Folder Title: Operational - Development Banks - Economic Development Institution [EDI] Trainees - Correspondence
Folder ID: 1069964
Series: Operations policy and procedures
Dates: 06/17/1966 - 08/02/1968
Fonds: Central Files
ISAD Reference Code: WB IBRD/IDA ADMCF-04
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FOR FURTHER CORRESPONDENCE SEE:

RECORDS MANAGEMENT SECTION
February 1969
## Record of the Seventh Industrial Finance Course

**October 11 - December 1, 1965**

<table>
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<th>10:00 A.M. ~ 12:00 Noon</th>
<th>1:30 P.M. ~ 3:30 P.M.</th>
<th>Evening</th>
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<td>ARRIVAL OF THE PARTICIPANTS</td>
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<td>11</td>
<td>ORIENTATION</td>
<td>TOUR OF TOKYO</td>
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<tr>
<td>Mon.</td>
<td>Mr. H. Nakayama</td>
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<td>Project Manager</td>
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<td>TOUR OF HEAD OFFICE OF I.B.J.</td>
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<td>13</td>
<td>FINANCIAL SYSTEM IN JAPAN (1)</td>
<td>FINANCIAL SYSTEM IN JAPAN (2)</td>
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<tr>
<td>Wed.</td>
<td>Mr. T. Midorikawa</td>
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<td></td>
<td>Senior Deputy Manager</td>
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<td>14</td>
<td>FIELD STUDY</td>
<td>FUNCTION AND ORGANIZATION OF I.B.J. (1)</td>
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<td>Visit Tokyo Clearing House</td>
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<td>ROLE AND ACTIVITIES OF THE BANK OF JAPAN</td>
<td>ROLE AND ACTIVITIES OF THE JAPAN DEVELOPMENT BANK</td>
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<td>Fri.</td>
<td>Mr. K. Suzuki, Chief</td>
<td>Mr. K. Oshima, Director</td>
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<td></td>
<td>Europe-America Sec., Economic Research Dept</td>
<td>The Japan Development Bank</td>
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<td>TOUR OF KAMAKURA AND ENOSHIMA</td>
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<td><strong>19</strong> FINANCIAL SYSTEM IN JAPAN (3)</td>
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<tr>
<td>Mr. H. Nakayama</td>
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<td>Mr. T. Midorikawa</td>
<td>Mr. T. Sanbai</td>
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<td><strong>20</strong> FOREIGN EXCHANGE ACTIVITIES OF I.B.J.</td>
<td>FIELD STUDY - ELECTRICAL MACHINERY</td>
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<td>Mr. S. Hagura</td>
<td>Tokyo Shibaura Electric Co., Ltd.</td>
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<td>DEPOSIT ACTIVITIES</td>
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<td>Mr. Y. Kurosawa</td>
<td>Mr. H. Koide</td>
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<td>Assistant Manager</td>
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<td>FIELD STUDY</td>
<td>Visit the Bank of Japan</td>
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<td>Mon.</td>
<td>12:00 Noon</td>
<td>INTERNATIONAL CAPITAL TRANSFERS (1)</td>
<td>Mr. S. Mineshima, Senior Deputy Manager, Foreign Dept.</td>
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<td>Tues.</td>
<td>26:00 P.M.</td>
<td>INTERNATIONAL CAPITAL TRANSFERS (2)</td>
<td>Mr. S. Mineshima</td>
<td>Dinner given by Foreign Dept.</td>
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<td>Wed.</td>
<td>27:00 P.M.</td>
<td>ECONOMIC PLANNING IN JAPAN (1)</td>
<td>Mr. M. Sakisaka, Director, Planning Bureau</td>
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<td>Economic Planning Agency</td>
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<td>ECONOMIC PLANNING IN JAPAN (2)</td>
<td>Mr. M. Sakisaka</td>
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<td>Fri.</td>
<td>29:00 P.M.</td>
<td>SECURITIES MARKET IN JAPAN AND ACTIVITIES OF I.B.J. (1)</td>
<td>Mr. H. Sasaki, Assistant Manager, Securities Dept.</td>
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<td>SECURITIES MARKET IN JAPAN AND ACTIVITIES OF I.B.J. (2)</td>
<td>Mr. H. Sasaki</td>
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<td>1</td>
<td>Mon.</td>
<td>Mr. Y. Tanaka, Assistant Manager ResearchDept.</td>
<td>Mr. T. Natori, Industrial Analyst ResearchDept.</td>
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<td>2</td>
<td>Tues.</td>
<td>FIELD STUDY—ELECTRIC POWER The Tokyo Electric Power Co., Inc.</td>
<td>FIELD STUDY—CHEMICAL FERTILIZER Toyo Koatsu Industries, Inc.</td>
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<td>3</td>
<td>Wed.</td>
<td>TOUR OF OFUNA AND YOKOHAMA DISTRICT</td>
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<td>JAPANESE INDUSTRIES—PETROCHEMICALS</td>
<td>PARTICIPANT’S LECTURES (1) &amp; (2)</td>
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<td>5</td>
<td>Fri.</td>
<td>JAPANESE INDUSTRIES—SHIPBUILDING</td>
<td>FIELD STUDY—COMMUNICATION EQUIPMENT AND APPARATUS</td>
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<td>6</td>
<td>Sat.</td>
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<td>Nov.</td>
<td>10:00 A. M.</td>
<td>JAPANESE INDUSTRIES—MOTOR VEHICLES</td>
<td>Mr. T. Tajima, Mitsubishi Pencil Co., Ltd. Deputy Manager</td>
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<td>12:00 Noon</td>
<td>FIELD STUDY - PENCILS</td>
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<td>Luncheon given by Mr. S. Nakayama, President</td>
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<td>1:30 P. M.</td>
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<td>Mr. T. Onodera, Industrial Analyst研究部</td>
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<td>3:30 P. M.</td>
<td>JAPANESE INDUSTRIES—IRON AND STEEL</td>
<td>Far. S. Yamamoto, Advisory Officer研究部</td>
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<td>ROLE AND ACTIVITIES OF THE EXPORT-IMPORT BANK OF JAPAN</td>
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<td>1:30 P.M.</td>
<td>FIELD STUDY - TOY INDUSTRY</td>
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<td>3:30 P.M.</td>
<td>FIELD STUDY - TOY INDUSTRY</td>
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<tr>
<td>21</td>
<td>10:00 A.M.</td>
<td>Mrs. Tashiro, Deputy Manager</td>
<td></td>
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<tr>
<td>Sun.</td>
<td>12:00 Noon</td>
<td>Mrs. Tashiro, Deputy Manager</td>
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<td>1:30 P.M.</td>
<td>Mrs. Tashiro, Deputy Manager</td>
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<td></td>
<td>3:30 P.M.</td>
<td>Mrs. Tashiro, Deputy Manager</td>
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</tbody>
</table>

Remarks:
- Dinner given by Mr. K. Matsuda, Managing Director
- Lunch given by Mr. T. Yamaguchi, Managing Director
<table>
<thead>
<tr>
<th>Nov.</th>
<th>10:00 A.M. ~ 12:00 Noon</th>
<th>1:30 P.M. ~ 3:30 P.M.</th>
<th>Evening</th>
<th>Remarks</th>
</tr>
</thead>
<tbody>
<tr>
<td>22</td>
<td>ROLE AND ACTIVITIES OF THE OVERSEAS ECONOMIC COOPERATION FUND</td>
<td>BRIEFING OF TOUR OF KANSAI</td>
<td></td>
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</tr>
<tr>
<td>Mon.</td>
<td>Mr. S. Ohta, Director The Overseas Economic Cooperation Fund</td>
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<tr>
<td>23</td>
<td>(8:30 A.M.) Leave Tokyo Station by J.N.R. &quot;Hikari No.7&quot;</td>
<td>SIGHTSEEING IN TOBA</td>
<td>Accommodations at Toba Hotel International</td>
<td></td>
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<tr>
<td>Tues.</td>
<td>(10:50 A.M.) Change trains at Nagoya for Toba</td>
<td></td>
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<tr>
<td>24</td>
<td>(10:20 A.M.) Leave Uji-Yamada Station by K.N.R. express for Yokkaichi</td>
<td>FIELD STUDY - OIL REFINERY AND PETROCHEMICALS</td>
<td>Dinner given by Mr. K. Ikeura, Director and Manager, Nagoya Branch</td>
<td>Accommodations at International Hotel Nagoya</td>
</tr>
<tr>
<td>Wed.</td>
<td></td>
<td>Daikyo Oil Co., Ltd. Daikyowa Petrochemical Co., Ltd.</td>
<td></td>
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<tr>
<td>25</td>
<td>FIELD STUDY - IRON AND STEEL</td>
<td>FIELD STUDY - CERAMICS</td>
<td>Accommodations at Osaka Royal Hotel</td>
<td></td>
</tr>
<tr>
<td>26</td>
<td>FIELD STUDY - ELECTRIC APPLIANCES</td>
<td>FIELD STUDY - FARM MACHINERY</td>
<td>Dinner given by Mr. H. Tachi, Managing Director and Manager, Osaka Branch</td>
<td>Accommodations at Osaka Royal Hotel</td>
</tr>
<tr>
<td>Fri.</td>
<td>Matsushita Electronics Corporation</td>
<td>Kubota Iron &amp; Machinery Works</td>
<td></td>
<td></td>
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<tr>
<td>27</td>
<td>FIELD STUDY - TEXTILE</td>
<td>VISIT OSAKA BRANCH OF I.B.J.</td>
<td>Accommodations at Miyako Hotel, Kyoto</td>
<td></td>
</tr>
<tr>
<td>Sat.</td>
<td>Hanegafuchi Spinning Co., Ltd.</td>
<td>SIGHTSEEING IN KYOTO</td>
<td></td>
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<tr>
<td>28</td>
<td></td>
<td>SIGHTSEEING IN NARA</td>
<td>Accommodations at Miyako Hotel, Kyoto</td>
<td></td>
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<tr>
<td>Nov.</td>
<td>10:00 A. M. ~ 12:00 Noon</td>
<td>1:30 P. M. ~ 3:30 P. M.</td>
<td>Evening</td>
<td>Remarks</td>
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<tr>
<td>Nov.</td>
<td>SIGHTSEEING IN KYOTO</td>
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<td>29</td>
<td></td>
<td>(4:40 P.M.) Leave Itami Airport by J.A.L.</td>
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<tr>
<td>Mon.</td>
<td></td>
<td>(5:50 P.M.) Arrive at Haneda Airport</td>
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<tr>
<td>Tues.</td>
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<tr>
<td>Dec.</td>
<td>EVALUATION</td>
<td>CLOSING CEREMONY (1:30 P.M. - 2:30 P.M.)</td>
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<tr>
<td>1</td>
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<td>Wed.</td>
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<tr>
<td>2</td>
<td>EVALUATION</td>
<td>EVALUATION</td>
<td>Farewell Cocktail Party (5:30 P.M. - 7:00 P.M.)</td>
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<td>Thur.</td>
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<tr>
<td>3</td>
<td>DEPARTURE OF THE PARTICIPANTS</td>
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<tr>
<td>Fri.</td>
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<tr>
<td>Sat.</td>
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</tbody>
</table>
August 2, 1968

Mr. Bahaaeddin Kayalioglu
Assistant General Manager
Türkiye Sinai Kalkınma
Bankası A. Ş.
P.O. Box: 17 Karakoy,
Istanbul, Turkey

Dear Mr. Kayalioglu:

Many thanks for your letter of July 11 about the program of training for the participants in the EDI Industrial Project Evaluation Course. The letter arrived while I was abroad and hence the delay in acknowledging it. We are very pleased with the carefulness with which you arranged the program and appreciate your cooperation.

