

THE WORLD BANK GROUP ARCHIVES

PUBLIC DISCLOSURE AUTHORIZED

Folder Title: Operational - Contractors - Brazil - Correspondence

Folder ID: 1070958

Series: Operations policy and procedures

Dates: 02/20/1956 - 04/18/1958

Fonds: Central Files

ISAD Reference Code: WB IBRD/IDA ADMCF-04

Digitized: 08/04/2023

To cite materials from this archival folder, please follow the following format:
[Descriptive name of item], [Folder Title], Folder ID [Folder ID], ISAD(G) Reference Code [Reference Code], [Each Level Label as applicable], World Bank Group Archives, Washington, D.C., United States.

The records in this folder were created or received by The World Bank in the course of its business.

The records that were created by the staff of The World Bank are subject to the Bank's copyright.

Please refer to <http://www.worldbank.org/terms-of-use-earchives> for full copyright terms of use and disclaimers.



THE WORLD BANK

Washington, D.C.

© International Bank for Reconstruction and Development / International Development Association or

The World Bank

1818 H Street NW

Washington DC 20433

Telephone: 202-473-1000

Internet: www.worldbank.org

PUBLIC DISCLOSURE AUTHORIZED

CONTRACTORS - Brazil



The World Bank Group
Archives
1070958
A1994-038 Other #: 16 Box # 183991B
Operational - Contractors - Brazil - Correspondence



DECLASSIFIED
WBG Archives

CROSS REFERENCE SHEET

COMMUNICATION: Letter (

DATED: April 28, 1958

TO: Mr Demuth (also one to Mr Black)

FROM: Francisco Vera - Secretary-General to the International
Conference Investments.
(Confederacao Nacional Da Industria)

FILED UNDER: ~~Misc.~~ Conferences Int. Inv. Conf.

SUMMARY:

Invitations to the International Investments Conference to be held in Belo Horizonte, Capital City of the State of Minas Gerais under the auspices of the National Confederation of Industries (Brazil)

It will take place on June 23-26 in Belo Horizonte and June 27-28 in Arzxa and June 29 in Brasilia.

No participants from the Bank and there was no reply to the letter.

(Knapp - May 21, 1958)

(this is a follow-up of the IIDC)

AIR MAIL

September 25, 1957

Mr. J. Pokrovsky
Engenheiros E Economistas Consultores
Sociedade Civil Limitada
Rua B. Itapetininga 297, S. 805
Sao Paulo

Dear Mr. Pokrovsky:

Upon my return to Washington I found your good letter of September 6 and you may be sure I was greatly distressed that I could not see you during my flying trip to Sao Paulo. I originally budgeted a week or ten days for Sao Paulo when, at the last minute, I received instructions from my Bank to proceed immediately to Chile. The result was to cut off my Sao Paulo visit and also the pleasure of seeing you again.

I am glad to see that you have kept in communication with the Bank office here in Washington as well as with our technical representatives who travel in Brazil from time to time. Given the nature of the Bank's operations, however, it is rather improbable that we would make direct use of the services that your firm offers. As you perhaps know, we lend money only on specific projects, but it is the responsibility of the prospective borrower to prepare such projects, including economic, technical and financial analyses. In other words, it is the prospective borrower and not the Bank who has need of consulting services in engineering and economic matters. Our small technical staff here in the Bank is concerned with evaluation and verification of project proposals after they have been prepared.

In case we receive enquiries from anyone in Brazil desirous of preparing a project for Bank consideration and in need of technical services in preparation thereof, we should be glad to bring your firm to their attention. But, as I have indicated above, the initiative always lies with the prospective borrower and not with the Bank in contracting for special services.

You are undoubtedly acquainted with the new International Finance Corporation which was organized just a year ago as an

Mr. J. Pokrovsky

- 2 -

September 25, 1957

affiliate of the International Bank. Rather than tell you about it, however, it is easier to enclose a small pamphlet which contains the descriptive information which you probably could use.

I hope you and your wife are enjoying the best of health and with my personal regards, I am,

Sincerely yours,

Reynold E. Carlson
Department of Operations
Western Hemisphere

Enclosure

RECarlson/moc

ENGENHEIROS E ECONOMISTAS CONSULTORES

Sociedade Civil Limitada

RUA B. ITAPETININGA 297, S. 805

TEL. 34-7925

S. PAULO

C/244

São Paulo, 6 september, 1957

Dear Mr. Carlson:

*Check for São Paulo
on return of file*

Your last letter of march 12th, 1956 said: "I may well be in the nest four or five months in Brazil and I shall certainly get in touch with you in São Paulo". After that, many more months have passed by and up to now I have not heard from you.

During this long period we have concluded an important work in San Francisco Valley, doing many interesting researches at the local market. We are sorry in not having had you here to discuss the many important subjects.

At present, the economist Mr. Lionel Jago and the engineer Mr. Jean de Fargues, from your Bank, are here in São Paulo whom I contacted asking about you, and was told that you are still in the Bank.

