 9, 1965. I take pleasure in sending you herewith the five additional copies of the memorandum of your institution as requested in your letter. We remain at your disposal if you should need any additional copies.

We are glad to note the fact that you have no objection to our distributing the descriptive memorandum on IVK to third parties.

With best personal regards,

Yours sincerely,

William Diamond
Director
Development Finance Companies

Attachments

Dr. Wilhelm Teufenstein
Member of Managing Board
Oesterreichische Investitionskredit, A.G.
Am Hof 4
Vienna 1, Austria

cc: Messrs. Jeffries
Blondel
November 16, 1955

Dear Mr. Tenebanon:

Thank you for your letter of November 9, 1955. I am pleased to
receive your request for the additional copies of the memorandum
of your presentation as referred to your letter. We expect to
receive your additional memos.

I am glad to note that you have no objection to our
attaching the accompanying memorandum on IX to this report.

With best regards,

Yours sincerely,

[Signature]

WILLIAM D. MOLYNEUX
Director
Development Finance Committee

Attachment

Dr. William Tenenbanon
Member of Management Board
Central Administrative Investment Committee, A.C.

[Signature]

cc: Messrs. Teller

[Date]
November 16, 1965

Dear Laddy:

Many thanks for your letter of November 9, 1965. I take pleasure in sending you herewith the ten additional copies of the memorandum of your institution as requested in your letter. Please let me know if you should need any additional copies.

We are glad to note that you have no objection to our distributing the descriptive memorandum on MIDFL to third parties who have a legitimate interest.

With best personal regards,

Yours sincerely,

William Diamond
Director
Development Finance Companies

Attachments

Mr. L. M. Svoboda
General Manager
Malaysian Industrial Development Finance Limited
Hwa-Li Building
63-65 Jalan Ampang
Kuala Lumpur, Malaysia

cc: Messrs. Mathew Blondel
RABAT, LE 12 Novembre 65

Cher Monsieur DIAMOND,

J'ai bien reçu votre aimable lettre du 21 octobre au sujet de la Conférence des Compagnies Financières de Développement.

Je vous remercie tout d'abord des appréciations verbales que vous avez bien voulu porter sur le memorandum présenté par la B.N.D.E. et je profite de cette occasion pour vous dire combien les travaux de la Conférence de Washington m'ont été profitable. Bien entendu, je vous donne mon accord pour la distribution de notre mémorandum aux Institutions ou aux personnes qui auraient un besoin légitime de connaître les descriptions de la B.N.D.E. Mais il convient, à mon sens, d'actualiser la composition de la Direction Générale de notre Institution et de son Conseil d'administration. En effet, deux administrateurs du Conseil, Monsieur Amine BENGELOUN et Abdelhafid KADIRI, ont présenté leur démission en tant qu'administrateurs et deux autres personnes viendront les remplacer lors du Conseil du 22 novembre.

Enfin, je vous prie de bien vouloir me transmettre des copies supplémentaires du mémorandum des C.F.D. afin d'en faire profiter les agents de la B.N.D.E. actuellement en formation.

Je vous prie de croire, Cher Monsieur DIAMOND, à l'assurance de ma considération très distinguée.

Le Directeur Général

Mohamed BENKIRANE
November 12, 1965

Mr. Felix S.Y. Chang
President
China Development Corporation
161-5 Chung Shan Road N., 2nd Sec.
Taipei, Taiwan,
Republic of China

Dear Felix:

Many thanks for your letter of October 29 and for your kind words about the Conference. I am sure that we derived as much benefit from it as you did. I am glad to note that you have no objection to distributing the descriptive memorandum on CDC to third parties who have a legitimate interest.

With kind regards,

Sincerely yours,

William Diamond
Director
Development Finance Companies

cc: Messrs. Mathew Blondel

RFSkillings:WMV
November 12, 1965

Dr. Avraham Y. Neaman
Managing Director
Industrial Development Bank of
Israel, Ltd.
113 Allenby Road
P.O. Box 1162
Tel Aviv, Israel

Dear Dr. Neaman:

Many thanks for your letters of October 26 and November 1, and for your kind words about our Conference. I assure you that it was at least as beneficial to us as it was to the other participants. I am happy to know that you do not object to our distributing the descriptive memorandum on IDBI to third parties with legitimate interests.

I am airmailing today an additional two copies of the comments on the Agenda in case the ones which we originally sent do not reach you.

With kind regards,

Sincerely yours,

William Diamond
Director
Development Finance Companies

cc: Messrs. Jeffries
Blondel
RFSkillings:vmw
November 10, 1965

Dear Baha Bey:

Thank you for your letter of November 5. I take pleasure in sending you herewith the ten additional copies of the memorandum of your institution as requested in your letter. We remain at your disposal if you should need any additional copies.

We are glad to note the fact that you have no objection to our distributing the descriptive memorandum on TSKB to third parties.

In checking the shipment which we sent to you by surface mail on October 15, we are told that it will take some two months to reach you. In the meantime, please let us know if there are any documents which you need urgently and we will be glad to send them by air mail.

With best personal regards,

Sincerely yours,

William Diamond
Director
Development Finance Companies

Attachments

Mr. M. Bahaeddin Kayalioglu
Assistant General Manager
Turkiye Sinai Kalkinma Bankasi A.S.
Necatibey Caddesi 241-247
Tophane
Istanbul, Turkey

cc: Mr. Jeffries
November 10, 1965

Dear Senor Delgado Rovati:

Thank you for your letter of October 29. I take pleasure in sending you herewith the twenty additional copies of the memorandum of your institution as requested in your letter. We remain at your disposal if you should need any additional copies.

We are glad to note the fact that you have no objection to our distributing the descriptive memorandum on CAVENDES to third parties.

With best personal regards,

Yours sincerely,

William Diamond
Director
Development Finance Companies

Attachments

Sr. Manuel Delgado Rovati
Gerente General
C.A. Venezolana de Desarrollo
Chacao
Caracas, Venezuela

cc: Mr. Mejia
Mr. William Diamond,  
Director,  
International Finance Corp.,  
1818 H Street, N.W.,  
Washington, D.C. 20433.

Dear Bill,

Thank you for your letter of November 1, and also for Bob Skilling's letter of November 3, concerning the Conference of Development Finance Companies of last October.

I very much appreciated Mr. Rosen's kind invitation to the luncheon of those concerned with development finance companies and I was delighted to meet many of my friends there and getting acquainted with several new persons of interest to me.

As regards your suggestion that you make available the Memorandum on MIDFL to selected third parties which may have a legitimate interest in our Institution, I am glad to confirm that we would have no objection. I would like to make use of your kind offer and ask you to send about 10 copies of the Memorandum for MIDFL's own use.

With best regards,

Sincerely yours,

L.M. SVOBODA  
General Manager
November 9, 1959

Mr. William Henson,
Director,
International Finance Corp.,
1818 H Street, N.W.,
Washington, D.C. 20433.

Dear Bill,

Thank you for your letter of November 1 and
sincerely your's letter of November 3, concerning
the Conference of Development Finance Companies of last
October.

I very much appreciated Mr. Rosen's kind in-nt
offering of $10,000.00 as a contribution to the Promotion of my
organization, and I am delighted to meet them on my
friend's terms and to extend my cordial regards to myself new
personnel of interest to me.

As regards your suggestion that you make similar
speech on the Memorandum of MIPR to select the third parties for
which you have a legitimate interest in our Institution's
work, I am glad to continue that we would have no objection.
I would like to make use of your kind offer and ask you
to send copies to me and to me, for the benefit of the Memorandum for MIPR's
own use.

With best regards,

Sincerely yours,

L. M. Suroya
General Manager

MALAYSIAN INDUSTRIAL DEVELOPMENT FINANCE LIMITED
INCORPORATED IN THE STATES OF MALAYSIA

IND111

P.O. BOX 1111
KUALA LUMPUR

BENDIL HWI-L
No. 95 JALAN AMAN,
KUALA LUMPUR

Telephone: 29888
Telegrams: "MALINDO" KUALA LUMPUR
Code Beentry's Second

GENERAL ELETS
RECEIVED
Mr. William Diamond  
Director  
International Finance Corporation  
1818 H Street, N.W.  
Washington, D.C. 20433  
U.S.A.

November 9, 1965

Dear Mr. Diamond:-

This is to confirm receipt of your letter of October 21, and the sets of documents.

There is on our part no objection to distribute the descriptive memorandum on IVK to third parties, if the need should arise. If it were possible to send to us five copies of the memorandum it would be greatly appreciated.

We remain, with best regards,

Yours truly,

[Signature]

ÖSTERREICHISCHE INVESTITIONS-KREDIT  
AKTIENGESELLSCHAFT

I-51
November 9, 1955

Mr. William Dixon

Director

International Finance Corporation

1818 H Street, N.W.

Washington, D.C. 20433

U.S.A.

Dear Mr. Dixon:

I am to confirm receipt of your letter of October 21.

The circumstances of your memorandum of October 27 and the same of October 28, 1955

are such that your suggestion of sending copies of your memorandum for the information of the

organization is not possible to us.

We remain with best regards,

Yours truly,

[Signature]

Oesterreichische Investitionsbank

Internationalstiftung
November 5, 1965

Mr. William Diamond  
Director  
Development Finance Companies  
International Finance Corporation  
1818 H Street, N. W.  
Washington, D. C. 20433

Dear Mr. Diamond:

I have received your letter of October 21 on my return from Europe. The documents which were sent to my address by surface mail on October 15 have not reached me as of this date.

There is no objection of distributing the descriptive memorandum on T3KB to third parties, in case a need should arise.

On the other hand, I would appreciate if you could send us ten copies of the memorandum on T3KB.

By this occasion, I wish to express my thanks on the hospitality shown to all members of the conference by you and your staff.

With best personal regards,

Sincerely yours,
November 5, 1965

Dear Mr. Uquaili:

In Mr. Diamond's absence I wish to thank you for your letter of November 2, 1965.

We are glad to note the fact that you have no objection to our distributing the descriptive memorandum of the Pakistan Industrial Credit & Investment Corporation Limited to third parties.

Please let me know if the shipment which we sent to you by air freight does not arrive in the next few days, and we will put a tracer on it.

With best personal regards,

Sincerely yours,

Robert F. Skillings
Deputy Director
Development Finance Companies

Mr. N.M. Uquaili
Managing Director
Pakistan Industrial Credit and Investment Corporation Limited
P.O. Box 5080
Karachi, Pakistan

RFS/rtv

cc: Mr. Sekse
November 2, 1955

Dear Mr. W. D. Upton:

In Mr. Diamond's absence I write to thank you for your letter of November 5, 1955. We are glad to note the fact that you have no objection to our submitting the prospective memorandum of the Pakistan Industrial Credit & Investment Corporation Limited to third parties. Please let me know if the employment which we sent to you on May 18th has not arrived in the next few days and we will have a printer on it.

With best personal regards,

[Signature]

R. H. Smith
Director, Development Finance Companies

[Address]

Mr. W. D. Upton
Managing Director
Pakistan Industrial Credit & Investment Corporation Limited
P.O. Box 5080
Karachi, Pakistan

1955 NOV 8 PM 3:26

[Receipt stamp]
November 4, 1965

Dear Mr. Parekh:

In Mr. Diamond's absence I wish to thank you for your letter of October 28, 1965. I take pleasure in sending you herewith the fifty additional copies of the memorandum of your institution as requested in your letter. We remain at your disposal if you should need any additional copies.

We are glad to note the fact that you have no objection to our distributing the descriptive memorandum of The Industrial Credit and Investment Corporation of India to third parties.

With best personal regards,

Sincerely yours,

Robert F. Skillings
Deputy Director
Development Finance Companies

Attachments

Mr. H.T. Parekh
General Manager
The Industrial Credit and Investment Corporation of India Limited
163, Backbay Reclamation
Bombay 1, India

cc. Mr. Jeffries

RBlondel:1g
November 3, 1965

Dear Lada:

I need hardly say that we missed you at the conference of development finance companies which took place a few weeks ago. It proved to be a most interesting experience.

As you know, we have distributed to each of the participants in the conference, and we have given to you, a collection of the descriptive memoranda on each institution participating in the conference. Although MIDFL did not participate, a description of your institution was among those that were circulated.

I would now very much like to know if you have any objection to our distributing the memorandum on MIDFL to third parties if the need should arise. I am not thinking of a widespread distribution; I would give copies on a case-to-case basis only to institutions or individuals who have a legitimate interest in the description of MIDFL. I hope you would agree with this plan. Incidentally, if you have any need for additional copies of the descriptive memorandum on MIDFL, please let me know how many and I will arrange to send them to you.

With best personal regards,

Sincerely yours,

Robert F. Skillings
Deputy Director
Development Finance Companies

Mr. L. M. Svoboda
General Manager
Malaysian Industrial Development Finance Limited

Hwa-Li Building
63-65 Jalan Ampang
Kuala Lumpur, Malaysia

RBlondeliphm
November 3, 1965

Dear [Name],

I hope this letter finds you well and that you are enjoying your time at the conference or developing any new interests.

As you know, we have been preparing for each of the participants to receive a copy of the conference proceedings. We hope that these documents will provide you with valuable insights and opportunities for future collaboration.

I would like to express my gratitude for your kind words about the conference. Your feedback has been extremely helpful in shaping our future events.

I am looking forward to seeing you again at the next conference. If you have any suggestions or ideas for future conferences, please feel free to share them with me.

Best regards,

[Name]
Managing Director

2nd November, 1965

Dear Bill:

Thank you very much for your letter of October 21, 1965 and for mailing the sets of the Conference documents. They have just arrived in Tehran and we shall be claiming them to-day.

I have no objection to your distributing the descriptive memorandum on IMIDEL to interested parties. In fact, I shall be much obliged if you would, as you have offered in your letter, send a dozen or so additional copies of this memorandum for our use.

I am also taking you up on another offer, i.e. the offer to send a copy of Prof. Loss's report on capital market in Pakistan. We obviously have to do something about the institution of a stock exchange in Tehran and I have not arrived at a formula as to what is the best way to make a survey of what has to be done to prevent the stock exchange from being still-born. I would appreciate any ideas you could give us.

Best regards.

Sincerely yours,

A. Gasem Kheradjou

Mr. William Diamond
Director
Development Finance Companies
International Finance Corporation
1818 H Street, N.W., Washington D.C. 20433
USA
November 2, 1965

Dear Dr. Ocampo:

In Mr. Diamond's absence I wish to thank you for your letter of October 26, 1965. I take pleasure in sending you herewith the fifty additional copies of the memorandum of your institution as requested in your letter. We remain at your disposal if you should need any additional copies.

We are glad to note the fact that you have no objection to our distributing the descriptive memorandum of the Corporacion Financiera de Caldas to third parties.

With best personal regards,

Sincerely yours,

Robert F. Skillings
Deputy Director
Development Finance Companies

Attachments

Dr. Roberto Ocampo Mejia
President
Corporacion Financiera de Caldas
Apartado Aereo 460
Manizales, Colombia

RBlondel:phm

cc: Mr. Mejia

Dear Mr. Diamond,

Thank you very much for your letter of October 21, 1965. We have not yet received the Conference documents. I have noted that you have sent them by surface mail on October 15. I hope these will be received here within the next few days.

We have no objection to your distributing the descriptive memorandum on PICIC to such third parties as may have a legitimate interest in a description of PICIC.

With my best wishes and personal regards,

Sincerely yours,

(N.H. UQUALLI)
Managing Director.

Mr. William Diamond,
Director,
Development Finance Companies,
International Finance Corporation,
1818 H Street, N.W.,
Washington, D.C., 20433,
(U.S.A.)
Mr. William Diamond,
Director,
Development Finance Companies,
International Finance Corporation,
1818 H Street N.W.,
WASHINGTON D.C. 20433, U.S.A.

Dear Mr. Diamond,

Thank you for your letter of October 21, 1965. I have received Volumes 1 and 2 on the Institutions participating in the Conference and all the reports of these Institutions. I have yet to receive the "Comments" and other additional material distributed at the Conference. I have contacted the Secretary of the Conference on this matter. Thank you for your interest.

I have no objection to your distributing the descriptive memorandum on I.D.B.I. to third parties with a legitimate interest in a description of I.D.B.I.

Permit me to repeat my deep satisfaction with the Conference.

With best personal regards,

Sincerely yours,

Dr. A. Neaman,
Managing Director
November 1, 1965

Dear Mrs. Stein:

I was shocked to learn from your letter of October 30 of the death of your husband. Please accept our profound expression of sympathy.

In view of the plan to distribute the revised bibliography from the Maxwell School, I think it would be best to drop our own idea of circulating the earlier version. I am sorry if we have inconvenienced you on this.

With kind regards,

Yours sincerely,

Robert F. Skillings
Deputy Director
Development Finance Companies

Mrs. Herbert A. Stein
32h5 Beechwood Blvd.
Apt. F-15
Pittsburgh 17,
Pennsylvania

cc: Personnel Files
Messrs. Diamond o/r } w/cc of incoming
Shin

RFSkillings:vmv
October 30, 1965

Mr. Robert F. Skillings  
Deputy Director  
Development Finance Companies  
International Finance Corporation  
1818 H Street, N.W.  
Washington, D.C. 20433

Dear Mr. Skillings:

This is in answer to your letter of October 14, regarding the Development Banking Bibliography of Herbert Stein. My husband died on May 23 of this year. If I can, I certainly give you permission to distribute this paper of February, 1963.