With best wishes.

Yours sincerely,

F. M. Mathew
Deputy Director
Development Finance Companies

cc: Mr. Baldwin
Mr. Jeffries

Circ. (3)

PMMathew:mbj
June 13, 1968

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

Dear Felix:

Many thanks for your letter of May 27 and the attached program for the EDI fellows. I am sorry for the small delay in replying to you.

The program looks to me to be quite satisfactory. The only modification that I would want to suggest is that you kindly arrange to release the participants on July 16 rather than on July 17.

Again, thanks once more for your kind cooperation.

Best wishes,

Yours sincerely,

P. M. Mathew
Deputy Director
Development Finance Companies

cc: Mr. Baldwin

Circ. (3)
June 13, 1968

Mr. Porter E. Y. Grade
President
China Development Corporation
1815-2 Guang Shan Road M., Taipei Sec.
Taiwan
Republic of China

Dear Mr. Grade:

Many thanks for your letter of May 5th and the attached program for the IDI fellowship. I am sorry for the small delay in replying to your letter. The program looks to me to be quite satisfactory. The only modification that I would want to suggest is that your kind invitation to attend the banquet on July 4th be extended to cover the 5th and 6th of July. Please let me know in July if you can.

Mrs. Grade will make one more for your kind cooperation.

Yours sincerely,

P. M. Hedden
Director, Deputy Director
Development Finance Committees

cc: Mr. Batraison
Mr. P. M. Mathew  
Deputy Director  
Development Finance Companies Dept.  
International Finance Corporation  
1818 H Street, N.W.  
Washington D.C. 20433  
U. S. A.

Dear P. M.:

Reference is made to your letter of May 14, 1968 informing us the time schedule of the coming visit of Messrs. Chellappah and Sparsis.

We have worked out for the two gentlemen a tentative itinerary forwarded herewith as per attached paper. We would suggest that after observing in detail our project appraisal techniques and loan procedures, they spend five days, including a Saturday and a Sunday, to visit the plants in the South as well as the Kaohsiung Export Processing Zone, an establishment similar to the free ports in other countries which has been gaining its reputation as one of the most important incentives to the foreign investors in this country. In order that they can make best use of the time available, the visits to the related agencies and/or CDC financed projects in the suburban Taipei might also be arranged.

Needless to say, the program we have worked out is a tentative one and may change if circumstances require. In the meanwhile, you may rest assured that we will do our best to make their stay here in Taiwan most pleasant and useful.

With best regards,

Sincerely yours,

Felix S. Y. Chang  
President
Tentative Itinerary for EDI Fellows

Mr. Rajasuriyar Chellappah - Ceylon
Manager, Industrial Credit Section
Bank of Ceylon

Mr. Lazaros Demetri Sparsis - Cyprus
Financial and Marketing Manager
Cyprus Development Corporation Ltd.

July
3 Wed. Briefing (on CDC's operation and general economic condition of Taiwan)
4 Thu. Technical Dept. - Project appraisal
5 Fri. 
6 Sat. a.m. Econ. Research Dept. - Project appraisal
6 p.m. Free
7 Sun. Free
8 Mon. Econ. Research Dept. - Project appraisal
9 Tue. Operation Dept. - Loan procedures
10 Wed. Visit plants in the South and KEPZ*
11 Thu. 
12 Fri. 
13 Sat. 
14 Sun. 
15 Mon. Controller's Office - Disbursement and follow-up
16 Tue. General review
17 Wed. Departure

* to be arranged later on
(KEPZ stands for Kaohsiung Export Processing Zone)
May 14, 1968

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

Dear Felix:

Many thanks for your letter of May 2 about the training with you of Messrs. Chellappah and Sparsis, EDI participants. I am very grateful for your help in accepting them and promising to make arrangements for their training.

We have arranged that they begin their program with you on July 3 and complete it on July 16.

With best personal regards,

Yours sincerely,

P. M. Mathew
Deputy Director
Development Finance Companies

cc: Messrs. Baldwin
    Pollan
    Powell
    Jeffries

PMMathew/jm
May 8, 1968

Mr. R.C. Doodhmal  
Secretary & Chief Accountant  
The Industrial Credit and Investment  
Corporation of India Limited  
163, Backbay Reclamation  
Bombay 1, India

Dear Mr. Doodhmal:

Many thanks for your letter of April 30 about the training of EDI participants in your institution. I am glad to know that my proposals meet with ICICI's approval, and I appreciate your kind cooperation.

Hotel arrangements for the participants will be made from here before they start. In case they need some last minute help I will ask them to get in touch with you.

With best regards,

Yours sincerely,

P. M. Mathew  
Deputy Director  
Development Finance Companies

cc: Mr. Baldwin  
Mr. Pollan  
PM:Mathew:ja
May 6, 1968

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

Dear Mr. Kheradjou:

Many thanks for your letter of April 30 about the training of EDI participants in your institution. I am glad to know that my proposals meet with IMDBI's approval, and I appreciate your kind cooperation.

Yours sincerely,

P. M. Mathew
Deputy Director
Development Finance Companies

cc: Mr. Baldwin
Mr. Seese

PMathew:sm
May 2, 1968
File Ref. 57-E-0161

Mr. P. M. Mathew
Deputy Director
Development Finance Companies Dept.
International Finance Corporation
1818 H Street, N.W.
Washington D.C. 20433
U.S.A.

Dear P. M.:

We acknowledge receipt of your letter dated April 19, 1968 informing us of the coming visit of Mr. Chellappah of Ceylon and Mr. Sparsis of Cyprus after EDI Course and wish to extend to both of them our hearty welcome.

July 1 and 2 being our Bank holidays, it would be more advisable if they could be with us starting from July 3. However, if such a change would cause any inconvenience to you, please just forget it and we will see what we can do for their interest.

With best regards,

Sincerely yours,

Felix S. Y. Chang
President
April 30, 1968

Dear Mr. Mathew:

I acknowledge receipt of your letter of April 19, 1968 together with enclosure addressed to Mr. H.T. Parekh. We note that Mr. C.A. Ogwang and Mr. G. Mulugeta, participants of the EDI training programme will be in ICICI from July 2 to July 16.

Please let us know if we have to arrange for hotel accommodation for them.

With kind regards,

Yours sincerely,

R. C. Doodhmal
Secretary & Chief Accountant

Mr. P.M. Mathew
Deputy Director
Development Finance Companies
International Finance Corporation
1818 H Street, N.W.
Washington D.C. 20433
U.S.A.
April 20, 1966

Dear Mr. Mathew:

I acknowledge receipt of your letter of April 19, 1966, together with enclosure addressed to Mr. H.T. Perdue. We note that Mr. C.A. Owens and Mr. G. Munneux, participants in the IDT training programme will be in JOINT from July 2 to July 30. Please let us know if we have to arrange for hotel accommodation for them.

With kind regards,

Yours sincerely,

R.G. Dougall
Secretary & Chief Accountant

Mr. P.M. Mathew
Deputy Director
Development Finance Company
International Finance Corporation
1818 H Street, N.W.
Washington D.C. 20433
U.S.A.

1968 May 6 File 9:37
Communications
Received

1968 May 6 File 9:37
Communications
Received
Managing Director

30 April, 1968

Dear Mathew:

Thank you very much for your letter of April 19, 1968 and the enclosed resume of Mr. Chung Hyun Oh of Korea and Mr. Guillermo Sanint B. of Columbia.

We would be very happy to receive Mr. Oh and Mr. Sanint during the proposed dates (June 30 - July 12) and arrange for them our usual program to familiarize them with the work and activities of IMDBI.

With best personal regards.

Sincerely yours,

A. Gaseem Kheradjou

Mr. P.M. Mathew
Deputy Director
Development Finance Companies
International Finance Corporation
1818 H St. Street, N.W., Washington DC. 20433
USA
April 30, 1968

Mr. A.A. Lodhi
Pakistan Industrial Credit and
Investment Corporation Limited
P.O. Box 5080
Karachi 2, Pakistan

Dear Mr. Lodhi:

Many thanks for your letter of April 25
about the training of EDI participants in your
institution. I am glad to know that my pro-
posal meets with PICIC's approval, and I
appreciate your kind cooperation.

Yours sincerely,

[Signature]

P.M. Mathew
Deputy Director
Development Finance Companies

cc Mr. Baldwin
Mr. Sekse

WDiamon:us
April 30, 1968

Mr. Jaakko Lassila
General Manager
Teollistamisrahasto Oy
Lonnrotinkatu 13
Helsinki, Finland

Dear Mr. Lassila:

Many thanks for your letter of April 25 about the training of EDI participants in your institution. I am glad to know that my proposals meet with your approval, and I appreciate your kind cooperation.

Yours sincerely,

P. M. Mathew
Deputy Director
Development Finance Companies

cc: Mr. Baldwin
    Mr. Jeffries

PMMathew:mbc
April 30, 1968

Industrial Development Bank
of Turkey
P.O. Box 17 - Karakoy
Istanbul, Turkey

Attention Messrs. Alagoz and Kayalioglu

Gentlemen:

Many thanks for your letter of April 26 about the training of EDI participants in your institution. I am glad to know that my proposals meet with your approval, and I appreciate your kind cooperation.

Yours sincerely,

P. M. Mathew
Deputy Director
Development Finance Companies

cc: Mr. MacNealy

PMMathew:mbc
PAKISTAN INDUSTRIAL CREDIT & INVESTMENT CORPORATION LIMITED
Jubilee Insurance House,
McLeod Road,
P. O. Box No. 5080 Karachi-2.

No. SY-104/68
April 26, 1968

Dear Mr. Mathew,

This is to acknowledge with thanks the receipt of your letter of April 19, 1968 enclosing the bio-data of the two participants, one from Nigeria and the other from Mexico, who will be joining us shortly.

The dates of their visit to Pakistan will be all right for us and we are now looking forward to meeting the two participants.

Kind regards,

Yours sincerely,

( A.A. LODHI )

Mr. I.M. Mathew,
Deputy Director,
Development Finance Companies,
International Finance Corporation,
1818 H Street, N.W.,
Washington, D.C. 20433,
U.S.A.
DEAR MR. MACKIE,

This is to acknowledge with gratitude the receipt of your letter of April 10, 1966 encoding the pro-forma for the two participations. Our firm regretted the omission and the offer from Mexico, who will be joining us shortly.

The arrival of their wire to London will be dealt with right for us and we are now looking forward to receiving the two participations.

Kind regards,

Yours sincerely,

[Signature]

(For Mr. I. M. MacKenzie
Deputy Director
Development Finance Corporation
International Finance Corporation
1818 H Street, N.W.
Washington, D.C. 20433
U.S.A.)

1966 APR 30 AM 8:35
COMMUNICATIONS
RECEIVED
WASHINGTON
Mr. P. M. Mathew  
Deputy Director  
Development Finance Companies  
International Finance Corporation  
1818 H Street N. W.  
Washington D. C. 20433  

U. S. A.

Dear Mr. Mathew:

This is in reference to your letter of April 19, 1968.

The date of arrival and stay of the EDI participants proposed in your letter is convenient for this Bank.

With best regards,

Yours sincerely,

TÜRKİYE SINAI KALKINMA BANKASI A.Ş.

Alparslan Alagöz  
(Deputy-Director Loan and Investment and Financial Analysis Department)

Bahaeddin Kayalioğlu  
(Assistant General Manager)
April 25, 1968

Mr. P. M. Mathew  
Deputy Director  
Development Finance Companies  
International Finance Corporation  
1818 H Street, N.W.  
Washington D.C. 20433  
U.S.A.

Dear Mr. Mathew:

I am pleased to see from your letter dated April 19, 1968, that we have been able to help you in arranging the EDI participants' training in our institution.

It is most convenient for us that Mr. Upadhyay from Nepal, Mr. Sison from the Philippines, and Mr. Carey from Jamaica will arrive in Helsinki on Wednesday, June 26, and will stay here for two weeks.

I am very pleased to see the EDI participants in the Industrialization Fund of Finland Ltd and hope that the training program will be profitable for them.

Yours sincerely,

Jaakko Lassila  
General Manager
DEAR MR. M. MILLER:

I am pleased to see that your letter dated April 10, 1968.

I am happy to see that you are keeping abreast of the latest developments in your field.

It is our policy to use the most up-to-date methods and to strive for excellence in our work.

We have made arrangements for your visit to our facilities for two weeks.

I am sure you will find our facilities and personnel well arranged.

We are very pleased to see the good progress you are making.

You are cordially invited to attend our training program.

We are looking forward to seeing you.

Yours sincerely,

[Signature]

General Manager

[Address]
April 19, 1968

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

Dear Mr. Parekh:

I was very happy to learn from you, in reply to my letter of January 11, about some EDC participants' training in your institution, that you were willing to cooperate in this program this year. Accordingly, we propose the following candidates:

1. Uganda
   Constant Andrew Ongang
   Executive Economist
   Uganda Development Corporation Ltd.

2. Ethiopia
   Mulugeta Gebrewold
   Deputy Managing Director
   The Development Bank of Ethiopia

A brief resume of each is attached.

According to present plans, they propose to arrive in Bombay on Tuesday, July 2, and to stay with your institution until Tuesday, July 16. In case there is any change, we shall give you sufficient advance information. We are making arrangements from here for their stay in Bombay.

Kindly let me know if the dates proposed are convenient.

We greatly appreciate your helpfulness in participating in this program.

Yours sincerely,

P. M. Mathew
Deputy Director
Development Finance Companies

Attachment

cc: Mr. MacNesly

FMathew:mbo
April 19, 1968

Mr. Resid Egeli  
General Manager  
Industrial Development Bank of Turkey  
P.O. Box 17 - Karakoy  
Istanbul, Turkey  

Dear Resid Boy:  

I was very happy to learn from you, in reply to my letter of January 11, about some EDI participants' training in your institution, that you were willing to cooperate in this program this year. Accordingly we propose the following candidates:

1. Guyana  
   Patrick Harry Mootoo  
   Senior Economist  
   Guyana Development Corporation  

2. Pakistan  
   Mohd Bashirullah  
   Officer on Special Duty  
   Industrial Development Bank of Pakistan  

3. Ecuador  
   Manuel Enrique Lara Almeida  
   Chief of Engineers  
   Comision de Valores  
   Corporacion Financiera Nacional  

A brief resume is attached.

According to present plans, all of them propose to arrive in Istanbul on Thursday, June 27, and to stay with your institution until Tuesday, July 9. In case there is any change, we shall give you sufficient advance information. We are making arrangements from here for their stay in Istanbul.

Kindly let me know if the dates proposed are convenient.

We greatly appreciate your helpfulness in participating in this program.

Yours sincerely,

[Signature]

P.M. Mathew  
Deputy Director  
Development Finance Companies  

Attachment
April 19, 1968

Mr. Jaakko Lassila
General Manager
Teollisiamiraahasto Oy
Lonnrotinkatu 13
Helsinki, Finland

Dear Mr. Lassila:

I was very happy to learn from you, in reply to my letter of January 11 about some EDI participants' training in your institution, that you were willing to cooperate in this program this year. Accordingly we propose the following candidates:

1. Nepal
   Hari Narayan Upadhyay
   Secretary to the Board of Directors
   Nepal Industrial Development Corporation

2. Philippines
   Luis V. Sison
   Vice President
   Private Development Corporation
   of the Philippines

3. Jamaica
   Randolph Algernon Carey
   Corporation Secretary
   Jamaica Industrial Development Corporation

A brief resume of each is attached.

According to present plans, all of them propose to arrive in Helsinki on Wednesday, June 26, and to stay with your institution until Tuesday, July 9. In case there is any change, we shall give you sufficient advance information. We are making arrangements from here for their stay in Helsinki.

Kindly let me know if the dates proposed are convenient.

We greatly appreciate your helpfulness in participating in this program.

Yours sincerely,

[Signature]

D. M. Mathew
Deputy Director
Development Finance Companies

Attachments
cc: Mr. MacIsaely
DMathew@ede
Επιστευτής

Αρχή πληροφορίας

Διάστημα στοιχείων

Πληροφορίες επικοινωνίας

Τέλος πληροφορίας
April 19, 1968

Mr. Said Ahmed
Managing Director
Pakistan Industrial Credit and
Investment Corporation Limited
P.O. Box 5060
Karachi 2, Pakistan

Dear Mr. Ahmed:

I was very happy to learn from you, in reply to my letter of January 11, about some EDI participants' training in your institution, that you were willing to cooperate in this program this year. Accordingly we propose the following candidates:

1. Nigeria
   Alhaji Ibrahim el Yakubu
   Assistant General Manager (Industrial)
   Northern Nigeria Development Corporation

2. Mexico
   Manuel Martinez del Campo Quinones
   Head, National Productivity Office
   Industrial Research Department
   Banco de Mexico, S.A.

A brief resume of each is attached.

According to present plans, they propose to arrive in Karachi on Thursday, June 27, and to stay with your institution until Tuesday, July 9. In case there is any change, we shall give you sufficient advance information. We are making arrangements from here for their stay in Karachi.

Kindly let me know if the dates proposed are convenient.

We greatly appreciate your helpfulness in participating in this program.

Yours sincerely,

P. M. Mathew
Deputy Director
Development Finance Companies

Attachment

cc: Mr. MacNealy
FM: Mathew/abc
April 19, 1968

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

Dear Felix:

I was very happy to learn from you, in reply to my letter of January 11, about some EDCP participants' training in your institution, that you were willing to cooperate in this program this year. Accordingly, we propose the following candidates:

1. Ceylon
   Rajasuriyar Chellappah
   Manager, Industrial Credit Section
   Bank of Ceylon

2. Cyprus
   Lazaros Demetri Spasias
   Financial and Marketing Manager
   Cyprus Development Corporation Ltd.

A brief resume of each is attached.

According to present plans, they propose to arrive in Taipei on Monday, July 1, and to stay with your institution until Monday, July 15. In case there is any change, we shall give you sufficient advance information. We are making arrangements from here for their stay in Taipei.

Kindly let me know if the dates proposed are convenient.

We greatly appreciate your helpfulness in participating in this program.

Yours sincerely,

[Signature]

P. M. Mathew
Deputy Director
Development Finance Companies

Attachment
April 19, 1968

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

Dear Gasem:

I was very happy to learn from you, in reply to my letter of January 11, about some EDB participants' training in your institution, that you were willing to cooperate in this program this year. Accordingly we propose the following candidates:

1. Korea
   Chung Hyun Oh
   Chief, Planning and Control Division
   Foreign Loan Department
   Korean Reconstruction Bank

2. Colombia
   Guillermo Sanint B.
   Vice President
   Corporacion Financiera de Caldas

A brief resume of each is attached.

According to present plans, they propose to arrive in Tehran on Sunday, June 30, and to stay with your institution until Friday, July 12. In case there is any change, we shall give you sufficient advance information. We are making arrangements from here for their stay in Tehran.

Kindly let me know if the dates proposed are convenient.

We greatly appreciate your helpfulness in participating in this program.

Yours sincerely,

F. M. Mathew
Deputy Director
Development Finance Companies

P. M. Mathew
Deputy Director
Development Finance Companies
Δόσει πίστωση:

Εύσποροι επίτευχται ή περισσότεροι να συνεργάστονται σε διάφορες εκδόσεις και επιστημονικές δημοσιότητες.

5. Καταλήψεις

Χρησιμοποιείται για την δυνατότητα να επιπλέονται σε διάφορες εκδόσεις και επιστημονικές δημοσιότητες.

1. Καταλήψεις

Χρησιμοποιείται για την δυνατότητα να επιπλέονται σε διάφορες εκδόσεις και επιστημονικές δημοσιότητες.

Σελίδα 1/4
Mr. George B. Baldwin                                      March 14, 1968

P. M. Mathew

EDI Industrial Projects Course; trips of Participants to other Industrial Development Banks

I refer to Mr. French's memorandum of March 12 to Mr. Diamond and to your discussion with me on the above subject today.

We agreed that participants be sent to various institutions as shown in the attachment. We also agreed that Messrs. del Campo (Mexico) and Chellappah (Ceylon) should be additionally invited.

The next step would be for you to let me know about the end of the first week in April whether the assignments are firm. On hearing from you, I shall propose the necessary arrangements to the host institutions.

Attachment

Circ. (3)

PM. Mathew: abc
February 23, 1968

Dear Mr. Majoul:

Thank you for your cable of February 22. By the time you receive this letter, you will have heard from EDI that you have been accepted in their forthcoming Projects Course conducted in French. Sincere congratulations. We are looking forward to seeing you soon in Washington.

With best personal regards,

Sincerely yours,

Khalil Nougaim
Development Finance Companies

Mr. M. Majoul
Societe Nationale d'Investissement
68, Avenue Habib Bourguiba
Tunis, Tunisia

cc: Mr. Esmiol

KNougaim:smm
COMMUNICATION: Memo
DATED: February 23, 1968
TO: Mr. Arango

FROM: Mr. Gary Luhman

FILED UNDER: COLUMBIA- Caldas

SUMMARY: Re: COLUMBIA - CF Caldas - Brief for your visit March 5, 1968

Extract:

Industrial Projects Evaluation Course

Caldas and INCOLDA (Columbian Institute of Administration) had intended to sponsor an Industrial Project Evaluation Course in Manizales during June/July 1968 to have been organized by Dr. Hector Ochoa Diaz from the Université of Antioquia. However, when Dr. Ochoa visited Washington in early January, he learned that IDB was planning to hold a similar course in Bogota during April/June 1968. Consequently, EDI suggested that the project might be postponed to 1968/69 or that a short seminar of a more general character might be considered. You could enquire as to what the final decision was in this matter."
We have agreed with Mr. French that we will try to arrange for an additional two weeks of training with some of our more developed development banks for the following candidates for the 1968 Industrial Projects Course:

1. Guillermo Sanint B.
   Vice President
   Corporación Financiera de Caldas (Colombia)

2. Lazaros Demetri Sparsis
   Financial and Marketing Manager
   Cyprus Development Corporation Ltd. (Cyprus)

3. Manuel Enrique Lara Almeida
   Chief of Engineers
   Comisión de Valores
   Corporación Financiera Nacional

4. Mulugeta Gebrewold
   Deputy Managing Director
   The Development Bank of Ethiopia (Ethiopia)

   (or the alternate, Getachew Yifrou
   Assistant Credit Manager
   Commercial Bank of Ethiopia, S.C.)