In early May, Herb completed a revision of this bibliography and had new stencils typed for its duplication. Also he had a mailing list of about 300 Development Banks to which he had corresponded previously. He was teaching at the time in the Department of Economics, Maxwell School, Syracuse University, Syracuse, New York (Chairman Mel Eggers). In June, Dr. Eggers promised that this work would be completed and the bibliographies mailed as Herb had planned. Perhaps you may wish to correspond with him regarding your proposed circulation of the bibliography and secure the revised copies. It is quite possible that your mailing lists are duplicates.

I am sorry but I do not know where you can locate Mr. Burns at this time.

If I can be of further help to you please feel free to write or call me.

Sincerely,

[Signature]

Mrs. Herbert A. Stein  
3245 Beechwood Blvd.  
Apt F-15  
Pittsburgh 17, Pa.
Dear Bill:

Upon returning to Taipei on October 28th from the U.S., I was pleased to find your letter of October 21 which was awaiting me on my desk.

First of all, I want to congratulate you and your staff for the great success that you have achieved in the Conference of Development Finance Companies sponsored by your esteemed institution. Evidently the most thoughtful and orderly arrangement that you and your able staff did for the Conference was the reason which made it so. I benefited greatly from this Conference and so, I believed, were the other development bankers. I also want to thank you for the many courtesies extended me during my stay in Washington. The visit, though, it was busy and energy consuming, was both fruitful and pleasant. Furthermore, I enjoyed very much of seeing you again.

With regard to the memorandum on CDC, we have no objection for your distributing it to third parties who have a legitimate interest in a description of CDC.

With best personal regards,

Yours sincerely,

Felix S. Y. Chang
President
October 20, 1962

Dear Mr. William Dulling,

Upon returning to Tsiêli on October 8th from the U.S., I was pleased to find your letter of October 7th which was awaiting me on my desk.

First of all, I want to congratulate you and your staff for the great success that you have achieved in the Conference of Development Finance Companies-sponsored by your esteemed Institution. Your wisdom, the highest point of your ability, and all your hard work and assistance have made it so. I am particularly grateful for your personal efforts in this Conference.

With regard to the memorandum on O.C.C., we have no objection for your withdrawing it to find parties who have a legitimate interest in a delegation of O.C.C.

With best personal regards,

Yours sincerely,

President

1965 NOV 3 FM 4:23

GENERAL FREL.

RECEIVED

181-2 CHING SHAN ROAD, N. SECTION 2, TAIPÉI, TAIWAN, REPUBLIC OF CHINA
Sr. William Diamond
Director
Development Finance Companies
International Finance Corporation
1818 H. Street, N. W.
Washington, D. C. 20433

Estimado Sr. Diamond:

A mi regreso, después de unas breves vacaciones, me complace dirigirme a Ud. para felicitarle por el buen éxito que creo ha tenido la Conferencia de Compañías Financieras de Desarrollo. Especialmente para mí y para Cavendes la oportunidad que se nos brindó es valiosa e instructiva.

Paso a responder su carta de fecha Octubre 21, 1965. No tenemos ninguna objeción con respecto a que el memorandum descriptivo sobre Cavendes sea distribuido por Uds. a terceras personas que tengan interés especial sobre esta Empresa. Veríamos con agrado recibir, atendiendo a su oferta, veinte copias de dicho memorandum.

Reciba mis expresiones de amistad,

Atentamente,

Manuel Delgado Rovati
Gerente General

MDR:md
C.A. VENEZOLANA DE DESARROLLO
(SOCIEDAD FINANCIERA)

A mi respecto, deseo que Hans Prenstendorfer me compaño

William Olund
Director
Development Finance Companies
International Finance Corporation
1818 H St., N. W.,
Washington, D.C. 20433

Estimado Sr. Dumond:

A mi respecto, deseo que Hans Prenstendorfer me compaño

William Olund
Director
Development Finance Companies
International Finance Corporation
1818 H St., N. W.,
Washington, D.C. 20433

Por otro lado, me dirijo a Mundo Desarrollo para informarle de que todos los materiales de la presente comisión han sido entregados a su oficina de manera adecuada.

Atentamente,

Hans Prenstendorfer
Gerente General

1955 NOV 9 AM 9:59

MDR395

RECEIVED

GENERAL F DORIES
Our Ref: 100/47

29th October, 1965.

Mr. William Diamond,
Director,
Development Finance Companies,
International Finance Corporation,
1818 H Street, N.W.,
Washington D.C. 20433,
U.S.A.

Dear Bill,

Thank you very much for your letter of October 21st regarding the recent Conference of Development Finance Companies. I have not yet received the documents, but it takes quite a few weeks for surface mail to reach Lagos so I am not unduly worried.

I have no objection to your distributing the descriptive memorandum on NIDB to third parties. I would leave the matter entirely to your discretion. We would like to have 25 additional copies of the memorandum.

You have every reason to be proud of the achievements of the Conference which represented the culmination of months of intensive planning and effort on your part. We are all very conscious of the fact that we were able to profit very much from the Conference only because of the imaginative planning of its deliberations by you and your staff. Mr. Daniyan and I benefited very greatly indeed from the Conference.

With warm personal regards,

Yours sincerely,

James

J. S. Raj
General Manager

JSR/GRA

MEMBER OF THE LAGOS STOCK EXCHANGE.
Dear Bill,

I was delighted to hear from you and to learn of your plans to return to the conference. I look forward to working with you on this new initiative.

Best regards,

[Signature]

[Address]

[Date: October 5, 1985]
Mr. William Diamond, Director
Development Finance Companies
International Finance Corporation
1818 H Street, N. W.
Washington, D. C. 20433 U.S.A.

Dear Bill:

Thank you for your letter of October 21, 1965. Firstly, I would like to thank you for all the assistance and courtesies extended me during my stay in Washington and for mailing back the materials that I left behind. I have just received word from the Airline that it has arrived. Allow me also to extend my congratulations to you and the staff who made the conference possible and which was handled in a most efficient manner. I know you must have lost a good amount of sleep trying to anticipate all our needs and possible situations that may come up. I think the fact that everything went so smoothly should prove an ample reward for the sleep you lost.

Regarding the question you asked, we have no objection to your making available to third parties the descriptive memorandum on PDCP should the need arise. I will write you if we would have need for additional copies of the descriptive memo on PDCP.

I left copies of our latest brochure on PDCP operations with IFC and should you need additional copies, I would be most happy to send them. We intend to distribute this brochure to various business and industrial groups to acquaint them further with what we are doing and what assistance we can extend to them.

I expect to write you another letter giving you my overall impressions on the conference and comments on the final report which will be presented to the participants.
I had the pleasure of meeting Mr. Oshima of the Japan Development Bank in Tokyo. At that time he indicated that you were flying to Tokyo and the two of you will be getting together to discuss the proposed regional conference of all development corporations (government and private) in Asia. I suggested that he could very well draw from your experience on points which could be taken into consideration when they set up the conference for next year.

Again thank you for all the kind assistance you extended to me during my stay in Washington.

Sincerely,

VICENTE R. JAYME

VRJ:mrl
October 29, 1965

Dear Mr. Konttinen:

In Mr. Diamond's absence I wish to thank you for your letter of October 26, 1965. I take pleasure in sending you herewith the five additional copies of the memorandum of your institution as requested in your letter. We remain at your disposal if you should need any additional copies.

We are glad to note the fact that you have no objection to our distributing the descriptive memorandum of the Industrialization Fund of Finland to third parties.

With best personal regards,

Sincerely yours,

Robert F. Skillings
Deputy Director
Development Finance Companies

Attachments

Mr. Seppo Konttinen
General Manager
Teollistamisrahasto Oy
Lonnrotinkatu 13, V krs.
Helsinki, Finland

RBlondel:phm

cc: Mr. Jeffries
October 28, 1965

My dear Bill,

I acknowledge receipt of your letter dated October 21, 1965. We have still not received the Conference papers sent by you, but trust that they would come in, any day.

I note your proposal regarding restricted distribution of the descriptive memorandum on ICICI. We are agreeable to such distribution in cases where you deem it necessary. We would, ourselves, welcome about fifty copies of the memorandum for distribution here.

The Conference was an extremely interesting experience for me and I would like to place on record my own appreciation of your efforts in organising and running it so smoothly.

With kind personal regards,

Yours sincerely,

H.T. Parekh
General Manager

Mr. William Diamond
Director, Development Finance Companies
International Finance Corporation
1818 H Street, N.W.
Washington D.C. 20433
U.S.A.
October 28, 1965

My dear Mr. Bill,

I acknowledge receipt of your letter dated October 21, 1965. We have still not received the conference proceedings sent by you, but trust that they would come in any case.

I note your proposal regarding distribution. We are extremely interested in the distribution of the memorandum so that copies of the memorandum for distribution at the conference are available to you. We would, consequently, welcome your agreement. We look forward to hearing from you soon.

The conference was an extremely interesting experience for me and I would like to place on record my appreciation of your efforts in organizing and running it so smoothly.

With kind personal regards,

Yours sincerely,

H.T. Parker
General Manager

Mr. William Diamond
Director, Development Finance Companies
International Finance Corporation
1818 H Street, N.W.
Washington, D.C. 20433
U.S.A.

1965 NOV 3 AM 8:34
Dear Mr. Diamond,

Thank you very much for your letter of the 21st. and for the set of documents you have sent me.

I want to let you know how much I appreciated all the helpfulness you and your colleagues extended to me during my stay in Washington. The conference proved to be very interesting and very fruitful for me.

Regarding the distribution of Bandesco's descriptive memorandum we have no objection limiting it to a case-to-case basis. I would appreciate, nevertheless that section 13 on page 3 were suppressed or at least the last paragraph, that is to say, "but part of these are not equity investments since they must be repurchased at fixed premiums within a few years".

With kindest regards,

Yours sincerely,
Mr. William Diamond
Director
Development Finance Companies
International Finance Corporation
18th H Street
Washington, D.C. 20433

Dear Mr. Diamond,

Thank you very much for your letter of the 2nd October 1965.

I am very much appreciative of the set of comments you have sent me.

I want to let you know how much I appreciated all the help you have given me in Washington. The conference proved to be very interesting and very helpful to me.

Regarding the distribution of Bandeco's program in the European market, we have no objection in principle. It is a case-to-case basis. I would appreciate, nevertheless, that section 1 of the draft be altered to say "part of the above" and that section 3 be altered to say "part of the above" as not only investments, since they must be investments at fixed premiums within a few years.

With kindest regards,

Yours sincerely,

[Signature]

1965 NOV 1 JUNI 28
COMMUNICATIONS
GENERAL PUBLICATION
RESERVED
Monsieur William DIAMOND
Directeur du Développement Finance Companies
Société Financière Internationale
1818 H. Street N. W.
WASHINGTON 25 D. C.

Cher Monsieur DIAMOND,


Je prends bonne note que ce rapport ne peut être utilisé qu'à l'intérieur de notre organisme et que ses conclusions ne peuvent être publiées ou attribuées à la Banque Mondiale.

Je vous prie de croire, Cher Monsieur DIAMOND, à l'assurance de ma considération très distinguée. /

Le Directeur Général

Mohamed BENKIRANE
Manizales Octubre 26 de 1.965

Señor
WILLIAM DIAMOND
CORPORACION FINANCIERA INTERNACIONAL
1818 H. Street N.W.
WASHINGTON D.C. 20433

Muy apreciado señor Diamond:

Hemos recibido su atenta carta de Octubre 21, dirigida al doctor Guillermo Sanint Botero, Vicepresidente de nuestra Corporación en Bogotá, quien todavía se encuentra de viaje por el exterior en cumplimiento de las diversas misiones que le fueron encomendadas por nuestra institución.

En consecuencia creo del caso responder la pregunta que usted formula al doctor Sanint, en el sentido de que nuestra Corporación no tiene ninguna objeción sobre distribución de este folleto a personas y entidades que puedan estar interesadas en nuestras actividades. Por otra parte nos gustaría mucho recibir 50 copias del folleto aludido, por cuyo envío le expresamos nuestro agradecimiento.

De usted muy cordialmente,

ROBARTO OCAMPO MEJIA
Presidente
CORPORACION FINECIERA DE CALIFAS

F Cannon

8120 3rd Avenue

Mimosa Occupa 34 de J. O. D.

Re: CLEARANCE for COMMISSION

Imperial

F. Cannon

Mimosa Occupa 34 de J. O. D.

For petition of the above named, I have reviewed the records, and recommend the following:

1. Request for clearance is based on the record maintained by the Corporation of the petitioner's activities and transactions.

2. The petitioner has submitted all necessary documentation and information as required by the Corporation.

3. The petitioner has no outstanding obligations or liabilities to the Corporation.

4. The petitioner has been fully cooperative and has provided all necessary information in a timely manner.

I recommend that the Corporation grant the petitioner's request for clearance.

Sincerely,

[Signature]

[Date]

1965 NOV 1 PM 8:39
Mr. William Diamond  
Director  
Development Finance Companies  
International Finance Corporation  
1818 H Street, N.W.  
Washington, D.C. 20433  
U.S.A.

Dear Bill:

Thank you very much for your letter of October 21. I expect to receive soon the documents that you have kindly mailed back to Finland after the DFC Conference.

In your letter you asked for our permission to distribute the descriptive memorandum on the IFF to third parties. Of course we have no objection; on the contrary, we are very happy indeed to be introduced to third parties in this way. And we leave it entirely to yourself to decide to whom the copies should be given.

I should be very obliged if you sent us five (5) additional copies of the memorandum on the IFF.

It will be a great pleasure to me to give our Board of Directors a report on the DFC Conference at their next meeting on November 1. After receiving the sets of documents, I will try to make the best use of them by giving lectures on the several items to our staff members.

With best personal regards,

Sincerely yours,

Seppo Kontinen  
General Manager  
Teollistamisrahasto Oy
Bogotá, D.E., October 25, 1965

Mr. WILLIAM DIAMOND
Director
Development Finance Companies
International Finance Corporation
1818 H Street, N.W.
Washington D.C., 20433

Dear Mr. Diamond:

Thank you very much for your letter of October 21st.

Allow me to express to you once more, my sincere congratulations for the complete success of the Conference.

As to your inquiry, I have no objection to your distributing the descriptive memorandum on CFC to third parties.

I would appreciate it very much if you could send us 10 additional copies of said memorandum.

With best regards, I remain,

Very cordially yours,

CORPORACION FINANCIERA COLOMBIANA

GUILLERMO HERRERA CARRIZOSA
President
October 25, 1965

Excellency:

I need hardly say that we missed you at the conference of development finance companies. It proved to be a most interesting experience.

I thought you might like to have a set of the documents which were distributed to the participants. Here it is. Incidentally, if you have any need for additional copies of the descriptive memorandum on DBE, please let me know how many and I will arrange to send them to you.

I would very much like to know if you have any objection to our distributing the memorandum on DBE, to third parties, if the need should arise. I am not thinking of a widespread distribution; I would give copies on a case-to-case basis only to institutions or individuals who have a legitimate interest in a description of DBE. I hope that you will agree with this plan.

With best personal regards,

Sincerely yours,

William Diamond
Director
Development Finance Companies

Encls.

His Excellency
Ato Araya Ogbagzy
Managing Director
Development Bank of Ethiopia
P.O. Box 1900
Addis Ababa, Ethiopia

RBlondel:phm
Managing Director

25 October, 1965

Dear Bill:

I have for acknowledgment and thanks your two letters of September 3 and 24 and the very instructive and useful material you sent enclosed therewith.

Now that I am back in Tehran it gives me pleasure to recall the very rewarding and enjoyable three days we spent during IFC's Development Finance Companies Conference. I should like to record my admiration for the well-planned arrangements and meticulous organization which were made for the success of the Conference by your office. I want to thank you and your colleagues in the Department and in IFC for all you did to make our stay in Washington enjoyable and our deliberations in the Conference fruitful. I also would like to thank you for your personal intervention to obtain all the advice and assistance I needed for various IMDBI projects.

With best personal regards.

Sincerely yours,

A. Gasem Kheradjou

Mr. William Diamond
Director
Development Finance Companies
International Finance Corporation
1818 H Street, N.W., Washington D.C. 20433
U.S.A.

My dear Diamond,

Thank you very much for your letter of September 24, 1965 enclosing a report of the World Bank describing the principal discussions at the Twenty-Fourth Plenary Meeting of the International Cotton Advisory Committee. The information contained in the report will be strictly used only by our internal staff.

With my best wishes,

Sincerely yours,

(N.M. UQUAII)  
Managing Director.

Mr. William Diamond,  
Director,  
Development Finance Companies,  
International Finance Corporation,  
1818 H Street, N.W.,  
Washington, D.C. 20433,  
(U.S.A.)
Received
GD FILES
Communications
1965 OCT 29 AM 3:36

[Handwritten text in Greek]

[Signature]

[Stamp]
October 21, 1965

Dr. Manuel Delgado Rovati
General Manager
C. A. Venezolana de Desarrollo
Apartado 1131
Chacao, Caracas
Venezuela

Dear Dr. Delgado:

I was delighted to see you here at the Conference of Development Finance Companies. I hope that the meetings proved as interesting and useful to you as they were to us.

There is one question that I intended to put to you at the Conference and that I would have asked, had time permitted, during the last session: that is, whether or not you had any objection to our distributing the descriptive memorandum on CAVENDES, to third parties, if the need should arise. I am not thinking of a widespread distribution; I would give copies on a case-to-case basis only to institutions or individuals who have a legitimate interest in a description of CAVENDES.

Incidentally, if you would like to have additional copies of the memorandum on CAVENDES please let us know how many so that we may arrange to send them to you.

With best personal regards,

Sincerely yours,

William Diamond
Director
Development Finance Companies

cc. Mr. Najin
WDiamond: RBBlondel:lg
October 27, 1965

Dr. Ernesto Páez
General Manager
C. A. Venezolana de Desarrollo
Apartado 12311
Caracas, Venezuela

Dear Mr. Páez:

I was delighted to see your name at the Conference of Development Finance Companies. I hope that the meetings prove an interesting and useful contribution to your work as a whole.

There is one observation that I intended to bring to your attention at the Conference and that I would like to make: that I am of the opinion that the Congress of the Developing Countries should be held in Latin America. This is because it is the only way of bringing together the representatives of the countries of Latin America who have a common interest in the development of their region.

Furthermore, if you would like to have additional information on the Congress of Latin America, I would be glad to provide it.

With best personal regards,

Sincerely yours,

William Dorman
Director
Development Finance Companies

cc: M.T. Reiter

WTM/001: R/1001
1550 DEC 22

COMMUNICATIONS
GIRDERS PRESS
RECEIVED
October 21, 1965

Dr. Guillermo Sanint Botero
Vice President
Corporacion Financiera de Caldas
Apartado Aereo 1660
Manizales, Colombia

Dear Dr. Sanint:

I was delighted to see you here at the conference of Development Finance Companies. I hope that the meetings proved as interesting and useful to you as they were to us.

There is one question that I intended to put to you at the conference and that I would have asked, had time permitted, during the last session: that is, whether or not you had any objection to our distributing the descriptive memorandum on CFC, to third parties, if the need should arise. I am not thinking of a widespread distribution; I would give copies on a case-to-case basis only to institutions or individuals who have a legitimate interest in a description of CFC.

Incidentally, if you would like to have additional copies of the memorandum on CFC please let us know how many so that we may arrange to send them to you.

With best personal regards,

Sincerely yours,

William Diamond
Director
Development Finance Companies

cc: Mr. Mejia
October 31, 1966

To: Controller General's Office

Subject: Report on Development Finance Committee

Dear Sir:

I was delighted to see your letter at the conference of Development Finance Committee. I hope that the meetings brought you as much pleasure as they did me.

I have to take the opportunity to inform you that I have received your letter regarding the forecast for projected income. I am confident that the forecast is realistic and that I will be able to present it to the Government. I am not surprised to learn that the forecast is based on the assumption that the Government will continue to support the project.

I understand that the project is of great importance to the country and that the Government has made a significant investment. I am confident that the project will be completed on time and will be of great benefit to the country.

With best professional regards,

[Signature]

[Name]

Director
Development Finance Committee

[Stamp: COMMUNICATIONS]

[Stamp: RECEIVED]

1966 OCT 22

[Stamp: GENERAL FEE]

[Stamp: 100]

[Stamp: Postal]

[Stamp: International]
October 21, 1965

Dear Gasem:

I hope that you have by now received the sets of documents which you asked us to mail back to you after the conference of development finance companies. They were sent to you by surface mail on October 15.

There is one question that I intended to put to you at the conference and that I would have asked, had time permitted, during the last session: that is, whether or not you had any objection to our distributing the descriptive memorandum on IMDBI to third parties, if the need should arise. I am not thinking of a widespread distribution; I would give copies on a case-to-case basis only to institutions or individuals who have a legitimate interest in a description of IMDBI.

Incidentally, if you would like to have additional copies of the memorandum on IMDBI, please let us know how many so that we may arrange to send them to you.

I was delighted to see you here at the conference. I hope that the meetings proved as interesting and useful to you as they were to us.

With best personal regards,

Sincerely yours,

William Diamond
Director
Development Finance Companies

Mr. A. Gasem Kheradjou
Managing Director
Industrial and Mining Development Bank of Iran
P.O. Box 1801
Tehran, Iran

PB

cc: Mr. Sekse
October 21, 1965

Dear Hashmukhbhai:

I hope that you have by now received the sets of documents which you asked us to mail back to you after the conference of development finance companies. They were sent to you by surface mail on October 15.

There is one question that I intended to put to you at the conference and that I would have asked, had time permitted, during the last session: that is, whether or not you had any objection to our distributing the descriptive memorandum on ICICI to third parties, if the need should arise. I am not thinking of a widespread distribution; I would give copies on a case-to-case basis only to institutions or individuals who have a legitimate interest in a description of ICICI.

Incidentally, if you would like to have additional copies of the memorandum on ICICI, please let us know how many so that we may arrange to send them to you.

I was delighted to see you here at the conference. I hope that the meetings proved as interesting and useful to you as they were to us.

With best personal regards,

Sincerely yours,

William Diamond
Director
Development Finance Companies

Mr. H.T. Parekh
General Manager
Industrial Credit and Investment Corporation of India Limited
163 Backbay Reclamation
Bombay 1, India

cc: Mr. Jeffries
October 21, 1965

Dear Dr. Neaman:

I hope that you have by now received the sets of documents which you asked us to mail back to you after the conference of development finance companies. They were sent to you by surface mail on October 15.

There is one question that I intended to put to you at the conference and that I would have asked, had time permitted, during the last session: that is, whether or not you had any objection to our distributing the descriptive memorandum on IDBI to third parties, if the need should arise. I am not thinking of a widespread distribution; I would give copies on a case-to-case basis only to institutions or individuals who have a legitimate interest in a description of IDBI.

Incidentally, if you would like to have additional copies of the memorandum on IDBI, please let us know how many so that we may arrange to send them to you.

I was delighted to see you here at the conference. I hope that the meetings proved as interesting and useful to you as they were to us.

With best personal regards,

Sincerely yours,

William Diamond
Director
Development Finance Companies

Dr. A. Neaman
Managing Director
Industrial Development Bank
of Israel Limited
113 Allenby Road
Tel Aviv, Israel

RBlondel/wDiamond/ry

cc: Mr. Jeffries
October 21, 1965

Dear James:

I hope that you have by now received the sets of documents which you asked us to mail back to you after the conference of development finance companies. They were sent to you by surface mail on October 15.

There is one question that I intended to put to you at the conference and that I would have asked, had time permitted, during the last session: that is, whether or not you had any objection to our distributing the descriptive memorandum on NIDB to third parties, if the need should arise. I am not thinking of a widespread distribution; I would give copies on a case-to-case basis only to institutions or individuals who have a legitimate interest in a description of NIDB.

Incidentally, if you would like to have additional copies of the memorandum on NIDB, please let us know how many so that we may arrange to send them to you.

I was delighted to see you here at the conference. I hope that the meetings proved as interesting and useful to you as they were to us.

With best personal regards,

Sincerely yours,

[Signature]

William Diamond
Director
Development Finance Companies

Mr. James S. Raj
General Manager
Nigerian Industrial Development Bank Limited
M & K House
96/102 Broad Street
P.O. Box 2357
Lagos, Nigeria
October 21, 1965

Dear Mr. Uquaili:

I hope that you have by now received the sets of documents which you asked us to mail back to you after the conference of development finance companies. They were sent to you by surface mail on October 15.

There is one question that I intended to put to you at the conference and that I would have asked, had time permitted, during the last session: that is, whether or not you had any objection to our distributing the descriptive memorandum on PICIC to third parties, if the need should arise. I am not thinking of a widespread distribution; I would give copies on a case-to-case basis only to institutions or individuals who have a legitimate interest in a description of PICIC.

Incidentally, if you would like to have additional copies of the memorandum on PICIC, please let us know how many so that we may arrange to send them to you.

I was delighted to see you here at the conference. I hope that the meetings proved as interesting and useful to you as they were to us.

With best personal regards,

Sincerely yours,

William Diamond
Director
Development Finance Companies

Mr. N.M. Uquaili
Managing Director
Pakistan Industrial Credit and Investment Corporation Limited
P.O. Box 5080
Karachi, Pakistan

cc: Mr. Sekse
Dear Mr. Benkirane:

I was delighted to see you here at the conference of development finance companies. I hope that the meetings proved as interesting and useful to you as they were to us.

There is one question that I intended to put to you at the conference and that I would have asked, had time permitted, during the last session: that is, whether or not you had any objection to our distributing the descriptive memorandum on BNDE to third parties, if the need should arise. I am not thinking of a widespread distribution; I would give copies on a case-to-case basis only to institutions or individuals who have a legitimate interest in a description of BNDE.

Incidentally, if you would like to have additional copies of the memorandum on BNDE, please let us know how many so that we may arrange to send them to you.

With best personal regards,

Sincerely yours,

William Diamond
Director
Development Finance Companies

Mr. Mohamed Benkirane
Director General
Banque Nationale pour le Developpement Economique
Boite Postale 407
Rabat, Morocco
October 21, 1965

Dear Dr. Teufenstein:

I hope that you have by now received the sets of documents which you asked us to mail back to you after the conference of development finance companies. They were sent to you by surface mail on October 15.

There is one question that I intended to put to you at the conference and that I would have asked, had time permitted, during the last session: that is, whether or not you had any objection to our distributing the descriptive memorandum on IVK to third parties, if the need should arise. I am not thinking of a widespread distribution; I would give copies on a case-to-case basis only to institutions or individuals who have a legitimate interest in a description of IVK.

Incidentally, if you would like to have additional copies of the memorandum on IVK, please let us know how many so that we may arrange to send them to you.

I was delighted to see you here at the conference. I hope that the meetings proved as interesting and useful to you as they were to us.

With best personal regards,

Sincerely yours,

William Diamond
Director
Development Finance Companies

Dr. Wilhelm Teufenstein
Member of Managing Board
Oesterreichische Investitionskredit, A.G.
Am Hof 4
Vienna 1, Austria

cc: Mr. Jeffries
October 21, 1965

Dear Baha Sey:

I hope that you have by now received the sets of documents which you asked us to mail back to you after the conference of development finance companies. They were sent to you by surface mail on October 15.

There is one question that I intended to put to you at the conference and that I would have asked, had time permitted, during the last session: that is, whether or not you had any objection to our distributing the descriptive memorandum on TSKB to third parties, if the need should arise. I am not thinking of a widespread distribution; I would give copies on a case-to-case basis only to institutions or individuals who have a legitimate interest in a description of TSKB.

Incidentally, if you would like to have additional copies of the memorandum on TSKB, please let us know how many so that we may arrange to send them to you.

I was delighted to see you here at the conference. I hope that the meetings proved as interesting and useful to you as they were to us.

With best personal regards,

Sincerely yours,

William Diamond
Director
Development Finance Companies

Mr. Bahaeddin Kayalioglu
Assistant General Manager
Industrial Development Bank of Turkey
P.O. Box 17
Galata
Istanbul, Turkey

cc: Mr. Jeffries

William Diamond
RBlondellibda
October 31, 1965

Dear Mr. Krejci,

I hope that you have enjoyed the visit to our conference at the University of Minnesota. I want to extend my thanks to all the participants for their valuable contributions.

I am especially interested in the discussions that took place during the conference. I found the presentations on the latest research in finance and economics particularly insightful. I am currently working on a project that relates to some of the topics covered at the conference, and I believe that the information and insights shared will be very helpful.

I am looking forward to our next meeting in October. I want to make sure that we have sufficient time to cover all the topics we discussed.

I am grateful for the opportunity to attend the conference and to meet with you and other participants. I hope that the meeting was as interesting and meaningful to you as it was to me.

With best personal regards,

William E. Diamond
Director
Development Finance Committee

Mr. Krejci
Assistant General Manager
Industrial Development Bank of Turkey
P.O. Box 118
Ataköy
Istanbul, Turkey

1965 Oct 22 AM 11:26
October 21, 1965

Dear Mr. Marzo:

I hope that you have by now received the sets of documents which you asked us to mail back to you after the conference of development finance companies. They were sent to you by surface mail on October 15.

There is one question that I intended to put to you at the conference and that I would have asked, had time permitted, during the last session: that is, whether or not you had any objection to our distributing the descriptive memorandum on BANDESCO to third parties, if the need should arise.

I am not thinking of a widespread distribution; I would give copies on a case-to-case basis only to institutions or individuals who have a legitimate interest in a description of BANDESCO.

Incidentally, if you would like to have additional copies of the memorandum on BANDESCO, please let us know how many so that we may arrange to send them to you.

I was delighted to see you here at the conference, I hope that the meetings proved as interesting and useful to you as they were to us.

With best personal regards,

Sincerely yours,

William Diamond
Director
Development Finance Companies

Sr. Don Jose Maria Marzo Churruca
Director General
Banco del Desarrollo Economico Espanol
Apartado de Correos 50460
Principe 12
Madrid, Spain

cc: Mr. Jeffries

RBlondelx:WDiamond
Dear Mr. Wagner:

I hope that you have by now received the notice of conference with myrequest to meet at the conference and that I would have read, and I hope that you would have read it. I have been unable to attend the conference and am unable to participate in the conference meetings.

I am not planning any travel or expenditure in connection with the conference, and am therefore unable to participate in any travel or expenditure in connection with the conference.

I would like to know your plans for the conference and would be grateful to see you before the conference.

I hope that the weather is favorable and that you are well.

With best personal regards,

[Signature]

Walter Wagner

Manager

Development Finance Company

1955 Oct 22 AM: 1:30
October 21, 1965

Dear Seppo:

I hope that you have by now received the sets of documents which you asked us to mail back to you after the Conference of Development Finance Companies. They were sent to you by surface mail on October 15.

There is one question that I intended to put to you at the Conference and that I would have asked, had time permitted, during the last session: that is, whether or not you had any objection to our distributing the descriptive memorandum on the Industrial Fund of Finland, to third parties, if the need should arise. I am not thinking of a widespread distribution; I would give copies on a case-to-case basis only to institutions or individuals who have a legitimate interest in a description of IFF.

Incidentally, if you would like to have additional copies of the memorandum on IFF, please let us know how many so that we may arrange to send them to you.

I was delighted to see you here at the Conference. I hope that the meetings proved as interesting and useful to you as they were to us.

With best personal regards,

Sincerely yours,

William Diamond
Director
Development Finance Companies

Mr. Seppo Kontinen
General Manager
Teollistamisrahasto Oy
Lonnrotinkatu 13
Helsinki, Finland

cc. Mr. Jeffries
October 27, 1965

Dear [Name],

I hope that you have had your share of the Conference. I am sorry to hear that you are not able to attend the Conference on October 27. I regret that I have not been able to attend the Conference personally, but I am sending you this letter to express my concern and to offer my assistance.

I understand that you are interested in the Conference on October 27. I am writing to express my interest in the Conference and to offer my assistance. I hope that you will be able to attend the Conference and that you will find it informative.

I am enclosing a copy of the minutes of the Conference for your information. I hope that you will find it informative.

I look forward to hearing from you.

Sincerely,

William D. McManus
Director
Development Finance Committee

Mr. Robert J. Connelly
General Manager
Tollroad Improvement

Herald Tribune

cc: Mr. J. Fleming

ADM: 10:01 10:02 AM 11:01 26

CONFIDENCE
GENERAL PRESS
RECEIVED
October 21, 1965

Mr. Paul F. Blanc
Managing Director
Banque Ivoirienne de Developpement
Industriel
B. P. 1470
Abidjan, Ivory Coast

Dear Mr. Blanc:

I was delighted to see you here at the conference of Development Finance Companies. I hope that the meetings proved as interesting and useful to you as they were to us.

There is one question that I intended to put to you at the conference and that I would have asked, had time permitted, during the last session: that is, whether or not you had any objection to our distributing the descriptive memorandum on BIDI, to third parties, if the need should arise. I am not thinking of widespread distribution; I would give copies on a case-to-case basis only to institutions or individuals who have a legitimate interest in a description of BIDI.

Incidentally, if you would like to have additional copies of the memorandum on BIDI please let us know how many so that we may arrange to send them to you.

With best personal regards,

Sincerely yours,

William Diamond
Director
Development Finance Companies

cc: Mr. Sekse
October 5th, 1965

Mr. Frank J. Mome

Manager, Information Development

Computer

Mr. Fred Smith

President, Northern

Development Finance Corporation

I hope that the meeting brought

an interesting and useful meeting to you as great man to me

I have a question as to you will be at the conference or

a meeting and that I may have some concept of

keeping the last session. That is not to mean any

vexation of the computer or the scientific terminology of the

R&D. I am not mindful of the use of the words, I mean the meaning of the

computer as a case-to-case

interest in a computer of mine

interested in the computer to have satisfactory output

if you would like to have satisfactory output

of the computer or my store. Let me know when to start

and I will send you some dope on how


Secretary Berger

Walter B. Fallone

President

Development Finance Corporation

cc: Mr. Mome

1965 OCT 22 AM 11:26
Dear Mr. Parker:

I hope that you have by now received the sets of documents which you asked us to mail back to you after the conference of development finance companies. They were sent to you by surface mail on October 15.

There is one question that I intended to put to you at the conference and that I would have asked, had time permitted, during the last session: that is, whether or not you had any objection to our distributing the descriptive memorandum on LBIDI, to third parties, if the need should arise. I am not thinking of a widespread distribution; I would give copies on a case-to-case basis only to institutions or individuals who have a legitimate interest in a description of LBIDI.

Incidentally, if you would like to have additional copies of the memorandum on LBIDI, please let us know how many so that we may arrange to send them to you.