5. Patrick Harry Mootoo
   Senior Economist
   Guyana Development Corporation (Guyana)

6. Randolph Algernon Carey
   Corporation Secretary
   Jamaica Industrial Development Corporation (Jamaica)

7. Chung Hyun Oh
   Chief, Planning and Control Division
   Foreign Loan Department
   Korean Reconstruction Bank (Korea)

8. Hari Narayan Upadhyay
   Secretary to the Board of Directors
   Nepal Industrial Development Corp. (Nepal)
9. Alhaji Ibrahim el Yakubu  
   Assistant General Manager (Industrial)  
   Northern Nigeria Development Corp. (Nigeria)

10. Mohd Bashirullah  
    Officer on Special Duty  
    Industrial Development Bank of Pakistan (Pakistan)

11. Luis V. Sison  
    Vice President  
    Private Development Corporation of the Philippines (PDCP)

12. Constant Andrew Ogwang  
    Executive Economist  
    Uganda Development Corporation Ltd. (Uganda)

Esekse: fm

cc: Mr. French
Managing Director

28 January, 1968

Dear Mathew:

Thank you very much for your letter of January 11, 1968 concerning the visit for two weeks of one or more of the participants of EDI Industrial Project Evaluation Course to IMDBI.

We would be very happy to cooperate with you and arrange for them our usual program of study in the Bank and visit to the plants.

With kind regards.

Sincerely yours,

A. Gasem Kheradjou

Mr. P.M. Mathew
Deputy Director
Development Finance Companies
International Finance Corporation
1818 H St. N.W. Washington DC 20433
USA
January 27, 1968

Dear Mr. Mathew:

I acknowledge with thanks receipt of your letter of January 11, 1968 informing me about the Industrial Project Evaluation Course of the Economic Development Institute. We shall be glad to receive a few of the participants for a period of about two weeks from June 24, 1968. Kindly send us the names and the background of the EDI trainees so that a suitable programme can be drawn up for them.

With kind regards,

Yours sincerely,

H. T. Parekh
Managing Director

Mr. P. M. Mathew
Deputy Director
Development Finance Companies
International Finance Corporation
1818 H Street, N.W.
Washington, D.C. 20433
U.S.A.
Dear Mr. Matthews,

[Signature]

[Date]

[Company Letterhead]
January 25, 1968

Dear Mr. Ahmed:

On behalf of Mr. Mathew, who is at present away from Washington, I wish to acknowledge and thank you for your letter of January 16, and for your usual willingness to help us provide the participants of EDI's Industrial Project Evaluation Course with additional training and experience.

Mr. Mathew, as he wrote in his letter of January 11, will later inform you of the persons we propose to send to PICIC.

With best regards,

Sincerely yours,

Einar Sekse
Development Finance Companies

Mr. Said Ahmed
Managing Director
Pakistan Industrial Credit & Investment Corporation Limited
P.O. Box 5080
Karachi 2, Pakistan

cc: Mr. Mathew o/r (with incoming)
ESeke:amm
January 19, 1968

File Ref. 57-E-021

Mr. P. M. Mathew  
Deputy Director  
Development Finance Corporation Dept.  
International Finance Corporation  
1818 H Street, N.W.  
Washington D.C., 20433  
U. S. A.

Dear P. M.:

With reference to your letter of January 11, 1968, we wish to inform you that we are only too glad to receive again this year participants from the EDI Course in Industrial Project Evaluation. Please be assured that CDC is always at your service and ready to receive them sent from your esteemed office.

We might call your attention that since June 30 falls on Sunday and July 1 and 2 being Bank holidays, we will have no office on June 30 through July 2. It would be more advisable if their programme here could start from July 3. However, in case such a change would cause any inconvenience to you, please forget it and we will see what we can do for their interest.

With best regards,

Sincerely yours,

Felix S. Y. Chang  
President

181 — 5 CHUNG SHAN ROAD N., SECTION 2 TAIPEI, TAIWAN, REPUBLIC OF CHINA
January 19, 1968

Mr. P. M. Mathew  
Deputy Director  
Development Finance Companies  
International Finance Corporation  
1818 H Street, N. W.  
Washington, D. C. 20433  
U. S. of America

Dear Mr. Mathew:

This is to acknowledge receipt of your letter of January 11, 1968.

We shall be pleased to receive in Istanbul two or more participants of the Industrial Project Evaluation Course around June 24, 1968. We add that the training program for the participants would, as in previous years, include studies and discussions on policies and methods of operation of this Bank as well as the appraisal system of projects.

With best regards,

Yours sincerely,

TURKİYE SİNAİ KALKINMA BANKASI A. Ş.
January 17, 1968

Mr. P.M. Mathew  
Deputy Director  
Development Finance Companies  
International Finance Corporation  
1818 H Street, N.W.  
Washington D.C. 20433  
U.S.A.

Dear Mr. Mathew:

Thank you for your letter dated January 11, 1968.

I am very pleased that the program we have arranged for the participants in the Economic Development Institute's Course in Industrial Project Evaluation has proved beneficial to them. The Industrialization Fund of Finland Ltd. will, of course, be willing to arrange similar Course for a couple of participants even this year.

It suits us well that they shall arrive on the week beginning June 24 and stay for two weeks. You will, no doubt, let me know the names and background of the participants, as mentioned in your letter.

With best regards,

Yours sincerely,

Jaakko Lassila
General Manager
Mr. M. McNeice
Deputy Director
Development Finance Corporation
International Finance Corporation
1950 Street, N.W.
Washington, D.C. 20577

DEAR MR. McNEICE:

Thank you for your letter dated January 1, 1966.

I am very pleased that the program we have started for the
participation in the Economic Development Initiative's course
in Agrarian Credit Administration has proved beneficial to them.
The International Finance Corporation's willingness to arrange a
similar course for one of their participants is appreciated.

Even more than before.

It would be well that they attend one of the week seminars
in each of the two weeks. You will be happy to hear the
names of the names of the participants as well.

With best regards,

Your sincerely,

[Signature]
General Manager
No. SY-104/68

January 16, 1968.

Mr. P.M. Mathew,
Deputy Director,
Development Finance Companies,
International Finance Corporation,
1818 H Street, N.W.,
Washington D.C. 20433,
U.S.A.

Mr. Mathew:

Kindly refer to your letter of Jan.11, 1968.

We will be happy to receive one or more participants in the course on Industrial Project Evaluation conducted by the Economic Development Institute and will provide them with the usual facilities which will give them an insight into our techniques and problems.

I shall now await your further advice concerning the programme and also the particulars of the persons who will join us.

Kind regards,

Yours sincerely,

( SADIQ AHMED )
Managing Director

cc: Mr. Krishnaswamy
cc: Mr. Sekar
Mr. Resid Egeli
General Manager
Industrial Development Bank
of Turkey
P.O. Box 17 - Karaköy
Istanbul, Turkey

Dear Resid Bay:

I am writing at this time as we have in previous years on the two-week visit by participants in the Economic Development Institute's Course in Industrial Project Evaluation which you have kindly offered in the past. This year's course in Washington begins on Monday, April 1 and ends on Friday, June 21, 1968.

We hope, that as you have done in the past, you will be willing this year to take on one or more participants. As before, we would be meeting their travel and subsistence costs. They could arrive in the early part of the week beginning June 24, and their stay with you would end in the early part of the week beginning July 5.

On the basis of what we have heard about the benefits which former participants have derived from this type of experience in being exposed to the personnel, procedures and problems of an advanced institution like yours, we believe that it is valuable and that the kind of facilities you have provided in the past are well suited to their needs. I hope it will be possible for you to repeat the arrangements this year.

I shall look forward to hearing from you as soon as possible that you will cooperate in this program this year. In case you will, kindly tell me of your decision and I shall then let you know the names and background of the people we will send you.

With best regards,

Yours sincerely,

P. N. Mathew
Deputy Director
Development Finance Companies

Cleared in substance with and copy to
Messrs. Krishnaswamy/Baldwin
Jeffries

P/N Mathew/но
January 11, 1968

Mr. Said Ahmed
Managing Director
Pakistan Industrial Credit and Investment Corporation Limited
P.O. Box 5080
Karachi 2, Pakistan

Dear Mr. Ahmed:

I am writing at this time as we have in previous years on the two-week visit by participants in the Economic Development Institute's Course in Industrial Project Evaluation which you have kindly offered in the past. This year's course in Washington begins on Monday, April 1 and ends on Friday, June 21, 1968.

We hope, that as you have done in the past, you will be willing this year to take on one or more participants. As before, we would be meeting travel and subsistence costs. They could arrive in the early part of the week beginning June 21, and their stay with you would end in the early part of the week beginning July 5.

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With best regards,

Yours sincerely,

P. M. Mathew
Deputy Director
Development Finance Companies

Clearance in substance with and copy to:
Messrs. Krishnamurthy/Baldwin
Sekse

P.Mathew/sc
January 11, 1968

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

Dear Mr. Parekh:

I am writing at this time as we have in previous years on the two-week visit by participants in the Economic Development Institute’s Course in Industrial Project Evaluation which you have kindly offered in the past. This year’s course in Washington begins on Monday, April 1 and ends on Friday, June 21, 1968.

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I shall look forward to hearing from you as soon as possible that you will cooperate in this program this year. In case you will, kindly tell me of your decision and I shall then let you know the names and background of the people we will send you.

With best regards,

Yours sincerely,

P. M. Mathew  
Deputy Director  
Development Finance Companies

Cleared in substance with and copy to Messrs. Krishnaswamy/Baldwin Pollan

PMMathew/mc
Dear Mr. Peters,

I am writing to inform you that as we have been working closely on the two main projects for the Economic Development Initiative, I have come to understand that there may be significant problems with the project's implementation. Although I have pointed out these problems to you, you have not taken the necessary steps to address them. I am concerned that the current state of the project may not be viable in its current form.

I have attached a detailed report outlining the issues and potential solutions. I urge you to take this situation seriously and take appropriate action. Failure to do so may result in serious consequences for the project and the company.

Thank you for your attention to this matter.

Yours sincerely,

[Signature]
January 11, 1968

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

Dear Gasem:

I am writing at this time as we have in previous years on the two-week visit by participants in the Economic Development Institute's Course in Industrial Project Evaluation which you have kindly offered in the past. This year's course in Washington begins on Monday, April 1 and ends on Friday, June 21, 1968.

We hope, that as you have done in the past, you will be willing this year to take one or more participants. As before, we would be meeting their travel and subsistence costs. They could arrive in the early part of the week beginning June 21, and their stay with you would end in the early part of the week beginning July 5.

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I shall look forward to hearing from you as soon as possible that you will cooperate in this program this year. In case you will, kindly tell me of your decision and I shall then let you know the names and background of the people we will send you.

With best regards,

Yours sincerely,

[Signature]

F. M. Mathew
Deputy Director
Development Finance Companies

Clears in substance with and copy to
Messrs. Krishnaswamy/Baldwin

FMMathew/md
January 11, 1968

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

Dear Felix:

I am writing at this time as we have in previous years on the two-week visit by participants in the Economic Development Institute's Course in Industrial Project Evaluation which you have kindly offered in the past. This year's course in Washington begins on Monday, April 1 and ends on Friday, June 21, 1968.

We hope, that as you have done in the past, you will be willing this year to take on one or more participants. As before, we would be meeting their travel and subsistence costs. They could arrive in the early part of the week beginning June 24, and their stay with you would end in the early part of the week beginning July 5.

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I shall look forward to hearing from you as soon as possible that you will cooperate in this program this year. In case you will, kindly tell me of your decision and I shall then let you know the names and background of the people we will send you.

With best regards,

Yours sincerely,

P. M. Mathew  
Deputy Director  
Development Finance Companies

Cleared in substance with and copy to  
Messrs. Krishnaswamy/Baldwin  
Pollan  
PMMathew/mc
Dear [Name],

As you may have heard, the operations at the [Location] are proceeding smoothly. We have been working hard to ensure that all necessary preparations are made for the upcoming [Event/Project].

I want to express my gratitude for your support and assistance throughout this process. Your dedication and hard work have not gone unnoticed. I look forward to working with you in the future.

Best regards,

[Your Name]
January 11, 1968

Mr. Jaakko Lassila
General Manager
Teollistamisrahasto Oy
Lonnrotinkatu 13
Helsinki, Finland

Dear Mr. Lassila:

I am writing at this time as we have in previous years on the two-week visit by participants in the Economic Development Institute's Course in Industrial Project Evaluation which you have kindly offered in the past. This year's course in Washington begins on Monday, April 1 and ends on Friday, June 21, 1968.

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I shall look forward to hearing from you as soon as possible that you will cooperate in this program this year. In case you will, kindly tell me of your decision and I shall then let you know the names and background of the people we will send you.

With best regards,

Yours sincerely,

P. M. Mathew
Deputy Director
Development Finance Companies

Cleared in substance with and copy to
Messrs. Krishnaswamy/Baldwin
Gustafson

PMMathew/mc
Dear Sir:

I understand that you have recently taken on the role of managing director for the company. As a long-time employee, I wanted to express my support and congratulations on this new position.

I have been with the company for many years and have seen it grow and evolve. I believe that you have the skills and experience to lead the company to even greater success.

Please accept my best wishes for your success in this new role.

Sincerely,

[Signature]
**Record Removal Notice**

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Archives 01 (March 2017)
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COMMUNICATION: Letter

DATED: October 12, 1967

TO: Mr. Bruce Cheek
IBRD

FROM: Mr. Jonas H. Haralz
Director
Economic Institute
Reykjavik, Iceland

FILED UNDER: Iceland - Transport Survey

SUMMARY: Re:

"I am very grateful to you and to your colleagues for the discussions we were able to have both on the transportation study and the project evaluation course during my stay in Washington. I am enclosing copies of letters to Mr. Engelmann and Mr. Krishnaswamy which will bring you up to date on these matters."
Reykjavík, October 12, 1967

Dr. K.S.Krishnaswamy,
Economic Development Institute,
International Bank for Reconstruction
and Development,
1818 H Street, N.W.,
WASHINGTON, D.C. 20433
U. S. A.

Dear Dr. Krishnaswamy:

In continuation of the talk we had in Washington about the arranging of a project evaluation course in Iceland, I would like to confirm to you our present intentions.

The Economic Institute would arrange a course in project evaluation in the fields of transportation and telecommunications to be held in Reykjavík beginning about May 20th, 1968, for a period of three weeks. The number of participants would be 10 to 15, selected from the Ministry of Transportation, the Directorates of Roads, Ports and Airports, the Post and Telegraph Administration, the Economic Institute, and, perhaps the Iceland Development Fund and the Association of Municipalities. Most of the participants would be engineers by training, although some would probably have training as business economists or general economists. The main purpose of the course would be to instruct the participants in methods of economic evaluation of projects in their fields. The Economic Institute would be responsible for the course and provide lecturers for topics concerned with specifically Icelandic conditions, including perhaps Icelandic case studies. We would, on the other hand, be most grateful, if the Economic Development Institute could provide us for two weeks with a lecturer who would cover the general and theoretical aspects of the course (principally project preparation, rate of return and cost-benefit analysis as well as financial analysis) and a lecturer with special experience in telecommunications for about 5 days. We would also greatly appreciate the assistance of the Economic Development Institute in selecting the necessary reading material for the course. The Economic Institute would draft an outline of the course, which I would submit to you in due course. The Institute would assign one of its staff members, Mr. Pétur Eiríksson, to be in charge of the course. As Mr. Eiríksson would be with the IERD, working in Mr. Waterston’s office, from the beginning of January until the end of April next year, there would be ample opportunity to discuss with him in greater detail the organization of the course.
I appreciate greatly the help you and your colleagues are given us in this matter and remain

Yours sincerely,

Jónas H. Haralz
Director
The Economic Institute
Reykjavik, Iceland

CC. Mr. Bruce Cheek,
Department of Europe, IBRD

Dr. Jóhannes Nordal,
Governor, Central Bank of Iceland
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37

Dr. Leon Sarraf

Department of Biology
IBRD

Mr. Blaise Green

Helena Blank

The Economic Institute
Maior

Helena Blank

The Economic Institute
Maior

I think you were looking for:

The letter that went with this one is attached. I hope this puts you ahead of the game.

5.
October 10th, 1967

Mr.
William Diamond
1818 H. Street, N. W.
Washington, D. C. 20433.

Dear Mr. Diamond:

I enclose herewith a copy of my nomination and application for admission to the Seminary of industrial projects, to be held between April 1 and June 21 of 1968, proposed by our President Mr. Roberto Ocampo.

I thank you once more your cooperation with us in this matter, as we have had it before for the progress of our Corporation, of our staff and of the people associated to us in the economic development of our country.

Please accept my very best regards.

CORPORACION FINANCIERA DE CALDAS
GUILLERMO SANINT BOTERO
Vicepresident.

GSB/brl.
10 de Octubre de 1967

Mr.
K. S. Krishnaswamy
Economic Development Institute
1818 H. Street, N. W.
Washington, D. C. 20433 U.S.A. -

Ref: Su comunicación de Sept. 22/67 al Sr. Vicepresidente de Corporación Financiera de Caldas . -

Estimado señor :
Adjuntamos a la presente la solicitud para admisión de nuestro Vicepresidente Dr. Guillermo Sanint B., para el Seminario de Proyectos Industriales que tendrá lugar el 1o. de Abril al 21 de Junio de 1968.

Igualmente nos permitimos manifestar a usted que nuestra Corporación está enterada del contenido del boletín adjunto a su comunicación y acepta las condiciones especificadas en él para postulación de participantes.

Nos complacería recibir la aceptación de nuestro candidato lo cual podría contribuir en forma muy positiva al progreso de nuestra Institución.

Agradeciéndole la oportunidad que nos ha ofrecido de participar en este interesante Seminario, nos es grato presentarle nuestro más atento saludo.

CORPORACION FINANCIERA DE CALDAS
ROBERTO OCAMPO MEJIA
Presidente

c.c. Sr. William Diamond
Anexo : lo anunciado

Muchas Saludos.
September 12, 1967

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

Dear Mr. Ocampo:

Thank you for your letter of August 26 about the proposal to organize a training course for staff members of financiers. I am glad to know that you are determined to proceed with the course.

I have passed your request for information and advice to Dr. Krishnaswamy. As I told you in my previous letter, he is the Director of the Economic Development Institute, which is the World Bank's group specialized instrument concerned with such training courses as you have in mind. I am sure he will give you the information you need in order to get started. In due course, before taking a final decision to associate the EDI with the training program, Dr. Krishnaswamy would want to know that the program benefits most if not all of the Colombian institutions which are in need of the type of training proposed.

I believe Dr. Krishnaswamy will be in touch with you soon. I also know that he will be in Rio for the Annual Meetings. He and you will then probably get a chance to discuss how best the project can be carried forward.

Looking forward to seeing you in Rio, where we too can discuss the proposal.

Sincerely yours,

William Diamond  
Director  
Development Finance Companies

cc: Dr. Krishnaswamy  
Mr. Garcia-Rayneri

PMMathew/WDiamond:mbc
Muy estimado señor Diamond:

Cordialmente aviso recibo de su comunicación de agosto 16 del corriente año.

Primero que todo quiero expresarle mis agradecimientos por el interés que usted ha tomado colaborándonos en el propósito de llevar a cabo el curso de entrenamiento para personal de las Corporaciones Financieras.

Le informo que la Corporación Financiera de Caldas e Incolda (Instituto Colombiano de Administración) seríamos las entidades patrocinadoras del curso que venimos proyectando. Yo considero muy importante que usted se dignara enviarnos una especie de temario sobre nuestro proyectado curso de entrenamiento, con el fin de poder adelantar con un poco de propiedad los contactos con las demás Corporaciones Financieras de nuestro país y a la vez hacer una selección de conferencistas de muy señalada capacidad y preparación para que en asociación del delegado de la Financiera Internacional podamos realizar con el mejor éxito posible el programa a que nos venimos refiriendo.

Espero que cuando nosotros tengamos el temario del cual le hago referencia anteriormente, podamos enviarle para su consideración el curriculum-vitae de los conferencistas que nosotros logremos conseguir con el fin de que usted se digne hacer las consideraciones del caso sobre dichos señores.

Espero poderle poner en comunicación cuando sea necesario con el doctor Krishnawamy distinguido funcionario de su institución a quién señala usted como la persona con quién más estrechamente debemos trabajar en un futuro próximo sobre los cursos de entrenamiento.
En espera de lo solicitado anteriormente y reiterándole mi sincero reconocimiento, me es grato suscribirme de usted con sentimientos de distinguida consideración y aprecio.

ROBERTO G. CAMPO MEJÍA
Presidente
Reference No. 2672

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

Dear Mr. Diamond:

I am pleased to acknowledge the receipt of your letter of 16 August 1967.

I should first of all like to express my appreciation for the interest you have shown in helping us with the proposal to run a training course for staff members of the finance corporations.

I should like you to know that the Caldas Finance Corporation and INCOLDA (Colombian Institute of Administration) would be the sponsors of the course that we are planning. It would be very valuable if you would send us a form of syllabus for the course we are planning, in order to provide a rather more solid basis for our contacts with the other finance corporations in the country and also to help us in selecting lecturers of outstanding ability and experience, so that in association with IFC's representative we can carry out the program in question with the maximum success.

I hope that when we have the syllabus, we shall be able to send you, for your consideration, the curriculum vitae of the lecturers that we have been able to obtain, so that you can make any necessary comments on our choice.

I hope to be able to get in touch, when the occasion arises, with Dr. Krishnaswamy, the official whom you describe as the person with whom we should work most closely in the future in matters affecting training courses.

I shall look forward to hearing from you and should like to thank you again for your support.

Yours very truly,

(signed)

Roberto Ocampo Meja
President

TRANSLATION SECTION E-371/67

Translated From: Spanish 9-5-1967 By: JHH:pd
August 16, 1967

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

Dear Dr. Ocampo:

Your letter of July 14 regarding a training course for development finance company's staff arrived while I was away from Washington. I am sorry that my reply has been delayed.

In the World Bank family, the agency responsible for training programs of the kind you have in mind is the Economic Development Institute. Its Director is Dr. K. S. Krishnaswamy. He and I have discussed together in what way we could best be of help to you and other financieras in Colombia in getting a training course organized.

EDI is not now in a position to take the responsibility for organizing on its own an industrial projects course in Colombia. If it were to do so, this could only be a long-term idea and would involve not merely Colombia but other Latin American countries which required training assistance. The participants would be drawn from all agencies connected with industrial development and not merely from private finance companies. I believe that for the present we should exclude this as a practical possibility serving your immediate needs.