I was delighted to see you here at the conference. I hope that the meetings proved as interesting and useful to you as they were to us.

With best personal regards,

Sincerely yours,

William Diamond
Director
Development Finance Companies

Mr. P. Clarence Parker
General Manager
Liberian Bank for Industrial Development and Investment
P.O. Box 547
Monrovia, Liberia

cc: Mr. Mathew

RBlondel:mr
Dear Mr. Parent:

I hope that you have now received the note of
confirmation which you have asked me to mail back to you after the
conference of the Development Finance Committee. This was sent
to you by Mr. Parent with an envelope.

There is one discussion point I intended to bring to your
notice at the conference and that is the subject of not
memorandum No. 5. I should like to bring to your
attention that I am not a consultant and therefore
have no personal interest in the
memorandum of June 12. I am
merely a witness of the
memorandum. I should like to offer
some comments on the
memorandum which I believe
are of interest.

Minister of Finance

Walter D. Johnson
Director
Development Finance Committee

P. O. Box 21
Montreal

Mr. G. White
Secretary

1959 Oct 22
ML: 26
October 21, 1965

Dear Kraisri:

I need hardly say that we missed you at the conference of development finance companies which took place last week. It proved to be a most interesting experience.

I thought you might like to have a set of the documents which were distributed to the participants. Here it is. Incidentally, if you have any need for additional copies of the descriptive memorandum on IFCT, please let me know how many and I will arrange to send them to you.

I would very much like to know if you have any objection to our distributing the memorandum on IFCT, to third parties, if the need should arise. I am not thinking of a widespread distribution; I would give copies on a case-to-case basis only to institutions or individuals who have a legitimate interest in a description of IFCT. I hope that you will agree with this plan.

With best personal regards,

Sincerely yours,

William Diamond
Director
Development Finance Companies

Encls.

Mr. Kraisri Nimanahaeminda
General Manager
Industrial Finance Corporation
of Thailand
491 Silom Road
Bangkok, Thailand
Dear Melba,

I received your letter dated October 22nd, 1965. I am glad to hear from you and I hope you and your family are well.

I have been in touch with the authorities regarding your request. I will keep you updated on the progress.

Best regards,

[Signature]

[Office Stamp]
October 21, 1965

Dear Ting:

I hope that you have by now received the sets of documents which you asked us to mail back to you after the Conference of Development Finance Companies. They were sent to you by air cargo on October 20.

There is one question that I intended to put to you at the Conference and that I would have asked, had time permitted, during the last session: that is, whether or not you had any objection to our distributing the descriptive memorandum on PDCP, to third parties, if the need should arise. I am not thinking of a widespread distribution; I would give copies on a case-to-case basis only to institutions or individuals who have a legitimate interest in a description of PDCP.

Incidentally, if you would like to have additional copies of the memorandum on PDCP, please let us know how many so that we may arrange to send them to you.

I was delighted to see you here at the Conference. I hope that the meetings proved as interesting and useful to you as they were to us.

With best personal regards,

Sincerely yours,

William Diamond
Director
Development Finance Companies

Mr. Vicente R. Jayme
Executive Vice President
Private Development Corporation
of the Philippines
CBTC Building
Ayala Avenue, Makati, Rizal
Manila, The Philippines

cc. Mr. Mathew

WDiamond:RBlondel:lg
October 31, 1960

Dear [Name],

I hope this shows you how pleased I am receiving the news of your appointment as the new head of the Development Finance Corporation. This news came as a surprise to us.

There is one item which I intended to bring to your attention regarding the conference I attended last week. I am enclosing a summary of the discussions that took place. It is not comprehensive, but it does give an idea of the current situation of Development Finance Corporation.

I am also enclosing a schedule of our meetings for the next few weeks. Please let us know if you want to make any changes.

I am happy to see you play a significant role at the conference. I hope that the meeting brings us together and we can work towards a common goal.

With best personal regards,

[Signature]

[Name]

[Title]

[Organization]

[Address]

[Phone]

CC: [Name]

1965 Oct 22

[Reference]
October 21, 1965

Mr. Felix S. Y. Chang  
President  
China Development Corporation  
181-5 Chung Shan Road N., Section 2  
Taipei, Taiwan  
Republic of China  

Dear Felix:

I was delighted to see you here at the Conference of Development Finance Companies. I hope that the meetings proved as interesting and useful to you as they were to us.

There is one question that I intended to put to you at the Conference and that I would have asked, had time permitted, during the last session: that is, whether or not you had any objection to our distributing the descriptive memorandum on CDC, if the need should arise. I am not thinking of widespread distribution; I would give copies on a case-to-case basis only to institutions or individuals who have a legitimate interest in a description of CDC.

Incidentally, if you would like to have additional copies of the memorandum on CDC please let us know how many so that we may arrange to send them to you.

With best personal regards,

Sincerely yours,

William Diamond  
Director  
Development Finance Companies

cc. Mr. Mathew

WDiamond:RBlondel:lg
Mr. Felix Y. Young
President
China Development Corporation
1185 Grant Street, Room 500
Section S
Tibetan, Tibet
Republic of China

Dear Felix:

I was delighted to see you here at the Conference of Development Finance Committees. I hope that the meeting proved as interesting and useful to you as it proved useful to us.

There is one question that I noted at the Conference and that I would like to have further clarified. What is the exact amount of the assistance that this Committee makes available to ODC?

In light of this, I intend to write the Department of State only to inform it of developments in relation to ODC that are of interest to a Committee on ODC.

In conclusion, if you would like to have additional copies of the memorandum on ODC please let me know and I will see that we may arrange to send them to you.

With best personal regards,

Sincerely yours,

W. E. Mizon
Director
Development Finance Committee

cc. Mr. Mallett

Memorandum: Reference: 26

1965 Oct 22 AM 11:26
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**Remarks:**

From: IFC Files
Our Ref: 100/003

20th October, 1965.

Mr. William Diamond,
Director,
Development Finance Companies,
International Finance Corporation,
1818 H Street, N.W.,
Washington D.C.,
U.S.A.

Dear Bill,

Thanks very much for your letter of September 24 enclosing a copy of the IBRD memorandum on the Twenty-Fourth Plenary Meeting of the International Cotton Advisory Committee.

With kind regards,

Yours sincerely,

James S. Raj
General Manager.
NIGERIAN INDUSTRIAL DEVELOPMENT BANK LIMITED
M & K HOUSE,
371010 BROAD STREET,
LAGOS
P.O. BOX 2257

20TH OCTOBER, 1965

Out Ref: 100/003

Mr. William Dimond
Director
Development Finance Companies
International Finance Corporation
1218 H Street, N.W.
Washington D.C.

Dear Mr. Dimond,

Thank you very much for your letter of September 24 enclosing a copy of the IFC memorandum on the Twenty-Fourth Plenary Meeting of the International Cotton Advisory Committee.

With kind regards,

Yours sincerely,

James E. Keat
General Manager

1965 OCT 25 AM 9:16

COMMUNICATIONS
GENERAL FAX RECEIVED
MEMBER OF THE LAGOS STOCK EXCHANGE
October 14, 1965

Dear Dan:

Many thanks for your letters of September 29 and October 8. First of all I would like to apologize for being unable to see both you and Janssens when you visited me last week. The whole week following the Annual Meeting was really hectic with us, coming just before our conference of development finance companies. However it is all over now.

I am glad to learn that steady progress is being made with the Directory. I also appreciate very much your permission to distribute your paper "The Current Status of Research on Development Finance Institutions" to the development finance companies with which we are associated. Upon receipt of the copies mentioned in your letter of September 29 we shall circulate them.

With best regards,

Sincerely yours,

William Diamond
Director
Development Finance Companies

Mr. J. D. Nyhart
Massachusetts Institute of Technology
Alfred P. Sloan School of Management
50 Memorial Drive
Cambridge
Massachusetts, 02139

HH3hnmphm
October 17, 1972

Dear Jim:

Many thanks for your letter of September 28, May 1972.

I'm afraid I won't make it to the Organizing Convention this year, but your paper on the need for a National Organizing Committee (N.O.C.) is very interesting, and I hope you will be able to work with the American Finance Committee on this matter.

It is very important to me that the Finance Committee's role in the Organizing Convention be clearly defined. I have discussed this issue with the Finance Committee, and we have decided to recommend to the National Organizing Committee the following changes in the N.O.C.'s role:

1. The Finance Committee should have primary responsibility for the financial aspects of the Organizing Convention.
2. The Finance Committee should be responsible for the preparation of a detailed budget for the convention.
3. The Finance Committee should be responsible for the collection and disbursement of funds raised for the convention.
4. The Finance Committee should be responsible for the preparation of financial reports for the Organizing Convention.

I believe that these changes will help ensure that the Organizing Convention is financially sound and that the funds raised are used effectively.

Please let me know if you have any questions or concerns about these recommendations.

Sincerely yours,

[Signature]

William Haynes
Director
Development Finance Committee

[Signature]
October 14, 1965

Dear Herb:

We circulate from time to time among the development finance companies with which the World Bank group is associated, material likely to interest them. This is part of our efforts to keep these companies abreast of theoretical as well as operational matters in the development financing fields. It occurs to us that your paper with Mr. Burns entitled Development Banking Bibliography, dated February 12, 1963, may be of interest to them.

Dan Nyhart kindly provided us with 25 copies of the bibliography. May we have your permission for the distribution? Would you also be good enough to tell me how we can get Mr. Burns' permission?

With kind regards,

Sincerely yours,

Robert F. Skillings
Deputy Director
Development Finance Companies

Mr. Herbert Stein
601 East Philadelphia Street
York, Pennsylvania
Ref. No. RD/69/65/1257

Mr. William Diamond,
Director,
Development Finance Companies,
International Finance Corporation,
1818 H Street, N.W.,
WASHINGTON, D.C. 20433.
(U.S.A.)

Dear Sir,

We thank you for your letter of the 24th September, 1965 enclosing the report of the Twenty-Fourth Plenary Meeting of the International Cotton Advisory Committee (ICAC).

As desired, we have also noted that the relevant reports is for internal staff use within this Organization and not to be published or attributed to the World Bank.

Thanking you,

Yours faithfully,

(S.S.A. MOUDUD)
CHIEF TECHNICAL ADVISER.
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Remarks:

From: IFC Files, Room 236
October 7, 1965

Mr. William Diamond
International Finance Corporation
1818 H Street
N. W. Washington, D. C. 20433
U. S. A.

Dear Mr. Diamond:

This is to acknowledge, on behalf of Mr. Vicente R. Jayme who is now in Washington, receipt of a copy of a report on the Twenty-Fourth Plenary Meeting of the International Cotton Advisory Committee (ICAC).

We are sure that the report will be very valuable to us, and we thank you for sending us a copy.

Very sincerely yours,

NARCISO A. FERRER
Assistant Vice President

NAF:pr
October 5, 1965

Mr. William Diamond
International Finance Corporation
1818 H Street
N.W. Washington, D.C. 20433
U.S.A.

Dear Mr. Diamond:

This is to acknowledge receipt of a copy of the report on the Twenty-Fourth Plenary Meeting of the International Cotton Advisory Committee (ICAC).

We are sure that the report will be very valuable to us and we thank you for sending us a copy.

Very sincerely yours,

Narciso A. Termer
Assistant Vice President

NAF: PR

1945 YEARLY REPORT OF THE BOARD OF DIRECTORS OF THE PRIVATE DEVELOPMENT CORPORATION OF THE PHILIPPINES

AYALA AVENUE, MAKATI, METRO MANILA
Mr. William Diamond  
Director  
Development Finance Companies  
International Finance Corporation  
1816 H Street, N.W.  
Washington, D. C. 20433  
U. S. A.

No. A. 1020/2508  
October 4, 1965

Dear Mr. Diamond:

This serves to acknowledge with many thanks the receipt of the documents enumerated in your letter to our General Manager of September 3. Indeed, we found the studies therein contained very informative and valuable, especially those dealing with discussions on project appraisal work.

May we also take this opportunity to put here on record our sincere appreciation, on behalf of our General Manager, for your cooperation and best efforts to guide IFCT along the path of progress.

Best regards,

Yours sincerely,

P. Prabhailakshana  
Asst. General Manager  
(Officiating)

PP:pt
DEAR MR. DEMPSEY:

I am pleased to acknowledge receipt of the accompanying memorandum to your letter of October 6, 1935. I understand that you have made the following general statement:

"The situation with regard to the company's activities is as follows:

We are still working hard on the project and have made good progress."

I should like to express my appreciation for your cooperation and ask that you keep me informed of any further developments.

Yours sincerely,

[Signature]

P. H. Hrabowski
Assistant General Manager
(Official Copy)
No. A. 1018/2508

October 4, 1965

Mr. William Diamond
Director
Development Finance Companies
International Finance Corporation
1818 H Street, N.W.
Washington, D. C. 20433

Dear Mr. Diamond:

In the absence of the General Manager, I write to thank you on his behalf for a copy of the Report on the Twenty-Fourth Plenary Meeting of the International Cotton Advisory Committee held in Washington on May 17 - June 3, 1965 which you kindly forwarded to him with your letter of September 24.

We have also taken note of your request that this paper is for internal use within our organisation and its findings should not be published or attributed to the World Bank.

With kind regards,

Yours sincerely,

P. Prabhailakshana
Asst. General Manager
(Officiating)

PP: pt
October 6, 1968

Mr. William microscope
Director, Finance Development Finance Corporation
International Finance Cooperation
1918 H Street, N.W.
Washington, D.C. 20578

Dear Mr. Manager:

In the absence of the General Manager, I write to thank you on his behalf for a copy of the report on the Twenty-Fourth Plenary Meeting of the International Coffee Advisory Committee held in Washington on May 7-9, 1967, which you kindly forwarded to him with your letter of September 26.

I also have in mind the recent publication of the report of the Executive Committee and the Financial Section not to be published or attached to the World Bank.

Yours sincerely,

[Signature]

P. Prasertkachorn
Acting General Manager
(Official Copy)

P: 3935 2-C 431-6
Mr. William Diamond,
Director,
Development Finance Companies,
International Finance Corporation,
1818 H Street, N.W.
Washington, D.C. 20433.

1st October, 1965.

Dear Bill,

In the absence of Mr. Svoboda, I wish to acknowledge with thanks the receipt of your letter of September 24, enclosing a report describing the principal discussions at the Twenty-Fourth Plenary Meeting of the International Cotton Advisory Committee (ICAC) held in Washington May 17 - June 3, 1965.

Yours sincerely,

LEE SOONLEE
Secretary/C.A.O.
Dear Mr. William Dismoy,

Director,

Development Finance Companies
International Finance Corporation
18th H Street, N.W.
Washington, D.C. 20433.

I wish to acknowledge receipt of your letter of September 3, enclosing a report regarding the principal discussions at the Twenty-Fourth Plenary Meeting of the International Cotton Advisory Committee (ICAC), held in Washington, May 17 - June 3, 1965.

Yours sincerely,

[Signature]

Secretary, A.O. 1965

[Stamp: 1965 Oct 5, A.O. 842]
Dear Mr. Diamond,

Thank you once again for your kindness in sending me a copy of the report describing the principal discussions at the Meeting of the International Advisory Committee, which I have received in due time.

With best wishes,

Yours sincerely,
Madrid, 1st October 1965

Mr. William Diamond
Director
Development Finance Company
International Finance Corporation
18th Street
Washington D.C.

Dear Mr. Diamond,

Thank you once again for your kindness in sending me a copy of the report prepared by the Principal Advisers of the Meeting of the International Advisory Committee, which I have received in the meantime.

With best wishes,

Yours sincerely,

[Signature]
October 1, 1965

Mr. William Diamond
Director
Development Finance Companies
International Finance Corporation
1818 H Street, N. W.
Washington, D. C. 20433

Dear Mr. Diamond:

We have received your letter of September 24 and the enclosed report on the Twenty-Fourth Plenary Meeting of the International Cotton Advisory Committee (ICAC) for which we express our thanks. Please rest assured that the report will be used only for internal staff within our organization.

With best regards,

Sincerely yours,

TURKIYE SINAI KALKINMA BANKASI A. S.
Mr. William Diamond  
Director  
Development Finance Companies  
International Finance Corporation  
1818 H Street, N. W.  
Washington D. C. 20433

My dear Diamond,

Please refer to your letter dated September 3, addressed to Parekh who had, by the time the letter was received, left for San Francisco. I have to thank you for sending us the four documents referred to in the letter. I hope to go through Prof. Nyhart's study on professionalism in development banking which I am sure would be very rewarding. Chari had spoken highly of Prof. Nyhart's course at EDI. Recently we have also been in communication with him concerning the directory of development banks he is preparing for OECD.

I am also obtaining for the Indian Investment Centre material relating to the catalogue of investment information brought out by the United States Agency for International Development.

I would like to mention that Industrial India, a leading industrial journal in Bombay, is bringing out a supplement on ICICI’s impact on the Indian economy. The journal is collecting information from various companies assisted by ICICI. We are also co-operating by giving it relevant material.

You must be very busy with the annual meetings of the Bank and IFC as also with the forthcoming Conference of Executives of Development Finance Companies. It was very kind of you to think of sending us the material in the midst of your other preoccupations. We are always interested in such material and trust you will continue to do so in future also.