However, EDI would be very happy to assist a broad-based group of Colombian institutions interested in sponsoring a training course on industrial project evaluation. The assistance would take the form of advice in organizing and framing a curriculum for the course, supplying some teaching materials and deputing a teaching staff member to Colombia for a fortnight or so to take part in the teaching. I feel that such a course is both practical and could be geared to the needs of the Colombian financieras. A convenient time for EDI to spare a staff member would be the early part of 1968.

If you agree with the idea of such a course, I think the first step to take is to form a sponsoring group from among the Colombian financieras who would be interested in sending participants to such a course. The sponsoring group should then designate a representative to come to Washington to consult directly with EDI on how to go about organizing the course.
I look forward to hearing your reaction to this proposal. Although it is Dr. Krishnaswamy with whom you would need to work most closely and with whom you should be in direct contact, we would, needless to say, want to remain in close touch with your plans and would want to help, if we could.

With best personal regards,

Yours sincerely,

William Diamond
Director
Development Finance Companies

cc: Mr. Krishnaswamy (cleared with in substance)
Mr. Garcia
Mr. Arango

PMathew:mbc:gb
August 2, 1967

Dr. Guillermo Sanint B.
Vice President
Corporación Financiera de Caldas
Apartado Aéreo 15159
Bogotá, Colombia

Dear Dr. Sanint:

On June 28 I wrote to you concerning your application for the M.I.T. Program for Senior Executives and told you I had written to Mr. Gil in support of your application.

You will be interested to see the reply I have received from Mr. Gil. I am sure his letter is not a surprise, although it is disappointing. Perhaps you can participate in a future course.

In my previous letter, I referred to the E.D.I.'s next course. It will be the Investment Policy and Projects Course. Although this is not quite as relevant to you as an Industrial Projects Course it will be useful. It is now scheduled for January 20 to March 14, 1968. You should be receiving an invitation in the next week or so.

With best regards,

Sincerely yours,

William Diamond
Director
Development Finance Companies

Attachment

J. García Rayneri/WDiamond/va
cc: Messrs. French
Arango
Division
Dear Mr. Sargent:

On June 30, I wrote to you concerning your information for the M.I.T. Program for Senior Executives and asked you to

forward to me a letter of your information.

You will be interested to see the reply I have received from M.I.T. as it may be of interest to you in your study of

project management. Further, you may be interested to a future
course.

In my previous letter, I referred to the D.I.T. boat.

Concerning M.I.T. and its introduction of new project courses,

I think it will be of interest to you as an important

vendor of mine. It will be useful to you

and to me. If you are interested in

information in the next week or so,

My best regards,

[Signature]

Walter J. Sargent
Director
Development Finance Committee

Attachment

[Note: The attachment contains a list of M.I.T. courses and other information relevant to the subject of the letter.]
20 de julio de 1967

Dr. Roberto Ocampo Mejía
Presidente
Corporación Financiera de Caldas
Apartado Aéreo 460
Manizales, Colombia

Muy estimado doctor Ocampo:

Tengo el gusto de acusar recibo de su atenta carta de fecha 14 de los correos dirigida al señor Diamond en contestación a la que el escribí a Ud. con fecha junio 30 en relación con el reciente nombramiento de que fue Ud. objeto para ocupar la Presidencia Nacional de Incolda y con las sugerencias contenidas en la antes citada carta del señor Diamond.

El señor Diamond se encuentra fuera de Washington por algunos días, pero estará de regreso para fines del corriente mes, oportunidad en que con toda seguridad el señor Diamond que está muy interesado en este asunto, dará debida contestación a los distintos puntos a que Ud. se refiere.

Aprovecho la oportunidad para a mi vez felicitar a Ud. por el importante nombramiento de que ha sido objeto.

De Ud.

Muy atentamente,

Justo García Rayneri
Compañías Financieras de Desarrollo

Translation: Mr. García acknowledges receipt, on behalf of Mr. Diamond, for Dr. Ocampo's letter of July 14, in answer to Mr. Diamond's letter of June 30 regarding the recent appointment of President of Incolda. Mr. García informs Dr. Ocampo that Mr. Diamond is at present away from Washington but will be back at the end of the month, when he will answer the different points mentioned in his letter.
Julio 14 de 1967

Señor
WILLIAM DIAMOND
Director
DEVELOPMENT FINANCE COMPANIES
1818 H. Street N.W.
Washington D.C. 20433.

Muy estimado Señor DIAMOND:

Cordialmente le aviso recibo de su gentil carta, por medio de la cual me felicita y desea éxitos con motivo del reciente nombramiento que se me hizo, para ocupar la Presidencia Nacional de Incolda. - Muy de verdad le agradezco su deferencia, la cual innegablemente me servirá de gran estímulo.

Pasa usted luego a informarme, sobre su entrevista personal en el año 1963, con el entonces Director de Incolda, Señor Alberto Vásquez a quien usted le sugirió estudiar la organización de varios seminarios en Colombia, para los staff directivos de las Corporaciones Financieras con la valiosa colaboración del Banco Mundial. - Me cuenta usted que para ese entonces, le recomendó al Señor Vásquez, la importancia de realizar cursos de entrenamiento en análisis financieros y de mercado.

Es de lamentar muy sinceramente, que propuesta tan valiosa como la presentada por usted en ese entonces, no haya tenido la debida atención que bien merece. - Yo personalmente considero que sus admirables iniciativas y el valioso aporte que nos ofrece, no se pueden desaprovechar por ningún motivo. - En consecuencia, mucho me gustaría poder realizar este seminario en el Capítulo de Manizales, para todas las Corporaciones Colombianas.

Para lograr estos fines, desearía saber si es factible la elaboración por parte de ustedes, de un bosquejo o programa, para el desarrollo de estos cursos.
Señor - WILLIAM DIAMOND - Washington.-

De tanta importancia considero su ofrecimiento, que creo que nosotros estaríamos en condiciones de enviar un funcionario perteneciente a la Directiva de Incolda, con el fin de que se ponga en comunicación con usted, para estudiar mejor sus ideas y acordar quienes podrían ser a la vez los conferencistas para dictar los seminarios correspondientes a dichos programas.-

En espera de su amable respuesta y reiterándole nuevamente mis agradecimientos, me complace suscribirme de usted con sentimientos de distinguida consideración y aprecio.-

ROBERTO OCAMPO MEJIA
Presidente
Mr. William Diamond  
Director, Development Finance Corporation  
1818 H Street, N.W.  
Washington, D.C. 20433

Dear Mr. Diamond:

I received your kind letter of congratulation and good wishes on my recent appointment as National President of Incolda. I truly appreciate your kind words, which will be a great source of encouragement to me.

You then went on to tell me about your interview in 1963 with Mr. Alberto Vasquez, then the Director of Incolda, to whom you suggested the organization of several seminars in Colombia for the managerial staff of the Finance Corporations with the assistance of the World Bank. You told me that at that time you recommended to Mr. Vasquez the importance of having training courses in financial analysis and market studies.

It is truly regrettable that a proposal as valuable as the one you made at that time was not given the attention it deserved. I personally consider that your admirable suggestions and the valuable support that you offer us cannot be wasted for any reason. Therefore I shall be happy to hold this seminar in Manizales for all of the Colombian Corporations.

In order to do so I should like to know whether it is feasible for you to draw up an outline or program for these courses.

I consider your offer to be of such importance that I believe we could send one of the officials from the management of Incolda to get in touch with you, in order to study your ideas and decide at the same time who might be the lecturers at the seminars.

Let me again express my thanks. I look forward to your reply.

Cordially yours,

ROBERTO OCAMPO MEJIA  
President
June 30, 1967

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

Dear Dr. Ocampo:

I have just learned, from Dr. Arango, that you have been elected National President of INCOLDA. I offer you my congratulations, for the election constitutes national recognition of your work and of your interest in promoting good management throughout Colombia. I wish you every success.

In 1963, I had the pleasure of visiting, and having several talks with, Mr. Vasques, who was then the President of INCOLDA. I was impressed by the work which he told me the institution was doing, especially in the area of promoting modern and improved techniques of business management. At that time, I suggested to him that he might consider organising some seminars or discussions in Colombia for the staff of the financieras. I particularly had in mind some training in financial and market analysis, although many other things might also, in due course, be covered. The financieras, and I imagine some of the governmental institutions which are deeply involved in financing investment, constitute a very large market for the kind of help which INCOLDA-sponsored courses of that kind would provide. I suggested to Mr. Vasques that the World Bank group might be able to give some assistance in organising the courses.

I never heard any more about this. I mention it to you only because you might think it worthwhile to consider the suggestion.

Congratulations again.

With best personal regards.

Sincerely yours,

William Diamond
Director
Development Finance Companies

WDiamond:us:gb
Mr. Mehmet Gurpınar

D. W. Jeffries

Visit to PICIC

Attached please find a brief descriptive memorandum of PICIC which you may find of interest in preparation for your forthcoming visit. Please note that this is a confidential draft. I would appreciate your getting in touch with Mr. Sekse to discuss PICIC with him some time before your departure.

Attachment

cc: Mr. Sekse

D.W.Jeffries:mbc
Mr. Abdu Chiwiri Faraji

D. W. Jeffries

Visit to PICIC

Attached please find a brief descriptive memorandum of PICIC which you may find of interest in preparation for your forthcoming visit. Please note that this is a confidential draft. I would appreciate your getting in touch with Mr. Sekse to discuss PICIC with him some time before your departure.

Attachment

cc: Mr. Sekse

D.W. Jeffries:mbc
Mr. Mahmoud Adel

D. W. Jeffries

Visit to ICICI

June 13, 1967

Attached please find a brief descriptive memorandum of ICICI which you may find of interest in preparation for your forthcoming visit. I would appreciate your getting in touch with Mr. Pollan to discuss ICICI with him some time before your departure.

cc: Mr. Pollan

D.W.Jeffries

cc
Visit to ICICI

Attached please find a brief descriptive memorandum of ICICI which you may find of interest in preparation for your forthcoming visit. I would appreciate your getting in touch with Mr. Pollan to discuss ICICI with him some time before your departure.

Attachment

cc: Mr. Pollan

DWJeffries:mbc
Mr. Jaime Valdes

D. W. Jeffries

June 13, 1967

Visit to ICICI

Attached please find a brief descriptive memorandum of ICICI which you may find of interest in preparation for your forthcoming visit. I would appreciate your getting in touch with Mr. Pollan to discuss ICICI with him some time before your departure.

Attachment

cc: Mr. Pollan

D.WJeffries:mbc
Mr. Guillermo de la Hoz

D. W. Jeffries

June 13, 1967

**Visit to IMDBI**

Attached please find a brief descriptive memorandum of IMDBI which you may find of interest in preparation for your forthcoming visit. Please note that this is a confidential draft. I would appreciate your getting in touch with Mr. Pollan to discuss IMDBI with him some time before your departure.

Attachment

cc: Mr. Pollan

D W Jeffries mbc
Mr. Rolando Rodriguez

D. W. Jeffries

Visit to IFF

June 13, 1967

Attached please find a brief descriptive memorandum of IFF which you may find of interest in preparation for your forthcoming visit. Please note that this is a confidential draft. I would appreciate your getting in touch with me to discuss IFF some time before your departure.