With best wishes and kind regards,

Yours sincerely,

(G. L. Mehta)
Concerning the Director's comments on the proposed draft of the letter I received this morning. I would like to proceed with the following points:

1. I agree with the Director's observation that the proposed draft is clear and concise. It effectively conveys the information required without unnecessary details.
2. The Director's suggestion to remove the paragraph on the economic aspects is well-taken. It aligns with the overall objective of the letter.
3. Regarding the paragraph on the benefits of the project, the Director's concern about the repetition is valid. I have reviewed it and will revise it to ensure clarity and conciseness.

I look forward to your feedback on the revised draft. Please let me know if you have any further comments or suggestions.

Best regards,

[Signature]
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**REMARKS**

Fine!

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<td>Mr. Stein:</td>
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**REMARKS**

Worried there be a copyright problem in sending this to our 20 associated offices? Yes. R

From Ms. Skillings
September 29, 1965

Mr. William Diamond, Director  
Development Finance Companies  
International Finance Corporation  
1818 H Street, N.W.  
Washington, D.C. 20433

Dear Bill:

I had a cable the other day from Edmond Janssens  
saying that he had only now received my request to send  
you copies of the paper I had done for the Development Centre. He of course approved of the idea.

I will have a multilith run and will get copies to you as soon as possible. Bob asked recently about the note in the Stein-Burns bibliography that I sent you about distribution without the author's permission. I think that you can take it in this case that that permission is granted.

I hope your meetings are going well.

Very best regards,

J. D. Nyhart

JDN:nl
September 21, 1965

Dear James:

The World Bank was represented at the Twenty-Fourth Plenary Meeting of the International Cotton Advisory Committee (ICAC) held in Washington May 17 - June 3, 1965, and a report has been prepared describing the principal discussions at the meeting. I am herewith enclosing a copy.

As in the case of other commodity reports prepared in the World Bank which I have sent you, this paper is made available only for internal staff use within your organization and its findings should not be published or attributed to the World Bank.

With best wishes,

Yours sincerely,

William Diamond
Director
Development Finance Companies

Encl.

Mr. James S. Raj
General Manager
Nigerian Industrial Development Bank Limited
M. & K. House
96/102 Broad Street
Lagos, Nigeria
Subject: Sep 27

Dear Member:

The World Bank was represented at the Tenth General Meeting
Meeting of the International Cotton Advisory Committee (ICAC) held
in Paris on June 16, 1966, and a report has been prepared
analyzing the principal discussions of the meeting. I am pleased to
enclose a copy.

As in the case of other commodity boards, property in the World
Bank, which I have sent you, this report is to be available only to
International Cotton Advisory Board organization and its members.

Not to be reproduced or attributed to the World Bank.

With best wishes,

Yours sincerely,

[Signature]

MM: FRM

Director
Development Finance Corporation

[Inscribed]

Mr. James S. Not
General Manager
Inter-American Finance Development Bank Limited
M.R.A. House
P.O. Box 5500
Panama, Republic of Panama

1966 SEP 27 IN GUA

[Hamburg Address: Inter-American Development Bank, M.R.A. House, Panama, Republic of Panama]
September 21, 1965

My dear Mr. Benkirane:

The World Bank was represented at the Twenty-Fourth Plenary Meeting of the International Cotton Advisory Committee (ICAC) held in Washington May 17 - June 3, 1965, and a report has been prepared describing the principal discussions at the meeting. I am herewith enclosing a copy.

As in the case of other commodity reports prepared in the World Bank which I have sent you, this paper is made available only for internal staff use within your organization and its findings should not be published or attributed to the World Bank.

With best wishes,

Yours sincerely,

William Diamond
Director
Development Finance Companies

Encl.

Mr. Mohamed Benkirane
Director General
Banque Nationale pour le Développement Économique
Boîte Postale 407
Rabat, Morocco

cc: Messrs. Kamarek, Hanch
September 2, 1965

The report title, "Inter-Agency Committee on Family Planning," was the focus of the meeting of the Inter-Agency Committee on Family Planning (IACF) held on September 2, 1965. The report has been prepared to determine the priority of the meeting. I am preparing a copy of the report for the Inter-Agency Committee on Family Planning.

As to the case of other communities' knowledge reported in the world.

In the case of the Inter-Agency Committee, your report is not applicable to all people. We have sent your report to the Inter-Agency Committee and the United Nations.

Your sincerely,

[Signature]

WILLIAM MCMANUS
Director General
Development Finance Corporation

[Stamp]

[Stamp]
September 21, 1965

Dear Mr. Blanc:

The World Bank was represented at the Twenty-Fourth Plenary Meeting of the International Cotton Advisory Committee (ICAC) held in Washington May 17 - June 3, 1965, and a report has been prepared describing the principal discussions at the meeting. I am herewith enclosing a copy.

As in the case of other commodity reports prepared in the World Bank which I have sent you, this paper is made available only for internal staff use within your organization and its findings should not be published or attributed to the World Bank.

With best wishes,

Yours sincerely,

[Signature]

William Diamond
Director
Development Finance Companies

Encl.

Mr. P. F. Blanc
Managing Director
Banque Ivoirienne de Developpement Industrial
Boite Postale 11470
Abidjan, Ivory Coast

cc: Messrs. Kamark, Hanh
encies that have been affected in any way by the

injuries or the program of treatment. The report on these injuries, although a

comprehensive one, may not be sufficient. The recommendations of the

committee, I believe, should be more comprehensive and

practical. I suggest that the report on these injuries be

detailed in the following manner:

1. A comprehensive review of the treatment program,

2. A detailed analysis of the injuries, including their

causes and effects,

3. Recommendations for further treatment and

prevention.

Yours faithfully,

[Signature]
September 24, 1965

Excellency:

The World Bank was represented at the Twenty-Fourth Plenary Meeting of the International Cotton Advisory Committee (ICAC) held in Washington May 17 - June 3, 1965, and a report has been prepared describing the principal discussions at the meeting. I am herewith enclosing a copy.

As in the case of other commodity reports prepared in the World Bank which I have sent you, this paper is made available only for internal staff use within your organization and its findings should not be published or attributed to the World Bank.

With best wishes,

Yours sincerely,

William Diamond
Director
Development Finance Companies

Encl.

His Excellency
Ato Araya Ogbagay
Managing Director
Development Bank of Ethiopia
P.O. Box 1900
Addis Ababa, Ethiopia

cc: Messrs. Kamroek, Bank
September 6, 1956

Excerpts:

The World Bank was represented at the January-February Meeting of the International Cotton Advisory Committee (ICAC) held in Washington, DC, in January. The meeting was attended by representatives of the World Bank, and a report has been prepared summarizing the proceedings of the meeting. It is premature to state with certainty if the conference was successful. In the case of other commodity agreements, the World Bank is engaged in the negotiations for a new agreement.

Yours sincerely,

[Signature]

William McLaren
Director
Development Finance Committee

抄送

Development
Finance
Committee

Knot

[Postmark: 1655 SEP 27 11:00]
September 21, 1965

Dear Gasem:

The World Bank was represented at the Twenty-Fourth Plenary Meeting of the International Cotton Advisory Committee (ICAC) held in Washington May 17 - June 3, 1965, and a report has been prepared describing the principal discussions at the meeting. I am herewith enclosing a copy.

As in the case of other commodity reports prepared in the World Bank which I have sent you, this paper is made available only for internal staff use within your organization and its findings should not be published or attributed to the World Bank.

With best wishes,

Yours sincerely,

William Diamond
Director
Development Finance Companies

Encl.

Mr. A. Gasem Kheradjou
Managing Director
Industrial and Mining Development
Bank of Iran
20b, Boulevard Karaj
Tehran, Iran
Dear Colonel,

The report of the Information Officer Advisory Committee (IOAC) and the 1965 IREP and a report on the procedures for the presentation of the report I as per attached copy.

The purpose of the attached copy is to make the report available to you for your information and for your consideration.

Yours sincerely,

[Signature]

ATTLEF AMMON
Director
Development Finance Committee

[Note]

Mr. A. Chess Information
Headquarters
Ministry of Finance
Department of Economic
South Africa

Temperature: 1965

[Date]

[Location]
September 24, 1965

Dear Senor Marzo:

The World Bank was represented at the Twenty-Fourth Plenary Meeting of the International Cotton Advisory Committee (ICAC) held in Washington May 17 - June 3, 1965, and a report has been prepared describing the principal discussions at the meeting. I am herewith enclosing a copy.

As in the case of other commodity reports prepared in the World Bank which I have sent you, this paper is made available only for internal staff use within your organization and its findings should not be published or attributed to the World Bank.

With best wishes,

Yours sincerely,

William Diamond
Director
Development Finance Companies

Encl.

Sr. Don Jose Maria Marzo Churrueca
Director General
Banco del Desarrollo Economico Espanol
Apartado de Correos 501460
Princiipe 12
Madrid, Spain

cc: Messrs. Kamarck, Jeffries

BNSM4/RFSkillings:pm
September 5th, 1965

Dear General Director:

The World Bank was represented at the Twenty-Third Plenary Meeting of the International Cotton Advisory Committee (ICAC) held in Washington, May 19-22, 1965. A report has been prepared on the recommendations of the meeting. I am pleased to enclose a copy.

As in the case of other commodity import programs in the World Bank, we have relied on these reports to make estimates only for internal use to support our organization and the guidelines issued.

However, we are interested in any assistance to the World Bank. (With best wishes)

Yours sincerely,

MITCHELL J. BRADLEY
Director
Development Finance Committee

Note:

A new set of rates for Long-Term Contracts in the Director General
Has been submitted to Economic Department.
A proposal for contract 0200
Preliminary plan of
Maintenance of

Cc: Messrs. Kammerer, Gittelston,

1500 SEP 27 PM 8:05
September 24, 1965

Dear Mr. Konttininen:

The World Bank was represented at the Twenty-Fourth Plenary Meeting of the International Cotton Advisory Committee (ICAC) held in Washington May 17 - June 3, 1965, and a report has been prepared describing the principal discussions at the meeting. I am herewith enclosing a copy.

As in the case of other commodity reports prepared in the World Bank which I have sent you, this paper is made available only for internal staff use within your organization and its findings should not be published or attributed to the World Bank.

With best wishes,

Yours sincerely,

William Diamond
Director
Development Finance Companies

Encl.

Mr. Seppo Konttininen
General Manager
Teollistamisrahasto Oy
Lomrotinkatu 13, V krs.
Helsinki, Finland

cc: Messrs. Kamarch, Jeffries
September 1982

Dear Mr. Konitzman,

The World Bank was represented at the Twenty-First Plenary Meeting of the International Cotton Advisory Committee (ICAC) held in Abidjan, Cote d'Ivoire, on 1-3 July 1982. Copies of the ICAC Plenary Meeting Proceedings were distributed at the meeting on request. I am now sending copies of the meeting's proceedings to you.

As in the case of other communications between the Bank and your office, I have sent you this letter to make available only for informational purposes your organization and the public.

Yours sincerely,

[Signature]

Mr. Konitzman
Assistant Manager
Management Finance Committee

1 July 1982

[Signature]
September 24, 1965

Dear Resid Bey:

The World Bank was represented at the Twenty-Fourth Plenary Meeting of the International Cotton Advisory Committee (ICAC) held in Washington May 17 - June 3, 1965, and a report has been prepared describing the principal discussions at the meeting. I am herewith enclosing a copy.

As in the case of other commodity reports prepared in the World Bank which I have sent you, this paper is made available only for internal staff use within your organisation and its findings should not be published or attributed to the World Bank.

With best wishes,

Yours sincerely,

William Diamond
Director
Development Finance Companies

Encl.

Mr. Resid Egoli
General Manager
Turkiye Sinai Kalkinma Bankasi A.S.
Necatibey Caddesi 24l-247
Tophane
Istanbul, Turkey

cc: Messrs. Kamareck, Jeffries
Dear Mr. Caffery,

The World Bank was represented at the Twenty-Ten-Penny Plancton Meeting of the International Oceanographic Commission (IOC) held in Montevideo, May 7-12, 1967. A report has been prepared summarizing the presentation of the meeting. I am forwarding a copy.

As in the case of other reports submitted heretofore to the World Bank, I have been able to refer only to interest centers that may indicate new organizational and technical needs not previously brought to your attention or to the World Bank.

With best wishes,

Yours sincerely,

[Signature]

William E. Denny
Director
Development Finance Committee

[Address]
Dear Felix:

The World Bank was represented at the Twenty-Fourth Plenary Meeting of the International Cotton Advisory Committee (ICAC) held in Washington May 17 - June 3, 1965, and a report has been prepared describing the principal discussions at the meeting. I am herewith enclosing a copy.

As in the case of other commodity reports prepared in the World Bank which I have sent you, this paper is made available only for internal staff use within your organization and its findings should not be published or attributed to the World Bank.

With best wishes,

Yours sincerely,

William Diamond
Director
Development Finance Companies

Encl.

Mr. Felix Chang
President
China Development Corporation
181-5 Chung Shan Road N., 2ns Sec.
Taipei, Taiwan
Republic of China

cc: Messrs. Kamarch, Mathew
September 30, 1963

Dear Peter:

The World Bank was represented at the Twenty-fourth Plenary Meeting of the International Co-operation Committee (ICCC) held in Washington Nov. 3-6, 1962, and a report has been prepared identifying the principal accomplishments of the meeting. I am particularly acounting a column

to the above column of other significant achievements in the meeting. In it will be the above column of other significant achievements in the meeting. In it will be

Dear Peter, I have sent you this letter to make available only for

Williams plank

President

Commission on Development Cooperation

15-7 East 66 Street

Tel: 530-9800

[Signature]

[Stamp: World Bank]

[Stamp: 1963]

[Stamp: 1963]

[Stamp: 1963]
September 21, 1965

My dear Mr. Raschid:

The World Bank was represented at the Twenty-Fourth Plenary Meeting of the International Cotton Advisory Committee (ICAC) held in Washington May 17 - June 3, 1965, and a report has been prepared describing the principal discussions at the meeting. I am herewith enclosing a copy.

As in the case of other commodity reports prepared in the World Bank which I have sent you, this paper is made available only for internal staff use within your organisation and its findings should not be published or attributed to the World Bank.

With best wishes,

Yours sincerely,

[Signature]

William Diamond
Director
Development Finance Companies

Encl.

Mr. M. Raschid
Managing Director
Industrial Development Bank of Pakistan
Kandawald Building
P.O. Box 7300
Karachi 3, Pakistan

cc: Messrs. Kamarak, Hanh
My dear Mr. Henderson,

The World Bank are impressed with the French-Kenya Plan.

At the Meeting of the International Cocoa Advent Committee (ICAC) held
in Amsterdam on 14th June 1966, and a report has been prepared
generating the information presented at the meeting. I am pleased
excerption of Coffee.

As in the case of other commodities, reports prepared in the World
Bank which I have seen, seem to place too much importance on the
interest from the crop yields and the followingphony
not so applicable to coffee to the World Bank.

With best wishes,

Yours sincerely,

[Signature]

Mr. Henderson
Marketing Director
Development Finance Corporation

[Signature]
September 21, 1965

My dear Mr. Uquaili:

The World Bank was represented at the Twenty-Fourth Plenary Meeting of the International Cotton Advisory Committee (ICAC) held in Washington May 17 - June 3, 1965, and a report has been prepared describing the principal discussions at the meeting. I am herewith enclosing a copy.

As in the case of other commodity reports prepared in the World Bank which I have sent you, this paper is made available only for internal staff use within your organization and its findings should not be published or attributed to the World Bank.

With best wishes,

Yours sincerely,

William Diamond
Director
Development Finance Companies

Encl.

Mr. N. M. Uquaili
Managing Director
Pakistan Industrial Credit and Investment Corporation Ltd.
P.O. Box 5080
Karachi 2, Pakistan

cc: Messrs. Kamarck, Hanh
September 24, 1965

Dear Nasiruddin:

The World Bank was represented at the Twenty-Fourth Plenary Meeting of the International Cotton Advisory Committee (ICAC) held in Washington May 17 - June 3, 1965, and a report has been prepared describing the principal discussions at the meeting. I am herewith enclosing a copy.

As in the case of other commodity reports prepared in the World Bank which I have sent you, this paper is made available only for internal staff use within your organization and its findings should not be published or attributed to the World Bank.

With best wishes,

Yours sincerely,

William Diamond
Director
Development Finance Companies

Encl.

Mr. H. T. Parekh
General Manager
The Industrial Credit and Investment Corporation of India Limited
163 Backbay Reclamation
Bombay 1, India

cc: Messrs. Kamruck, Jeffries
September 3rd, 1972

Dear [Name],

The [Name] has been requested to the [Title]. I am [Name] and a report has been prepared.

On attachment that is attached, there are several points that I wish to make.

1. [First point]
2. [Second point]
3. [Third point]

I am enclosing a copy of the report.

As to the case of other companies, I have seen your files and am not satisfied.

Please let me know your views about the matter.

With best wishes,

Yours sincerely,

[Name]

[Title]

Development Finance Corporation

[Signature]
September 21, 1965

Dear Dr. Neaman:

A year ago we started sending to the development finance companies with which the World Bank group is associated, documentary information which is likely to interest them. Attached is a list of such information sent to other development finance companies before your joining with us. It has occurred to me that you might also be interested in receiving such material and so I am taking the liberty of sending them to you under separate cover.

About several of the documents transmitted, I would like to make certain observations. The booklet entitled "Index to Catalog of Investment Information and Opportunities," dated May 1965, contains an extensive listing of studies of industrial projects which may be obtained from the U.S. Government. I have no knowledge of the merits of any particular study or studies, but I am passing the listing on to you, since it is one of the most extensive which I have seen on this subject and there well may be studies listed in the document in which you would be interested.

You will find several commodity reports prepared by the staff of the World Bank. These commodity reports are made available only for internal staff use within your organization and their findings should not be published or attributed to the World Bank. In addition to the reports enclosed there is also a list of all the reports we have of this type. If additional ones are of interest to you, please let me know.

Finally, I am transmitting the day-by-day curriculum of the course in Industrial Project Evaluation for the spring of 1965, given by the World Bank's Economic Development Institute. The curriculum notes the subject matter and recommended readings for each seminar in that course. It is the Institute's normal practice to circulate in advance of each meeting a short paper on the subject of the day's discussion. I can make available to you any of those papers which you would like. I await a request from you for the documents on the specific subjects of interest to you.

With best wishes,

Sincerely yours,

William Diamond
Director
Development Finance Companies

Attachment

Dr. A. Neaman
Managing Director
Industrial Development Bank of Israel Ltd.
113 Allenby Road, P.O. Box 1462
Tel Aviv, Israel

cc: Messrs. Adler, Kamarock, Jeffr...
1. **IFC Publication**
   (a) Accounting and Financial Reporting. 1964
   (b) Illustrative Forms of Quarterly Financial Statement. 1965
   (c) Illustrative Form of Audit Report. 1965

2. **The World Bank's Commodity Report**
   (a) The Commodity Problem (Report No. EC-129, 1964)
   (b) The World Market for Iron Ore (Report No. TO-143, 1964)
   (c) The Commodity Price Trends (Report No. EC-135, 1965)
   (d) Rice: Report on the Ninth Session of the Consultative Sub-Committee on the Economic Aspects of Rice held in Rome, April 21-28, 1965
   (e) Report on the Twenty-Fourth Plenary Meeting of the International Cotton Advisory Committee (ICAC)
   (f) Pre-Investment Study of the Flat Glass Industry. (Report No. EC 130)
   (g) List of Reports

3. **Three Bibliographical Documents**
   (a) Economic Development Institute, Selected Readings and Source Materials on Economic Development
   (b) ICICI, "List of Books"
   (c) IFC, Engineering Department, "Engineering Bibliography" 1965

4. **Other Documents**
   (a) Nyhart, J.D. Toward Professionalism in Development Banking
   (b) Trade and Industry March 1965. (Special Number devoted to a review of the first seven years of life of IFICIC)
   (c) ICICI. Agenda Notes - Conference of Constituents. November 1964.
   (d) U.S. A.I.D. Index to Catalog of Investment Information and Opportunities. May 1965
September 24, 1965

Dear Kraisri:

The World Bank was represented at the Twenty-Fourth Plenary Meeting of the International Cotton Advisory Committee (ICAC) held in Washington May 17 - June 3, 1965, and a report has been prepared describing the principal discussions at the meeting. I am herewith enclosing a copy. *Commodity Note No. 51 - Cotton*

As in the case of other commodity reports prepared in the World Bank which I have sent you, this paper is made available only for internal staff use within your organization and its findings should not be published or attributed to the World Bank.

With best wishes,

Yours sincerely,

William Diamond
Director
Development Finance Companies

Encl.

Mr. Kraisri Himmanahaeminda
General Manager
Industrial Finance Corporation
of Thailand
491 Silom Road
Bangkok, Thailand

BESK/A/RFKillinge:phm

c: Messrs. Kamarck, Mathew
September 30, 1965

Dear Keenan:

The World Bank was represented at the Twenty-Fourth Plenary Meeting of the International Coffee Advisory Committee (ICAC) held in Washington, D.C. on June 7, 1965 and a report has been prepared on the proceedings of the meeting. I am pleased to inform you that your participation in the World Bank in the case of other commodity aspects is possible in the future.

In connection with the report, I have asked the Bank's officers to make available only for internal use within your organization the following document:

'not for publication or distribution to the World Bank'.

With best wishes,

Yours sincerely,

Walter Alvarez
Director, Finance Committee

[Signature]

[Handwritten note at the bottom]
September 24, 1965

Dear Ting:

The World Bank was represented at the Twenty-Fourth Plenary Meeting of the International Cotton Advisory Committee (ICAC) held in Washington May 17 - June 3, 1965, and a report has been prepared describing the principal discussions at the meeting. I am herewith enclosing a copy.

As in the case of other commodity reports prepared in the World Bank which I have sent you, this paper is made available only for internal staff use within your organization and its findings should not be published or attributed to the World Bank.

With best wishes,

Yours sincerely,

William Diamond
Director
Development Finance Companies

Encl.

Mr. Vicente R. Jayme
Executive Vice President
Private Development Corporation of the Philippines
CDTC Building
Ayala Avenue
Makati, Rizal
Manila, Philippines

cc: Messrs. Kamarch, Mathew
September 29, 1957

Dear Sir:

The World Bank has been re-engaged at the Twenty-Fourth Plenary Meeting of the International Co-operative Advisory Committee (ICAC) held in Washington May 17 - June 3, 1957, and a report has been prepared containing the principal observations of the meeting. I am therefore enclosing a copy.

As in the case of other Co-operative Advisers' reports to the World Bank which I have sent you, this paper is made available only for information and is not to be interpreted as indicating a commitment to any views expressed.

With peace wishes,

Yours sincerely,

[Signature]

William Miller
Director
Development Finance Committee
September 24, 1965

Dear Laddy:

The World Bank was represented at the Twenty-Fourth Plenary Meeting of the International Cotton Advisory Committee (ICAC) held in Washington May 17 - June 3, 1965, and a report has been prepared describing the principal discussions at the meeting. I am herewith enclosing a copy.

As in the case of other commodity reports prepared in the World Bank which I have sent you, this paper is made available only for internal staff use within your organisation and its findings should not be published or attributed to the World Bank.

With best wishes,

Yours sincerely,

William Diamond
Director
Development Finance Companies

Encl.

Mr. L. M. Svoboda
General Manager
Malaysian Industrial Development Finance Limited

Hwa-Ii Building
63-65 Jalan Ampang
Kuala Lumpur, Malaysia

cc: Messrs. Kamarek, Mathew
September 5th, 1965

Dear Isbey:

The Women's Board will meet on the Thursday after noon at the
Women's Board Admin. Committee's (WABC) meeting of the Information
Simplify the Information Committee of the Women's Board

encourage a check.

At the next meeting of the Community Relations Board, please pass

We in the case of other community relations programs in the vicinity

Your action in this matter is important to the organization and the

not be patterned or accented to the Woman Board

With best wishes,

[Signature]

[Position Title]
Director Development Finance Committee

End
Abidjan, le September 20, 1965

Dear Mr. Diamond:

This is to acknowledge with thanks receipt of your letter dated September 3, 1965.

In the meantime we have also received the five document mentioned therein on various aspects of development banking.

Yours sincerely,

Paul F. Blanc,
Managing Director.
September 17, 1965

Mr. William Diamond
Director
Development Finance Companies
International Finance Corporation
1818 H Street, N. W.
Washington, D. C. 20433

Dear Mr. Diamond:

We have received your letter of September 3 and the enclosed five documents for which we express our thanks.

We are sure the documents sent will be useful to our staff and management. Please rest assured that the fifth document will be used only for internal staff within our organization.

With best regards,

Sincerely yours,

TURKIYE SINAI KALKINMA BANKASI A. S.
D.G. 327

DIRECTION GÉNÉRALE
Adresse Télég. : Bidibank
Téléphone : 286-48 286-16

Abidjan, le September 15, 1965
B.P. N° 4470

William Diamond Esq.,
Director,
Development Finance Companies,
International Finance Corporation,
1818 H Street, N.W.,
Washington 25, D.C.
U S A - 20433

Dear Mr. Diamond:

This is to acknowledge with thanks receipt of your letter dated August 31st.

In the meantime we have also received the parcel containing various documents on commodities and seminars.

We have noted that these are for internal use only.

Sincerely,

Paul F. Blanc,
Managing Director.
Mr. William Diamond,
Director,
Development Finance Companies,
International Finance Corp.,
1818 H Street, N.W.
Washington, D.C. 20433.

September 15, 1965.

Dear Bill,

In the absence of Mr. L.M. Svoboda, I wish to acknowledge with thanks the receipt of your letter of September 3, enclosing the following documents:

1. A paper by Mr. J.D. Nyhart, of the Massachusetts Institute of Technology, entitled "Towards Professionalism in Development Banking".

2. A journal entitled "Trade and Industry".

3. A pamphlet entitled "Agenda Notes – Conference of Constituents".

4. A booklet entitled "Index to Catalog of Investment Information and Opportunities".


With best wishes,

Sincerely yours,

LEE SOONLEE
Secretary/Chief Administrative Officer
Dear [Name],

[Long text here]

[Signature]

[Address]

WIDE

[Logo]

[Receipt stamp]
Monsieur William DIAMOND  
Directeur du Département des Banques de Développement à la Société Financière Internationale  
1818 H, Street N.W.  
WASHINGTON 25 D.C.  
(U.S.A.)

DG/RT, n° 125
DIRECTION GÉNÉRALE

Cher Monsieur DIAMOND,

Je vous remercie de votre lettre du 3 septembre courant à laquelle étaient joints les cinq documents suivants:

- Document intitulé "Vers un professionnalisme dans les Banques de développement", signé J.D. NYHART.

- Un numéro spécial de mars 1965 du journal "Trade And Industry" publié au Pakistan.

- Une plaquette intitulée "Notes sur l'ordre du jour - Conférence des Membres" éditée par l'Industrial Credit And Investment Corporation of India.

- Un Opuscule intitulé "Index to Catalog of Investment Information and Opportunités - mai 1965" publié par l'U.S. Agency for International Development.


Je demande à mes services d'exploiter à fond votre envoi et voir dans quelle mesure il pourrait être profitable à notre Banque.

Je profite de cette occasion pour vous transmettre de mon côté, par pli séparé avion, un exemplaire du Plan triennal 1965/1967 qui vient d'être édité par les Services du Gouvernement marocain et je me permets d'attirer plus
Précisément votre attention sur le tableau récapitulatif des investissements industriels prévus dans son cadre, qui se trouve à la page 523, les investissements ayant été classés suivant qu'ils seraient effectuées par le secteur privé ou le secteur public.

En attendant le plaisir de vous rencontrer, je vous prie de croire, Cher Monsieur DIAMOND, à l'expression de ma considération distinguée.

Le Directeur Général

Mohamed BENKIRANE
Bogotá, D.E., September 13, 1965

Mr. WILLIAM DIAMOND  
Director  
Development Finance Companies  
International Finance Corporation  
1818 H Street, N.W.  
Washington, D.C. 20433

Dear Mr. Diamond:

Thank you very much for your letter of September 3 addressed to our President, doctor Guillermo Herrera Carrizosa, and for the five documents you sent via Air Print which we have already received.

We are sure that these documents will prove to be very interesting and useful to us.

Thanking you again for your kindness,

we remain,

Very sincerely yours,

CORPORACION FINANCIERA COLOMBIANA

/bca
Mr. Seppo Konttinen  
General Manager  
Teollismailohasanto Oy  
Lomrotinkatu 13, V krs.  
Helsinki, Finland  

Dear Mr. Konttinen:

Enclosed are five documents, which have come to my attention, which I think will interest you.

One of them is a paper by Mr. J. D. Nyhart, of the Massachusetts Institute of Technology, entitled "Toward Professionalism in Development Banking." Mr. Nyhart, who incidentally has been associated with the Economic Development Institute's industrial project appraisal courses, discusses a number of issues relevant to the management and staffing of development finance institutions.

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The fifth document enclosed is a report prepared by the staff of the World Bank on the Ninth Session of the Consultative Sub-Committee on the Economic Aspects of Rice, held in Rome, April 21-28, 1965. The document is made available only for internal staff use within your organization and its findings should not be published or attributed to the World Bank.

With best wishes,

Sincerely yours,

William Diamond
Director
Development Finance Companies

Enclosures

cc: Messrs. Kamarck and Jeffries
September 3, 1965

Mr. Resid Egie
General Manager
Turkiye Sinai Kalkına Bankası A.S.
Necatibey Caddesi 241-247
Tophane
İstanbul, Turkey

My dear Resid Bey:

Enclosed are five documents, which have come to my attention, which I think will interest you.

One of them is a paper by Mr. J. B. Nyhart, of the Massachusetts Institute of Technology, entitled "Toward Professionalism in Development Banking." Mr. Nyhart, who incidentally, has been associated with the Economic Development Institute's industrial project appraisal courses, discusses a number of issues relevant to the management and staffing of development finance institutions.

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In your recent note

"I suspect the increase of the number of the observations..."

"...in which I think will interest you."

"One of these is a matter of the "Extraction of Information" and "Improvement of Information"."

"The second is a special number of the "Lack of Management and Efficiency of Development of the Information Institution.""

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With best wishes,

Sincerely yours,

[Signature]

WILLIAM RHINE
Director
Development Finance Companies

Enclosures

B/CN/6FSkillings:smb
cc: Messrs. Kamarch and Jeffries
September 3, 1965

Mr. Vicente R. Jayme
Executive Vice President
Private Development Corporation
of the Philippines
CDTC Building
Ayala Avenue
Makati, Rizal
Manila, Philippines

My dear Ting:

Enclosed are five documents, which have come to my attention, which I think will interest you.

One of these is a paper by Mr. J. D. Nyhart, of the Massachusetts Institute of Technology, entitled "Toward Professionalism in Development Banking." Mr. Nyhart, who incidentally, has been associated with the Economic Development Institute's industrial project appraisal courses, discusses a number of issues relevant to the management and staffing of development finance institutions.

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With best wishes,

Sincerely yours,

[Signature]

William Diamond
Director
Development Finance Companies

Enclosures

EM32AA/RFSkillings:bav

cc: Messrs. Kamarack and Mathew
September 2, 1965

Mr. H. T. Parekh
General Manager
The Industrial Credit and Investment
Corporation of India Limited
163 Backbay Reclamation
Bombay 1, India

My dear Hashmukhbhai:

Enclosed are four documents, which have come to my attention, which I think will interest you.

One of them is a paper by Mr. J. D. Nyhart, of the Massachusetts Institute of Technology, entitled "Toward Professionalism in Development Banking." Mr. Nyhart, who incidentally, has been associated with the Economic Development Institute's industrial project appraisal courses, discusses a number of issues relevant to the management and staffing of development finance institutions.

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With best wishes,

Sincerely yours,

William Diamond
Director
Development Finance Companies

Enclosures

Benedon/RFSkillings:mfw

cc: Messrs. Kamarck and Jeffries
September 3, 1965

Sr. Don Jose Maria Marzo Churraca
Director General
Banco del Desarrollo Economico Espanol
Apartado de Correos 50460
Principe 12
Madrid, Spain

Dear Senor Marzo:

Enclosed are five documents, which have come to my attention, which I think will interest you.

One of them is a paper by Mr. J. B. Nyhart, of the Massachusetts Institute of Technology, entitled "Toward Professionalism in Development Banking." Mr. Nyhart, who incidentally, has been associated with the Economic Development Institute's industrial project appraisal courses, discusses a number of issues relevant to the management and staffing of development finance institutions.

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Sr. Don Jose Maria Marzo Churraca -2- September 3, 1965

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With best wishes,

Sincerely yours,

William Diamond
Director
Development Finance Companies

Enclosures

dd: Messrs. Kamarack and Jeffries
September 7, 1965

Dr. Roberto Ocampo Mejia
President
Corporacion Financiera de Caldas
Apartado Aereo 459
Manizales, Colombia

Dear Dr. Ocampo:

Enclosed are five documents, which have come to my attention, which I think will interest you.

One of them is a paper by Mr. J. D. Nyhart, of the Massachusetts Institute of Technology, entitled "Toward Professionalism in Development Banking." Mr. Nyhart, who incidentally, has been associated with the Economic Development Institute's industrial project appraisal courses, discusses a number of issues relevant to the management and staffing of development finance institutions.

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Dear Mr. Smith,

I am writing to emphasize the importance of cooperation and coordination in the peaceful resolution of international conflicts. Coordination and cooperation are essential for effective management of international relations and development. The World Bank, as an international organization, plays a crucial role in this regard.

The role of the World Bank is not just to provide financial assistance but also to promote stability and development. It is essential that we work closely with the World Bank to ensure that our efforts are aligned with its objectives.

Please let me know if you have any questions or concerns. I look forward to hearing from you soon.

Sincerely,

[Signature]
The fourth document enclosed is a booklet published by the U. S. Agency for International Development, entitled "Index to Catalog of Investment Information and Opportunities", dated May 1965. It contains an extensive listing of studies of industrial projects which may be obtained from the U. S. Government, studies both of specific industrial projects and of industrial opportunities in general in a given country or a given sector of industry. Obviously, I have no knowledge of the merits of any particular study or studies, but I am passing the listing on to you since it is one of the most extensive which I have seen of this subject and there well may be studies listed in the document in which you would be interested.

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With best wishes,

Sincerely yours,

William Diamond
Director
Development Finance Companies

Enclosures

cc: Messrs. Kamarck and Mejia
September 28, 1965

Dr. Guillermo Herrera Carrizosa
President
Corporacion Financiera Colombiana
Edificio Banco de Bogota
Carrera 10, Bogota
Colombia

My dear Don Guillermo:

Enclosed are five documents, which have come to my attention, which I think will interest you.