Attachment

D W. Jeffries:mbc
Mr. Abdul Hasnat

June 13, 1967

D. W. Jeffries

Visit to IFF

Attached please find a brief descriptive memorandum of IFF which you may find of interest in preparation for your forthcoming visit. Please note that this is a confidential draft. I would appreciate your getting in touch with me to discuss IFF some time before your departure.

Attachment

D.W.Jeffries:mbc
Your Ref.: Sec. D/3222

June 2, 1967

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

Dear Mr. Parekh:

Thank you for your letter of May 23 giving a tentative program for the visits of Messrs. Adel, Akwaeeze and Valdes. I am sure that the program you have proposed will prove to be both useful and interesting to them, as your previous training programs have to our other EDI participants who have had the good fortune to visit ICICI.

I can confirm that no hotel bookings need be made by ICICI.

Again, many thanks for your cooperation in undertaking these training programs.

With best personal regards,

Yours sincerely,

D. W. Jeffries
Development Finance Companies

cc: Circs. (2)

DWJeffries:tk
Mr. Willem Brakel

D. W. Jeffries

Visits of EDI Participants to Industrial Credit and Investment Corporation of India

I attach three copies of the proposed tentative training program for the visits of Messrs. Adel, Akwaee and Valdes to ICICI, which I would appreciate your giving to them.

Attachments (3)

cc: NFC file
DNJeffries;tk
May 23, 1967

Dear Mr. Jeffries:

I acknowledge receipt of your letter of May 8, 1967, together with enclosures. I note that the trainees will visit ICICI for two weeks from July 3. I trust that the necessary hotel bookings have been made for these three gentlemen. I enclose the tentative training programme for your information.

With kind regards,

Yours sincerely,

H. T. Parekh

Mr. D. W. Jeffries
International Finance Corporation
1818 H Street
N.W. Washington, D.C. 20433
U.S.A.
May 23, 1967


The following programme has been outlined for the trainees during their stay in ICICI:

- Literature on ICICI consisting of the Memorandum and Articles of Association, 10th Anniversary Brochure, 12th Annual Report and Chairman's Statement to the Shareholders and the promotional booklets are to be kept ready for the trainees.

- Monday, July 3, 1967
  (morning) To meet the Chairman and Senior Officers of the Corporation

- Monday, July 3, 1967
  (afternoon) To meet Heads of the various Sections in the Board Room.
Tuesday, July 4. to Saturday, July 8.

Project Department.
The Trainee will work on a project in which he is interested and if necessary a visit to the project site if located near Bombay.

Monday, July 10 to Saturday, July 15.

Follow-up Section.

Visits to factories in Bombay can be arranged for the trainees as also a visit to Poona/Baroda/Ahmedabad during the weekend July 8 - July 7.
No. SY-104/67

May 13, 1967.

Dear Mr. Jeffries,

This is to acknowledge with thanks the receipt of your letter of May 8, 1967 enclosing the bio-data of the two participants one from Tanzania and the other from Turkey who will be joining us shortly.

The revised programme announced in your letter will be all right for us and we are now looking forward to meeting the two participants.

Kind regards,

Yours sincerely,

(SAID AHMED)
Managing Director

Mr. D.W. Jeffries,
International Finance Corporation,
1818 H Street, N.W.,
Washington D.C. 20433,
U.S.A.
May 8, 1967

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

Dear Mr. Parekh:

Further to Mr. Skillings' letter of February 3, I am pleased to give you the names of the three participants in the Industrial Projects Evaluation Course of the Economic Development Institute who will be undertaking the program which you have kindly agreed to arrange for them at ICICI. They are: Mahmoud Adel - Industrial and Mining Development Bank of Iran; Gabriel Chukwuemeka Akwaene - Development Finance Company (Eastern Nigeria) Ltd.; and Jaime Valdes - Banco Industrial, S.A. I am enclosing brief curriculum vitae.

When we previously wrote you we suggested that these participants would arrive on June 27. However, the three would prefer to defer the commencement of their two-week visit with you until July 3. Please let us know whether this change is convenient for you.

We very much appreciate your efforts on behalf of these participants.

With best regards,

Yours sincerely,

D. W. Jeffries

Enclosures

cc: Mr. Brakel
Mr. Pollan
Circ. (2)

D.W.Jeffries:mbc
May 8, 1975

Mr. T. Potter

Business Manager

The importance of the Industrial Park

I am writing to inform you of the

encouragement I have received from

the Government and the private sector

for the establishment of an Industrial

park in this area. I understand that

there is considerable interest in the

area from potential tenants.

Please let me know if you have any

comments or suggestions for the

development of the Industrial Park.

Yours sincerely,

Mr. T. Potter
May 9, 1967

Mr. Jaakko Lassila  
General Manager  
Teollistamisrahasto Oy  
Lomrotinkatu 13, V krs.  
Helsinki, Finland

Dear Jaakko:

Further to Mr. Skillings' letter of February 3, I am pleased to give you the names of the two participants in the Industrial Projects Evaluation Course of the Economic Development Institute who will be undertaking the program which you have kindly agreed to arrange for them at TR. They are: Abdul Hasnat - Pakistan Industrial Credit & Investment Corporation; and Rolando Rodriguez - Venezuelan Development Corporation. I am enclosing brief curriculum vitae.

As we previously wrote, they will be arriving in Helsinki on June 28 to commence their two-week visit with you.

We very much appreciate your efforts on behalf of these participants.

With best regards,

Yours sincerely,

D. W. Jeffries

Enclosures

cc: Mr. Brakel  
Mr. Jeffries  
Circ. (2)  
D.W.Jeffries:mhc
May 9, 1967

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

Dear Mr. Kheradjou:

Further to Mr. Skillings' letter of February 3, I am pleased to give you the name of the participant in the Industrial Projects Evaluation Course of the Economic Development Institute who will be undertaking the program which you have kindly agreed to arrange for him at IMDRI. He is: Guillermo De La Hoz – Bank of Mexico. I am enclosing a brief curriculum vitae.

As we previously wrote, he will be arriving in Tehran on June 28 to commence his two-week visit with you.

We very much appreciate your efforts on behalf of Mr. De La Hoz.

With best regards,

Yours sincerely,

D. W. Jeffries

Enclosure

cc: Mr. Brakel
    Mr. Pollan
    Circ. (2)

DWJeffries;mbc
May 8, 1967

Mr. Said Ahmed
Managing Director
Pakistan Industrial Credit & Investment Corporation Limited
P.O. Box 5080
Karachi 2, Pakistan

Dear Mr. Ahmed:

Further to Mr. Skillings' letter of February 3, I am pleased to give you the names of the two participants in the Industrial Projects Evaluation Course of the Economic Development Institute who will be undertaking the program which you have kindly agreed to arrange for them at PICIC. They are: Abdu Chiwiri Faraji - Tanzania Finance Company Ltd.; and Mehmet Gurpinar - Industrial Development Bank of Turkey. I am enclosing brief curriculum vitae.

When we previously wrote you we suggested that these participants would arrive on June 27. However, the two would prefer to defer the commencement of their two-week visit with you until July 3. Please let us know whether this change is convenient for you.

We very much appreciate your efforts on behalf of these participants.

With best regards,

Yours sincerely,

D. W. Jeffries

Enclosures

cc: Mr. Brakel
    Mr. Sekse
    Circ. (2)

D. W. Jeffries: mbc
Dear Mr. Allen:

In your letter of December 29, 1961, you referred to the possibility of an application for a loan of $250,000. In response to your query, please find enclosed a copy of our memorandum dated December 27, 1961, which outlines the conditions and procedures for processing such an application.

We appreciate your interest in our development and are pleased to inform you that we have received several letters of inquiry from potential clients. These inquiries are currently being processed, and we anticipate making a decision within the next few weeks.

Please feel free to contact me should you have any questions or require further information.

Best regards,

[Signature]

Mr. Allen

[Company Name]
February 3, 1967

Teollismisrahasto Oy
Lounrotinkatu 13
Helsinki
Finland

Gentlemen:

I was very pleased to learn from your letter of January 19 that you were willing to accept participants in the EDI program. I think it will be possible to limit the number coming to Helsinki to two. The program which you outline sounds excellent and I am sure that the people who will come will benefit greatly.

Acceptances for the courses have been mailed to the participants this week. As soon as we have received replies, we shall be in a position to let you know exactly who will be coming to Helsinki and we shall be in touch with you again at that time.

Yours sincerely,

Robert F. Skillings
Deputy Director
Development Finance Companies

cc: Mr. Jeffries
    Mr. Brakel
    Circ. (2)

RFSkillings:mbc
CROSS REFERENCE SHEET

COMMUNICATION: Memo

DATED: January 24, 1967

TO: Mr. H.E. Ripman
(Through Mr. A. David Knox)

FROM: Harold R. Shipman

FILED UNDER: Studies - Water Control

SUMMARY: Re: One Week Short Course on Water Utility Management.
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<td>H.T. Parekh</td>
<td>Jan. 21, 1967</td>
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<td>Bombay, India</td>
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<td>Letter re: visit to ICICI of EDI participants.</td>
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<tr>
<td>Mr. Diamond</td>
<td>Jan. 27, 1967</td>
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</tr>
</tbody>
</table>
Mr. Robert F. Skillings  
Deputy Director  
International Finance Corporation  
Development Finance Companies  
1818 H Street, N.W.  
Washington D.C. 20433  
U.S.A.

Dear Mr. Skillings:

According to your letter dated January 11, 1967, you would like to send to Finland two or three participants in the Economic Development Institute's course in Industrial Project Evaluation. They are very welcome to us, and we are pleased if we are able to give them training.

The time mentioned in your letter, June 27-July 11, 1967, is not most convenient, as many people in IFF as well as many of our customers are having their summer vacations at that time. Therefore, it would be better if you could send only two participants, although three is not impossible either, at the time mentioned above.

The type of programme we have planned for the participants is as follows:

June 28 - General about the organization and operations of IFF, especially about its project evaluation (discussion).

June 29 - General about the organization and operations of IFF, especially about its follow-up (discussion).

June 30 - Studying of project evaluation and the problems involved in making project evaluations (discussion).

July 3 - July 7 - Visits to enterprises financed by IFF. Before every visit information of the company, the project and follow-up will be studied.
July 10
and 11 - Discussions about project evaluation and follow-up techniques.

At the moment it is not possible for us to tell you, which enterprises the participants will visit, as we do not know yet at what time the companies will be having their summer vacations. We are most interested in learning the number, names and background of the participants, after which we can plan the programme more specifically.

Yours very truly,

OSSLISTAMISRAHASTO OY

Ossian Antson Pentti Talonen
January 11, 1967

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 in past years, we expect that a substantial number of the participants in the Economic Development Institute's 1967 course in Industrial Project Evaluation will be staff members of development finance institutions, and we would like once more to offer them the possibility of a two-week visit to an active and successful development finance company at the close of their program in Washington. In each of the past two years ICICI has been willing to receive a few of the participants, and I am writing to ask whether you would be willing again to receive two or three participants this year.

The course in Washington ends on Friday, June 23, 1967. To allow a little more time than in the past for the participants to reach you, we would make arrangements for them to arrive in Bombay by Tuesday, June 27, to start work on Wednesday morning, June 28. As in the past a period of about two weeks seems appropriate, so that your program would extend from Wednesday, June 28, to the close of business on Tuesday, July 11. As in the past, we would provide the participants with allowances to cover subsistence while in India as well as their transportation fares from Washington to Bombay and back to their own homes.