One of them is a paper by Mr. J. D. Nyhart, of the Massachusetts Institute of Technology, entitled "Toward Professionalism in Development Banking." Mr. Nyhart, who incidentally, has been associated with the Economic Development Institute's industrial project appraisal courses, discusses a number of issues relevant to the management and staffing of development finance institutions.

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The Secretary to the President:

In connection with the recommendations which have come to my attention, which I think will interest you:

One of them is a proposal of Mr. J. B. Knight of the Massachusetts Institute of Technology entitled "Long-range Planning in the Pacific". He mentions the importance of considering the economic implications of the economic development initiatives, including recent proposals to give the United States a number of new benefits to the management and adjustment of economic development initiatives.

The second is a proposal by Mr. E. M. Jones of the University of California, Berkeley, for the establishment of a department of engineering at the University of California, Berkeley, with the objective of developing new benefits to the management and adjustment of economic development initiatives.

The third is a proposal of Mr. J. B. Knight of the Massachusetts Institute of Technology for a conference on the "Long-range Planning in the Pacific". He suggests the establishment of an international committee to study the economic implications of the economic development initiatives, including recent proposals to give the United States a number of new benefits to the management and adjustment of economic development initiatives.
The fourth document enclosed is a booklet published by the U.S. Agency for International Development, entitled "Index to Catalog of Investment Information and Opportunities", dated May 1965. It contains an extensive listing of studies of industrial projects which may be obtained from the U.S. Government, studies both of specific industrial projects and of industrial opportunities in general in a given country or a given sector of industry. Obviously, I have no knowledge of the merits of any particular study or studies, but I am passing the listing on to you since it is one of the most extensive which I have seen of this subject and there well may be studies listed in the document in which you would be interested.

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With best wishes,

Sincerely yours,

William Diamond
Director
Development Finance Companies

Enclosures

BH/Sp/RFSkillings:mfw

cc: Messrs. Kamarck and Mejia
September 3, 1965

Mr. N. M. Uquaili  
Managing Director  
Pakistan Industrial Credit and  
Investment Corporation Ltd.  
Box 5080  
Karachi 2, Pakistan

My dear Mr. Uquaili:

Enclosed are four documents, which have come to my attention, which I think will interest you.

One of them is a paper by Mr. J. D. Nyhart, of the Massachusetts Institute of Technology, entitled "Toward Professionalism in Development Banking." Mr. Nyhart, who incidentally, has been associated with the Economic Development Institute’s industrial project appraisal courses, discusses a number of issues relevant to the management and staffing of development finance institutions.

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With best wishes,

Sincerely yours,

William Diamond
Director
Development Finance Companies

Enclosures

BHS/DF/RF/Skillings/bav

cc: Messrs. Kamarack and Hanh
September 3, 1965

Mr. M. Raschid
Managing Director
Industrial Development Bank of Pakistan
Kandawald Building
Box 7300
Karachi 3, Pakistan

My dear Mr. Raschid:

Enclosed are four documents, which have come to my attention, which I think will interest you.

One of them is a paper by Mr. J. D. Nybart, of the Massachusetts Institute of Technology, entitled "Toward Professionalism in Development Banking." Mr. Nybart, who incidentally has been associated with the Economic Development Institute's industrial project appraisal courses, discusses a number of issues relevant to the management and staffing of development finance institutions.

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With best wishes,

Sincerely yours,

William Diamond
Director
Development Finance Companies

Enclosures

RFD/96/35

cc: Messrs. Kasarck and Hanh
September 2, 1965

Mr. P. F. Blanc
Managing Director
Banque Ivoirienne de Developpement
Industrial
Boite Postale 1470
Abidjan, Ivory Coast

Dear Mr. Blanc:

Enclosed are five documents, which have come to my attention, which I think will interest you.

One of them is a paper by Mr. J. D. Nyhart, of the Massachusetts Institute of Technology, entitled "Toward Professionalism in Development Banking." Mr. Nyhart, who incidentally, has been associated with the Economic Development Institute's industrial project appraisal courses, discusses a number of issues relevant to the management and staffing of development finance institutions.

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Dear Mr. Blane:

Enclosed are the Government's written comments on your

attachment, which I think will interest you.

One of them is a letter from Mr. J. D. Hutter, of the

Massachusetts Institute of Technology, entitled "Toward

Professionalization in Development Management." Mr. Hutter also

indicates that these have been associated with the Economic

Development Institute's important project operation courses.

Attached is a number of recent reports to the management and

scientists of development finance institutions.

The second is a special number, entitled "Finance Institute -

Conference on International Finance and Development Strategies -

In Conversation, Proceedings of the International Conference and

Development Strategies - In Conversation. It contains reports on

various aspects of international finance and development, and

comments on the Institute's recent activities.

Please let me know if you have any questions.

Yours sincerely,

[Signature]
Mr. P. F. Blanc  -  2  -  September 2, 1965

The fourth document enclosed is a booklet published by the U. S. Agency for International Development, entitled "Index to Catalog of Investment Information and Opportunities", dated May 1965. It contains an extensive listing of studies of industrial projects which may be obtained from the U. S. Government, studies both of specific industrial projects and of industrial opportunities in general in a given country or a given sector of industry. Obviously, I have no knowledge of the merits of any particular study or studies, but I am passing the listing on to you since it is one of the most extensive which I have seen of this subject and there well may be studies listed in the document in which you would be interested.

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With best wishes,

Sincerely yours,

William Diamond
Director
Development Finance Companies

Enclosures

BHShin/RFSkillings: mfw

cc: Messrs. Kamarck and Hanh
Mr. Felix S. Y. Chang  
President  
China Development Corporation  
181-5 Chung Shan Road N., 2nd Sec.  
Taipai, Taiwan  
Republic of China  

My dear Felix:  

Enclosed are five documents, which have come to my attention, which I think will interest you.  

One of them is a paper by Mr. J. D. Nyhart, of the Massachusetts Institute of Technology, entitled "Toward Professionalism in Development Banking." Mr. Nyhart, who incidentally, has been associated with the Economic Development Institute's industrial project appraisal courses, discusses a number of issues relevant to the management and staffing of development finance institutions.  

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Mr. Pei Y. Chou
President
China Development Corporation
II-5 Chunghwa Road
N. Sec.
Taipeh, Taiwan

Who dear Pei Y. Chou:

I read with interest your letter of the 24th July, 1965, and was greatly interested in your recent proposals for assistance to the Philippines in the form of economic cooperation. Your ideas are very much in line with what I believe necessary for the development of our economies. I particularly appreciate your emphasis on the importance of the development of transport and industry, and your suggestion of the establishment of a regional joint venture for the development of industrial estates.

The Philippines is currently experiencing rapid economic growth, and we are in need of significant capital investment. The establishment of a joint venture with China Development Corporation would be a valuable contribution to our development efforts.

I am enclosing a copy of the minutes of the recent meeting of the Philippine Development Board, which I think you may find of interest.

Yours sincerely,

[SignName]

Secretary of Trade
Department of Trade and Industry

The Philippines is growing rapidly, and we are in need of significant capital investment. The establishment of a joint venture with China Development Corporation would be a valuable contribution to our development efforts.

I am enclosing a copy of the minutes of the recent meeting of the Philippine Development Board, which I think you may find of interest.

Yours sincerely,

[SignName]

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The fifth document enclosed is a report prepared by the staff of the World Bank on the Ninth Session of the Consultative Sub-Committee on the Economic Aspects of Rice, held in Rome, April 21-28, 1965. The document is made available only for internal staff use within your organization and its findings should not be published or attributed to the World Bank.

With best wishes,

Sincerely yours,

William Diamond
Director
Development Finance Companies

Enclosures

BH$SS/RFSkillings:mfw

cc: Messrs. Kamarck and Mathew
September 3, 1965

Mr. Mohamed Benkirane
Director General
Banque Nationale pour le
Développement Economique
Boîte Postale 407
Rabat, Morocco

My dear Mr. Benkirane:

Enclosed are five documents, which have come to my attention, which I think will interest you.

One of them is a paper by Mr. J. D. Nyhart, of the Massachusetts Institute of Technology, entitled "Toward Professionalism in Development Banking." Mr. Nyhart, who incidentally, has been associated with the Economic Development Institute's industrial project appraisal courses, discusses a number of issues relevant to the management and staffing of development finance institutions.

The second is a special number, dated March 1965, of the journal, Trade and Industry, published in Pakistan. This number is devoted to a review of the first seven years of life of the Pakistan Industrial Credit and Investment Corporation (PICIC), and to the environment in which it operates.

The third is a pamphlet entitled "Agenda Notes - Conference of Constituents" prepared by the Industrial Credit and Investment Corporation of India for a conference of its clients, which it sponsored last year. It deals with various procedural, financial, managerial and related problems involved in the establishment and operations of new and existing firms. It also describes PICIC's procedures and requirements for its financial assistance to industry.
Mr. Mohamed Benkirane  - 2-  September 3, 1965

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With best wishes,

Sincerely yours,

William Diamond
Director
Development Finance Companies

Enclosures

cc: Messrs. Kamrak and Hanh
September 3, 1965

Mr. Kraisri Wimmanhaeminda
General Manager
The Industrial Finance Corporation
of Thailand
491 Silom Road
Bangkok, Thailand

Dear Kraisri:

Enclosed are five documents, which have come to my attention, which I think will interest you.

One of them is a paper by Mr. J. D. Nyhart, of the Massachusetts Institute of Technology, entitled "Toward Professionalism in Development Banking." Mr. Nyhart, who incidentally, has been associated with the Economic Development Institute's industrial project appraisal courses, discusses a number of issues relevant to the management and staffing of development finance institutions.

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September 6, 1955

Mr. Richard M. McNamara
General Manager
The International Finance Corporation
of Thailand
P.O. Box 92
Bangkok, Thailand

Dear Mr. McNamara:

Enclosed are the five documents which have come to my attention after a paper by Mr. G. D. Godfrey of the World Bank entitled "The New Development Bank". The paper outlines a number of themes relevant to the management and structure of development finance institutions.

The second of the five documents, which is marked "Red", is entitled "The New Development Bank" and is the monograph of a number of themes relevant to the management of development finance institutions.

The third document, marked "Yellow", is entitled "The New Development Bank" and is the monograph of a number of themes relevant to the management of development finance institutions.

The fourth document, marked "Green", is entitled "The New Development Bank" and is the monograph of a number of themes relevant to the management of development finance institutions.

The fifth document, marked "Blue", is entitled "The New Development Bank" and is the monograph of a number of themes relevant to the management of development finance institutions.

Sincerely,

[Signature]
The fourth document enclosed is a booklet published by the U.S. Agency for International Development, entitled "Index to Catalog of Investment Information and Opportunities", dated May 1965. It contains an extensive listing of studies of industrial projects which may be obtained from the U.S. Government, studies both of specific industrial projects and of industrial opportunities in general in a given country or a given sector of industry. Obviously, I have no knowledge of the merits of any particular study or studies, but I am passing the listing on to you since it is one of the most extensive which I have seen of this subject and there well may be studies listed in the document in which you would be interested.

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With best wishes,

Sincerely yours,

William Diamond
Director
Development Finance Companies

Enclosures

BHS/75/RFSkillings: bav

cc: Messrs. Kamarack and Mathew
Dr. Jose Gutierrez Gomez  
President  
Corporacion Financiera Nacional  
Apartado Aereo 1039  
Medellin, Colombia  

My dear Don Jose:  

Enclosed are five documents, which have come to my attention, which I think will interest you.  

One of them is a paper by Mr. J. D. Nyhart, of the Massachusetts Institute of Technology, entitled "Toward Professionalism in Development Banking." Mr. Nyhart, who incidentally, has been associated with the Economic Development Institute's industrial project appraisal courses, discusses a number of issues relevant to the management and staffing of development finance institutions.  

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September 8, 1962

Dr. Joes Outdoor Games

President
Corporation for Outdoor Recreation
Arcadia, Wyo. 1939


tiny

The year now passes.

Endorsement of this document, which I have come to

acceptation, with I submit, with pleasure, your

one of four minor papers for "International Society "Research

Development Institute's conference report," "India's economic

invention, a number of success stories to the management and

activity of development finance institution.

The concern is a report number. copy of the sharp.

The concern is a number significant in sharp.

The concern is to develop the report of the sharp seven

years of the "International Institute for Environment and

Finance Cooperation (IIOC)" and to Financia.

To which I do object.

The print in a manner aptly entitled "American Nature Conference"

Of Cooperation." Print on the American Nature and

Institution of Cooperation of Nature for a conference of the

cooperation, which is sponsored by the Nature, and mutual

American cooperation, financial, "International Institute for Environment

Finance Cooperation (IIOC)," and for the management and

promotion of the IIOC's cooperation.

Any recommendations for the financial assistance to

1963 SEP 8 PH 5:40
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With best wishes,

Sincerely yours,

William Diamond
Director
Development Finance Companies

Enclosures

cc: Messrs. Kamarck and Mejia
September 3, 1965

Sr. Manuel Delgado Rovati
Gerente General
C.A. Venezolana de Desarrollo
(Sociedad Financiera)
40 Piso Calle Blandin
Chacao
Caracas, Venezuela

Dear Senor Delgado Rovati:

Enclosed are five documents, which have come to my attention, which I think will interest you.

One of them is a paper by Mr. J. D. Nyhart, of the Massachusetts Institute of Technology, entitled "Toward Professionalism in Development Banking." Mr. Nyhart, who incidentally, has been associated with the Economic Development Institute's industrial project appraisal courses, discusses a number of issues relevant to the management and staffing of development finance institutions.

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September 3, 1955

To: President Delegado Rosell

Director General of the Instituto de la Solidaridad Social (Social Solidarity Institute)

To: Pro Catia Hamilton

Deans, Venezuela

Dearest Senator Rosell:

Enclosed are the documents which have come to my attention which I think will interest you.

One of them is a paper by Mr. E. J. Harriss of the Massachusetts Institute of Technology entitled "Development Strategies and the Technological Ecosystem". The paper deals with the importance of science and technology in the economic development of a nation, emphasizing the role of research and development in fostering economic growth.

The second document is a report by the Institute of International Cooperation and Development (CIDC) on the management and utilization of the funds provided by the Inter-American Institute of Cooperation at Barinas.

The third is a booklet entitled "A New Model of Development" by A. J. Haggard, aآ International Organization for the industrialization of the developing countries. It deals with various aspects of industrialization and discusses the role of foreign investment in the economic development of developing countries.

Enclosed is also a letter from the Inter-American Institute of Cooperation to your office regarding your comments on the "Ike" project.

Yours sincerely,

[Signature]

[Additional notes and markings]
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With best wishes,

Sincerely yours,

William Diamond
Director
Development Finance Companies

Enclosures

cc: Messrs Kamarack and Mejia
September 3, 1965

Mr. James S. Raj
General Manager
Nigerian Industrial Development Bank Limited
N & E House
96/102 Broad Street
Lagos, Nigeria

Dear James:

Enclosed are five documents, which have come to my attention, which I think will interest you.

One of them is a paper by Mr. J. B. Nyhart, of the Massachusetts Institute of Technology, entitled "Toward Professionalism in Development Banking." Mr. Nyhart, who incidentally has been associated with the Economic Development Institute's industrial project appraisal courses, discusses a number of issues relevant to the management and staffing of development finance institutions.

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The fifth document enclosed is a report prepared by the staff of the World Bank on the Ninth Session of the Consultative Sub-Committee on the Economic Aspects of Rice, held in Rome, April 21-26, 1965. The document is made available only for internal staff use within your organization and its findings should not be published or attributed to the World Bank.

With best wishes,

Sincerely yours,

William Diamond
Director
Development Finance Companies

Enclosures

cc: Messrs. Kamarch and Mathew
September 2, 1965

His Excellency
Ato Araya Ogbagzy
Managing Director
Development Bank of Ethiopia
Box 1900
Addis Ababa, Ethiopia

Excellency:

Enclosed are five documents, which have come to my attention, which I think will interest you.

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With best wishes,

Sincerely yours,

William Diamond
Director
Development Finance Companies

Enclosures

BE8in/RFSkillings:mfw

cc: Messrs. Kamarck and Hanh
September 2, 1965

Mr. A. Gasem Kheradjou
Managing Director
Industrial and Mining Development
Bank of Iran
20th Boulevard Karaj
Tehran, Iran

Dear Gasem:

Enclosed are five documents, which have come to my attention, which I think will interest you.

One of them is a paper by Mr. J. D. Nyhart, of the Massachusetts Institute of Technology, entitled "Toward Professionalism in Development Banking." Mr. Nyhart, who incidentally, has been associated with the Economic Development Institute's industrial project appraisal courses, discusses a number of issues relevant to the management and staffing of development finance institutions.

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Dear Governor,

Enclosed are the five documents which have come to my attention which I think will interest you.

One of them is a copy of a report by Dr. John of the Massachusetts Institute of Technology entitled "Trends in Development Financed." The report, which is called "The National Development Finance System," explores a number of issues relevant to the management and financing of development finance institutions, and the role of development finance institutions in the development process.

The report concludes that there is a special need for a "Trends in Development" report, which is also relevant to the Development Corporation's work. The report highlights the importance of understanding the nature of the Development Corporation's financial management and the need for a clear understanding of the economic and financial implications of its operations.

I am enclosing a copy of the report for your consideration.

Yours sincerely,

[Signature]
The fourth document enclosed is a booklet published by the U. S. Agency for International Development, entitled "Index to Catalog of Investment Information and Opportunities", dated May 1965. It contains an extensive listing of studies of industrial projects which may be obtained from the U. S. Government, studies both of specific industrial projects and of industrial opportunities in general in a given country or a given sector of industry. Obviously, I have no knowledge of the merits of any particular study or studies, but I am passing the listing on to you since it is one of the most extensive which I have seen of this subject and there well may be studies listed in the document in which you would be interested.

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With best regards,

Sincerely yours,

William Diamond
Director
Development Finance Companies

Enclosures

BH-966-1/RFSkillings:mfw

cc: Messrs. Kamarck and Hanh
August 30, 1965

Dear Dan:

Many thanks for the call last Friday. Incidentally, it came to my attention that the cover of the Burns and Stein "Bibliography" carries the phrase "not to be reproduced in whole or in part without the author's permission". Do you think we need the author's permission for the circulation of copies among the development finance companies associated with us? If so, would you please let us know where we reach them?

With best regards,

Yours sincerely,

Robert F. Skillings
Deputy Director
Development Finance Companies

Mr. J. D. Nyhart
Massachusetts Institute of Technology
Alfred P. Sloan School of Management
50 Memorial Drive
Cambridge, Massachusetts 02139
August 30, 1965

My dear Hashmukhbhai:

Thank you very much for your letter of August 11 and for your prompt response to my request. We have now received fifty (50) copies of your paper on "Appraisal in India" and also additional twenty (20) copies of the brochure of Agenda Notes-Conference of Constituents.

We are going to circulate copies of the latter among other development finance companies associated with us. However, regarding the distribution of the former, we have been asked by the U.N. to hold until the Prague Conference is over.

With best personal regards,

Sincerely yours,

William Diamond
Director
Development Finance Companies

Mr. H. T. Parekh, General Manager
The Industrial Credit and Investment Corporation of India, Limited
163 Backbay Reclamation
Bombay 1, India

cc: Mr. Jeffries
August 21, 1965

Dear Mrs. Lowden:

Thank you very much for the 25 copies of Professor Nyhart's paper on "Toward Professionalism in Development Banking" and for the 25 copies of a development bank bibliography prepared by Burns and Stein. Concerning the bibliography, however, Mr. Diamond meant to ask Professor Nyhart for 25 copies of the bibliography attached as annex A to Professor Nyhart's paper, "Current Status of Research on Development Finance Institutions," presented for discussion at the Development Center in Paris last June.

Would you also please send 25 copies of this bibliography?

Sincerely yours,

B. H. Shin
Development Finance Companies

Mrs. Nancy Lowden
Massachusetts Institute of Technology
Alfred P. Sloan School of Management
50 Memorial Drive
Cambridge, Massachusetts, 02139

cc: Messrs. Diamond/Skillings
Dear Mr. Shin,

Thank you for your letter of 5 August 1965.

I am glad to learn that you like the paper prepared by Mr. H.T. Parekh in his capacity as an expert to the United Nations. I appreciate your desire to send the copies of the paper to development finance companies associated with I.F.C. However, I regret to inform you that copies of this paper cannot be distributed, even on a confidential basis prior to the submission to the Inter-Regional Symposium on Industrial Project Evaluation on 11 - 29 October 1965. I shall try to secure some copies of the paper after the Symposium and send them to you for distribution to the development finance companies associated with you.

With kind regards,

Yours sincerely,

E. Salamon, Chief
Industrial Programming Section
Centre for Industrial Development

Mr. B.H. Shin
Development Finance Companies
International Finance Corporation
1818 H Street, N.W.
Washington, D.C. 20433
August 16, 1965

Mr. William Diamond, Director
Development Finance Companies
International Finance Corporation
1818 H Street, N.W.
Washington, D.C. 20433

Dear Mr. Diamond:

At this point you are probably wondering where the 25 copies of "Toward Professionalism in Development Banking" are which I said I was sending on August 6.

I discovered today upon the return of our mail boy who has been on vacation for two weeks that the person taking his place while he was away neglected all packages. I am sorry for the delay and I hope that they will still be of use to you. I am also sending 25 copies of a development bank bibliography which was done by Professor Nyhart's students a few years ago.

Sincerely yours,

Mrs. Nancy Lowden
Secretary to Professor Nyhart
The following is a reply to your inquiry of August 4, 1965.

1. Attached are a list of all the materials we have thus far sent to our development finance companies and a copy (as sample) of the covering letters under which we transmitted the materials.

2. Regarding the distribution of educational materials to BIDI, we have sent them such materials since their joining with us but not all the materials which we had distributed before their association with us. Of the materials of the earlier distribution, Mr. Hanh sent to BIDI two publications: Illustrative Form of Audit Report and Illustrative Forms of Quarterly Financial Statements. Of the remaining we have now sent two publications and one paper (see a copy of the covering letter of August 11) and also sent the lists of the Bank's commodity papers and the EDI's seminar documents for Industrial Project Evaluation Course for the spring of 1964, offering them to select from the lists the papers of interest, as we did to other DFCs.

3. We have not yet circulated the papers relating to ICICI's conference of its clients.

4. On August 9, we asked Nyhart whether he also authorizes us to circulate his "Current Status of Research" among our DFCs along with his "Toward Professionalism" and bibliography which he already agreed to the distribution.

The Nyhart's bibliography is the up-dating and enlargement of the earlier one by Stein. The Steins' contains 109 works while the Nyhart's has expanded to 143 works. In the former, the works are arranged simply by author while in the latter they are arranged according to subject and author under the subject. It is worth noting that the latter contains 22 academic theses and working papers and 15 U.S. government-sponsored research projects under corresponding headings, thus giving additional convenience to readers. Although the Stein bibliography is annotated for most works, the Nyhart's lists titles only.

5. Our DFC library has a collection of about 500 items composed of annual reports and various publications of development finance companies, our appraisal reports on some of them, Bank's economic and commodity reports and papers, magazines, etc. They are classified into two main groups: country and general. The first group is divided by each country and then institutions. Those which do not belong to any particular country are filed in general group which further is divided by alphabetical order. There are index cards
made for each item when it is added to our collection.

So far two notices have been circulated, informing of additions to our collection, all of which are concerning the first meeting of Latin American Development Finance Institutions held last December under the auspices of the Inter-American Development Bank. New additions other than appraisal reports will be circulated shortly.

6. The Thomas G. S. Summer's (Arthur Anderson & Co.) paper on "A Practical Approach to Accounting for the Effects of Price-Level Changes in Brazil" has not been sent out, at the request of Mr. Skillings.

cc: Mr. Skillings
Mrs. Shephard
August 9, 1965

Dear Dan:

Thank you for your letter of August 4 to Bill Diamond which arrived just after he had left for vacation. Bill had intended also to ask about your recent paper, "The Current Status of Research on Development Finance Institutions," submitted for discussion at the Development Center last June, a copy of which he also wants, with your permission, to distribute to each of the development finance companies associated with us. If you agree, I would appreciate your sending us 25 copies of the paper along with the same number of copies of "Toward Professionalism in Development Banking." Would you please let us know whether we can also send the bibliography referred in his letter of July 27? If you agree, also 25 copies of it, please.

        With kind regards,

Sincerely yours,

Robert F. Skillings
Deputy Director
Development Finance Companies

Mr. J. D. Myhart
Massachusetts Institute of Technology
Alfred P. Sloan School of Management
50 Memorial Drive
Cambridge, Massachusetts, 02139

cc: B. H. Shin
August 6, 1965

Mr. William Diamond, Director
Development Finance Companies
International Finance Corporation
1818 H Street, N.W.
Washington, D.C. 20433

Dear Mr. Diamond:

At Professor Nyhart's request I am mailing under separate cover twenty-five copies of his paper, "Toward Professionalism in Development Banking."

The bibliography on development banks will be sent shortly.

Sincerely yours,

Nancy Lowden
Secretary to Professor Nyhart
August 5, 1965

Dear Mr. Salamon:

Recently we have received on confidential basis, a copy of the paper of Mr. N. T. Parekh, General Manager of the Industrial Credit and Investment Corporation of India, on Follow-Up Procedures. This paper was prepared for the Seminar on Investment Appraisal which is to be held at Prague during October 11-29 under the auspices of the Centre for Industrial Development of the U.N. It is our feeling that the paper is a fine one and that the experience revealed therein may be of practical interest to the other development finance companies with which the World Bank group is associated.

We wonder if it is possible for you to give us permission to send, on a confidential basis, a copy of the paper to each of the development finance companies associated with us. If you agree, we would appreciate your sending us about 50 copies. We are also going to seek permission for the distribution from the author himself.

With kind regards,

Sincerely yours,

B. H. Shin
Development Finance Companies

Mr. Ervin Salamon, Chief
Industrial Programming Section
Centre for Industrial Development
United Nations Building, Room 925
New York, N. Y.

cc: Messrs. Diamond/Skillings,
Mr. Jeffries
August 4, 1965

Mr. N. T. Parekh
General Manager
The Industrial Credit and Investment
Corporation of India Limited
163 Backbay Reclamation
Bombay 1, India

My dear Hashmukhshai:

Thank you very much for your letter of July 21 and for your kindness in enclosing with it copies of the papers on follow-up procedures and on appraisal in India. I have read them with great interest and feel that they ought to be made available to the other development finance companies with which we are associated. Would you have any objection to my sending them around, as I have done with other documents during the past ten months? I know, of course, that the copyright of the paper on follow-up procedures rests with the United Nations and I am therefore writing to the UN to ask for permission to distribute, but I would also like to have your own okay. If you agree, I would very much appreciate your sending me about 50 copies of your paper on appraisal procedures. I would hope that I could get an equivalent number of the one on follow-up procedures from the UN itself.

It suddenly occurs to me that I have neglected so far to distribute to the general managers of the other development finance companies associated with the World Bank family copies of the brochure that you prepared in connection with the Conference of ICICI's clients which took place last October. I mean the paper setting forth Agenda. We have about 20 copies. Could we have another 20 copies. Also, have you ever issued a report on the proceedings of the conference? If so, we'd like that too.

I have one comment to make on the paper on appraisal in India. On page 4 you refer to the fact that ICICI is essentially a financing institution whose function is, not to prepare projects, but to assess their viability from the point of view of financing. This point of view has long been our own. Indeed, we have often persuaded the sponsors or the boards of the development finance companies that we have financed to introduce into their statements of policies a declaration that they are basically financing institutions which would seek neither to manage nor to control the enterprises they finance. As time
has gone by, however, and as we have had an opportunity to reflect on the experience that we have gained, it has become clear to me that that view may perhaps be strongly upheld in a country like India, but not so strongly upheld in a country like Nigeria. The basic difference is that in the former there exists already a large pool of entrepreneurs while in the latter, entrepreneurship is conspicuously absent or, where it exists, is primarily foreign. In circumstances like Nigeria's, I have no doubt that a development finance company must take a much more entrepreneurial role than may be necessary in India. ICICI can afford to be merely a financial institution appraising projects proposed to it. But NIDB, if it waits to appraise projects proposed to it, will appraise relatively few unless it is prepared to concentrate the bulk of its financing on projects which are foreign-sponsored, foreign-owned and foreign-controlled. This is one, but not the only one, of the reasons that lies behind the emphasis which we have for some years been placing on the importance of industrial promotion as opposed to simply industrial financing as part of the raison d'etre of a development finance company.

I have received and read with great interest Soonaswala's report on his work in Ghana. It is very interesting indeed. Particularly so to me. In the first place, I know some of the people involved and have been curious and interested to know about the value of their efforts. Secondly, and more importantly, I am delighted to see the excellence of Soonaswala's work, confirming the good opinion I have had of him ever since I first had the pleasure of working with you in ICICI.

With best personal regards,

Sincerely yours,

William Diamond
Director
Development Finance Companies

co: Mr. Shin
Mr. Jeffries
August 1, 1965

Mr. B. H. Shin
William Diamond

1. May I have, at your earliest convenience, a list of all the material we have sent to DFC's and a copy (only one, as a sample) of the covering letters under which we transmitted the material.

2. I shall have these in a file in my office. I will expect you to make sure that all new material sent out is added to the list and that one copy of the covering letter is also put in file.

3. Since we first started sending out such material, BIDI has become a member of the family. Have we sent it everything?

4. In future, it would be wise to assume that, of every paper we send out, we have a stock-pile of at least 25 copies.

5. Did we circulate the papers relating to ICICI's conference of its clients?

6. Have we asked Hyhart for permission to circulate his "Current Status of Research" as well as his "Toward Professionalism"? I know we have asked about his bibliography. What is the relationship between that bibliography and the earlier one by Stein?

7. What is the status of our "DFC Library"? What's in it?

8. I believe you have received a copy of the Arthur Anderson paper on "A Practical Approach to Accounting for the Effects of Price Level Changes in Brasil." In view of the fact that inflation is endemic in many countries we deal with, isn't this paper worth sending around?

cc: Miss Shepheard
Mr. Skillings
Mr. Harry Williams

WDiamond/kal
August 4, 1965

Mr. William Diamond, Director
Development Finance Companies
International Finance Corporation
1818 H Street, N.W.
Washington, D.C. 20433

Dear Bill:

Thank you for your letter of July 27. I will be happy to send you twenty-five copies of "Toward Professionalism in Development Banking" and appreciate your wanting to distribute them. We are currently out of stock, and so I am making up a new run and will send you twenty-five copies when they are completed. We may have to make some charge, I don't know, but we'll check with our office on procedure.

You didn't miss Janssens; he missed you. He was delayed in New York, left for Ecuador early, and skipped Washington completely.

Best regards,

J. D. Nyhart

JDN:nl
August 3, 1965

Mr. N. M. Uquaili
Managing Director
Pakistan Industrial Credit and Investment Corporation, Ltd.
Jubilee Insurance House
McLeod Road
P.O. Box 5080
Karachi 2, Pakistan

My dear Uquaili:

Some time ago you sent me a copy of the special issue of "Trade and Industry" issued in March, 1965 about the 7 years of PICIC experience. I feel certain that a good many of the articles in that issue of "Trade and Industry" would be of general interest to the development finance companies that are associated with the World Bank family. I refer not only to the articles concerning PICIC, but also to those in the following section called "Banking Week" (the articles by Mr. Rangoonwala, Mr. Hasnie, by Mr. Qarni, Ogle, Mr. Habib, and Mr. Choudhuri).

Have you had reprints made of any of these articles in the Journal? If so, I would very much like to have copies for circulation to our family of development finance companies. If not, would you be good enough to let me know what the possibilities are of having reprints made. I feel certain that it would be easier for you in Karachi to arrange for, let us say, 50 prints, than for me to do so here.

With best personal regards,

Sincerely yours,

William Diamond
Director
Development Finance Companies

cc. Mr. Shin

WDiamond:spm
August 3, 1965

Mr. W. M. Wimett
Manager, Material
Participation Credit and Investment
Cooperation
Box 9280

Dear Mr. Wimett,

The enclosed memo draws my attention to the need for a copy of the special report on the "Trends of New and Improved Tires" which I understand was prepared by the firm of H. M. Wimett & Co. I believe this report is of considerable interest to Development Finance Corporation and its members, and I would appreciate it if you could furnish me with a copy.

I enclose a copy of a letter dated May 3, 1964, which may be of interest to you.

Yours sincerely,

[Signature]

W. P. D. Eccles
Director
Development Finance Corporation

cc. Mr. Wimett
July 30, 1965

Dear Mr. Gurian:

Thank you for your letter of July 28, 1965 which has been forwarded to me due to Mr. Mejia's absence from Washington.

Pursuant to your request, please find enclosed two additional copies in English and three copies in Spanish of the bulletin "Private Development Finance Companies".

Yesterday, following your telephone conversation with Mr. Mejia, three copies in English and three in French were sent to your office.

With best regards, I remain,

Sincerely yours,

[Signature]

Roberto M. Fernandes
Development Finance Companies Department

Mr. S. D. Gurian
President
Franklin National Bank Bldg.
Garden City, N. Y., 11532

RFernandes/agr.
enc.
July 27, 1965

Dear Dan:

In an effort to keep the development finance companies associated with us abreast of both time and tide on matters theoretical as well as operational in the development financing fields, from time to time we send these papers likely to interest them. It occurs to me that your paper, "Toward Professionalism in Development Banking" and the bibliography attached to your paper for discussion at the Development Center last June may be of interest to them.

May I have your permission to send both to them? If you agree, may we have 25 copies of each paper? We'll pay, of course.

Sorry, I missed Janssens.

With best regards,

Sincerely yours,

William Diamond
Director
Development Finance Companies

Mr. J. D. Eyhartz
Massachusetts Institute of Technology
Alfred P. Sloan School of Management
50 Memorial Drive
Cambridge, Massachusetts, 02139
July 27, 1965

Dear Professor Adler:

Some time ago we were informed by Professor Mikasall that your doctoral thesis, "Report of Research on Industrial Development Banking in Economically Less Developed Countries," had been under preparation for publication. I do have a copy of your earlier draft on the subject which you were kind enough to give us, but no copy of the final version.

I have the feeling that the paper may be of interest to the development finance companies with which the World Bank group is associated and we would like, if possible, to send each of them a copy of it. Is it available for distribution?

With kind regards,

Sincerely yours,

B. H. Shin
Development Finance Companies

Mr. Robert W. Adler
Department of Economics
   and Political Science
The University of British Columbia
Vancouver 8, British Columbia
Canada