By and large we received favorable comments from those who participated in the program last year. They welcomed the opportunity to hear in general about the organization and operations of the institutions they visited, and in particular about their project appraisal and follow-up techniques. They also found that visits to specific industrial enterprises financed by the host institution were useful, particularly when such visits were preceded by a discussion of the problems of the project with the staff of the host institution who were responsible; and all of them welcomed the opportunity for free and frank discussion with staff members of the host institution in which they could bring up and compare notes on problems that they had encountered in their own jobs.
I should be most grateful if you would let me know whether ICICI is once again willing to participate in this program. If so, we shall be letting you know in due course the names and background of the people whom we will send to ICICI.

With kind regards,

Yours sincerely,

Robert F. Skillings
Deputy Director
Development Finance Companies

cc: Mr. Brakel
RFSkillings:vmv
January 11, 1967

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

Dear Mr. Konttinen:

As you may know, we have in the past two years offered to participants in the Economic Development Institute's course in Industrial Project Evaluation the opportunity, at the end of the course, to visit for two weeks an established and successful development finance company. I wonder whether, this year, the Industrialization Fund would be willing to receive two or three participants.

The program at EDI this year ends on Friday, June 23. We would make arrangements for them to arrive in Helsinki by Tuesday, June 27, to start work on Wednesday morning, June 28. Your program would extend from Wednesday, June 28, to the close of business on Tuesday, July 11. We would provide the participants with allowances to cover subsistence while in Helsinki as well as their transportation fares from Washington to Helsinki and back to their own homes.

If this meets with your approval, I will be most interested in learning what type of program you would envisage organizing for the group. Judging from the past comments of those who have participated in the program, they have welcomed the opportunity of hearing in general about the organization and operations of the institutions they visited, and in particular about their project appraisal and follow-up techniques. They also found that visits to specific industrial enterprises financed by the host institution were useful, particularly when such visits were preceded by a discussion of the problems of the project with the staff of the host institution who were responsible; and all of them welcomed the opportunity for free and frank discussion with staff members of the host institution in which they could bring up and compare notes on problems that they had encountered in their own jobs.

Please let me know whether IFP will be willing to act as a host institution this year. If so, we shall in due course let you have the names and background of those who will be participating, and the dates that they will be arriving in Helsinki.

With kind regards,

Yours sincerely,

Robert F. Skillings
Deputy Director
Development Finance Companies

cc Mr. Brakel
RobertFSkillings:us
January 11, 1967

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

Dear Gasem:

As in past years, we expect that a substantial number of the participants in the Economic Development Institute’s 1967 course in Industrial Project Evaluation will be staff members of development finance institutions, and we would like once more to offer them the possibility of a two-week visit to an active and successful development finance company at the close of their program in Washington. In each of the past two years IMDHI has been willing to receive a few of the participants, and I am writing to ask whether you would be willing again to receive two or three participants this year.

The course in Washington ends on Friday, June 23, 1967. To allow a little more time than in the past for the participants to reach you, we would make arrangements for them to arrive in Tehran by Tuesday, June 27, to start work on Wednesday morning, June 28. As in the past a period of about two weeks seems appropriate, so that your program would extend from Wednesday, June 28, to the close of business on Tuesday, July 11. As in the past, we would provide the participants with allowances to cover subsistence while in Iran as well as their transportation fares from Washington to Tehran and back to their own homes.

By and large we received favorable comments from those who participated in the program last year. They welcomed the opportunity to hear in general about the organisation and operations of the institutions they visited, and in particular about their project appraisal and follow-up techniques. They also found that visits to specific industrial enterprises financed by the host institution were useful, particularly when such visits were preceded by a discussion of the problems of the project with the staff of the host institution who were responsible; and all of them welcomed the opportunity for free and frank discussion with staff members of the host institution in which they could bring up and compare notes on problems that they had encountered in their own jobs.

I should be most grateful if you would let me know whether IMDHI is once again willing to participate in this program. If so, we shall be letting you know in due course the names and background of the people whom we will send to IMDHI.

With kind regards,

Yours sincerely,

Robert F. Skillings
Deputy Director
Development Finance Companies

cc: Mr. Brakel
RFSkillings@myv
January 11, 1967

Mr. Said Ahmed  
Managing Director  
Pakistan Industrial Credit & Investment Corporation Limited  
P.O. Box 5080  
Karachi 2, Pakistan  

Dear Mr. Ahmed:

As in past years, we expect that a substantial number of the participants in the Economic Development Institute's 1967 course in Industrial Project Evaluation will be staff members of development finance institutions, and we would like once more to offer them the possibility of a two-week visit to an active and successful development finance company at the close of their program in Washington. In each of the past two years PICIC has been willing to receive a few of the participants, and I am writing to ask whether you would be willing again to receive two or three participants this year.

The course in Washington ends on Friday, June 23, 1967. To allow a little more time than in the past for the participants to reach you, we would make arrangements for them to arrive in Karachi by Tuesday, June 27, to start work on Wednesday morning, June 28. As in the past, a period of about two weeks seems appropriate, so that your program would extend from Wednesday, June 28, to the close of business on Tuesday, July 11. As in the past, we would provide the participants with allowances to cover subsistence while in Pakistan as well as their transportation fares from Washington to Karachi and back to their own homes.

By and large we received favorable comments from those who participated in the program last year. They welcomed the opportunity to hear in general about the organization and operations of the institutions they visited, and in particular about their project appraisal and follow-up techniques. They also found that visits to specific industrial enterprises financed by the host institution were useful, particularly when such visits were preceded by a discussion of the problems of the project with the staff of the host institution who were responsible; and all of them welcomed the opportunity for free and frank discussion with staff members of the host institution in which they could bring up and compare notes on problems that they had encountered in their own jobs.

I should be most grateful if you would let me know whether PICIC is once again willing to participate in this program. If so, we shall be letting you know in due course the names and background of the people whom we will send to PICIC.

With kind regards,

Yours sincerely,

Robert F. Skillings  
Deputy Director  
Development Finance Companies

cc: Mr. Brakel  
RFSkillings:rvw
January 11, 1967

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

Dear Felix:

As in past years, we expect that a substantial number of the participants in the Economic Development Institute's 1967 course in Industrial Project Evaluation will be staff members of development finance institutions, and we would like once more to offer them the possibility of a two-week visit to an active and successful development finance company at the close of their program in Washington. In each of the past two years CDC has been willing to receive a few of the participants, and I am writing to ask whether you would be willing again to receive two or three participants this year.

The course in Washington ends on Friday, June 23, 1967. To allow a little more time than in the past for the participants to reach you, we would make arrangements for them to arrive in Taipei by Tuesday, June 27, to start work on Wednesday morning, June 28. As in the past a period of about two weeks seems appropriate, so that your program would extend from Wednesday, June 28, to the close of business on Tuesday, July 11. As in the past, we would provide the participants with allowances to cover subsistence while in Taiwan as well as their transportation fares from Washington to Taipei and back to their own homes.

By and large we received favorable comments from those who participated in the program last year. They welcomed the opportunity to hear in general about the organization and operations of the institutions they visited, and in particular about their project appraisal and follow-up techniques. They also found that visits to specific industrial enterprises financed by the host institution were useful, particularly when such visits were preceded by a discussion of the problems of the project with the staff of the host institution who were responsible; and all of them welcomed the opportunity for free and frank discussion with staff members of the host institution in which they could bring up and compare notes on problems that they had encountered in their own jobs.

I should be most grateful if you would let me know whether CDC is once again willing to participate in this program. If so, we shall be letting you know in due course the names and background of the people whom we will send to CDC.

With kind regards,

Yours sincerely,

Robert F. Skilllings
Deputy Director
Development Finance Companies

cc: Mr. Brakel
RFSkillingsvww
June 28, 1966

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

Dear Gasem:

I am writing to introduce to you Mr. Narciso A. Ferrer, Assistant Vice President for Project Evaluation and Development of PDCF.

Mr. Ferrer has just completed EDI's course on Industrial Project Evaluation. Because of the pressure of PDCF business, he will not, like most of the other participants, visit another development Bank for two weeks. Instead, he is going to Europe on PDCF business. However, in mid-July on his way back to Manila he will be crossing Tehran and would like to spend July 18 and 19 with IMDBI. I should be very grateful if you would receive him and if you would give him an opportunity to meet some of your staff members and to learn a bit about how IMDBI works.

He will call your office on arrival in Tehran.

With best personal regards.

Sincerely yours,

William Diamond
Director
Development Finance Companies

cc Messrs. Jayme (PDCF)
Ferrer
WDiamond;us
OUTGOING WIRE

TO: PAREKH
CREDCORP
BOMBAY

DATE: JUNE 27 1966

CLASS OF SERVICE: IT

COUNTRY: INDIA

TEXT:
REURLET EIGHTEENTH STOP TRAINING PROGRAM PROPOSED URLET
MAY TENTH IS FINE STOP PARTICIPANTS ARRIVE BOMBAY JULY
FOURTH AND HAVE MADE OWN HOTEL RESERVATIONS REGARDS

DIAMOND

NOT TO BE TRANSMITTED

MESSAGE AUTHORIZED BY: William Diamond

CLEARANCES AND COPY DISTRIBUTION:
cc: Circ. (2)
WDiamond:bda

For Use by Archives Division

ORIGINAL (File Copy)
(IMPORTANT: See Secretaries Guide for preparing form)

Checked for Dispatch:
<table>
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<th>FROM</th>
<th>DATED</th>
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<tr>
<td>Pakistan Industrial Credit &amp; Investment Corporation Limited</td>
<td>June 20, 1966</td>
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<td>Karachi, Pakistan</td>
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<tr>
<th>SUBJECT</th>
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<td>Letter acknowledging receipt of letter of June 17th informing that Mr. Fewer, EMI participant will not be able to visit PICIC on completion of the EMI course. Addressed and</td>
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<th>REFERRED TO</th>
<th>DATE RECEIVED</th>
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<tr>
<td>Mr. Diamond</td>
<td>June 27th, 1966</td>
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20th June, 1966.

Mr. William Diamond,
Director,
Development Finance Companies,
I.F.C.,
WASHINGTON.

Dear Mr. Diamond,

I acknowledge with thanks receipt of your telegram of the 17th June, 1966, informing us that Mr. Narciso Ferrer of Phillipine, one of the EDI fellows will not be able to visit PICIC on completion of the EDI course.

Yours sincerely,

( A. A. Lodhi )
TO: UQUAILI
PICICORP
KARACHI
COUNTRY: (PAKISTAN)

DATE: JUNE 17, 1966
CLASS OF SERVICE: IFC GOVT

TEXT: Cable No.:

NARCISO FERRER ONE OF EDI FELLOWS DUE TO VISIT PICIC STARTING JUNE 27
IS BEING RECALLED EARLIER TO PDCP BECAUSE OF WORK BURDEN AND HENCE
WILL NOT GO TO KARACHI WITH THE OTHERS STOP SORRY REGARDS DIAMOND

NOT TO BE TRANSMITTED

MESSAGE AUTHORIZED BY:
NAME William Diamond
Director
DEPT. Development Finance Companies

SIGNATURE (SIGNATURE OF INDIVIDUAL AUTHORIZED TO APPROVE)
WDiamond

CLEARANCES AND COPY DISTRIBUTION:
cc: Messrs. Brakal Mathew

ORIGINAL (File Copy)
[IMPORTANT: See Secretaries Guide for preparing form]