Some years ago, other colleagues of yours Mr. Demuth and Mr. Larson have here and I had the chance of talking to the latter about the possibilities of organizing some firms at the Mogiana Zone (you surely remember the Mogiana Railway). Last year I left the Mogiana in order to dedicate myself entirely to our organization. However, I am not very pleased with the actual situation since we have been working for a very few private companies and almost none of them being American. Our main work has been with the government organizations.

Among the researches for private companies we have various studies of automobile spare parts and others connected with the automobilistic industry. Most of our clients were Brazilian firms connected with English and German companies, there being no American companies among them. *February 20, 1956* *March 1, 1956*

Mr. Souza Lima wrote to your Bank and received a kind letter from Mr. J. Burk Knapp, where he says: "your letter has been recorded here for possible future reference and use", but since then we have not heard from him.

I have been told to get in touch with your engineering advisor, Mr. Gaiel Hathaway. We have send him an official letter and we would appreciate very much your talking with him about us.

Looking forward to see you here in São Paulo once again and thanking you in anticipation, I remain, with my best personal regards.

Your very truly,

ENGENHEIROS E ECONOMISTAS CONSULTORES

- Sociedade Civil Limitada -

e com abraço J. Pokrovsky

Economista J. Pokrovsky
Diretor - Gerente

del. September 25

** Ref. Alphonse
+ Brazil General*

| | | |
|---|--|--|
| ROUTING SLIP | | Date <i>4.24.56.</i> |
| NAME <i>Mr Johnson</i> | | ROOM NO. |
| <i>Atkinson</i> | | <i>519</i> |
| <input type="checkbox"/> Action | | <input type="checkbox"/> Note and File |
| <input type="checkbox"/> Approval | | <input type="checkbox"/> Note and Return |
| <input type="checkbox"/> Comment | | <input type="checkbox"/> Prepare Reply |
| <input type="checkbox"/> Full Report | | <input type="checkbox"/> Previous Papers |
| <input checked="" type="checkbox"/> Information | | <input type="checkbox"/> Recommendation |
| <input type="checkbox"/> Initial | | <input type="checkbox"/> Signature |
| Remarks <i>Gattaher Brown's letter on the new Brazilian Consultant Group (I am circulating one copy to TOD & Tech. Ass. ^{cc})</i> | | |
| <i>[Signature]</i> | | |
| From | | |



File

**INTERNATIONAL BANK FOR
RECONSTRUCTION AND DEVELOPMENT**

WASHINGTON 25, D. C.

TELEPHONE: 32-2979

SPECIAL REPRESENTATIVE IN BRAZIL
AVENIDA FRANKLIN ROOSEVELT Nº 39 · SALA 1415
RIO DE JANEIRO, BRAZIL

CABLE ADDRESS: INTBAFRAD·RIO

April 18, 1956

Mr. R. F. Quandt
Department of Operations
Western Hemisphere
I.B.R.D.
1818 "H" Street, N.W.
Washington 25, D.C. - U.S.A.

Letter - Special
Series Nº 36/56:

Subject: Engenheiros e Economistas
Consultores.

Dear Richard:

This is a belated reply to your letter Nº 13[✓] of March 1st asking for information concerning Engenheiros e Economistas Consultores of São Paulo.

During my recent visit to São Paulo I spent a couple o hours, or at least time seemed to me that long, with Mr. J. Pokrovsky, the Diretor-Gerente of this outfit. I had seen him a couple of times before and he had announced each time the impending organization of a consulting firm, without being able to excite my enthusiasm. This is probably why he got Álvaro de Souza Lima to write to Washington.

The idea Pokrovsky is pursuing is of course fine. What I do not like is his approach which consists of listing a lot of top-level people as members of a Conselho, while, in fact, they have somewhat loose ties with the organization. I was told by Pokrovsky that they meet at dinner once a month to discuss general problems, but are in no way responsible for the work of the firm. Pokrovsky told me that he had tried to get Lucas Lopes to be one of the members of the Conselho, but had failed.

They have a big job under way: an economic study of the São Francisco valley. How many such surveys have been made in recent years is hard to tell. Anyhow, Pokrovsky, a nice chap, seems to believe that this is a survey to end all the surveys. They have started with population forecasts... and will probably end before they get in the real stuff. The Comissão do Vale do São Francisco is paying for this.

Mr. R. F. Quandt
Depart. of Oper's. W.H.
Subject: Engenheiros e Economistas Consultores

Rio de Janeiro
April 18, 1956
Letter SS-36/56.

Summing up, a good idea, mixed in with some names calling. Burke's letter to Souza Lima seems all that needs to be done at present.

I will keep in touch, occasionally, with P Pokrovsky, as I do with other people in that line, making sure that they will never be able to claim that they have any direct or specific connection with IBRD.

Cordially yours,



Bruno B. A. Luzzatto

BBAL/ra

March 1, 1956

Letter No. 13

Mr. Bruno Luzzatto
Special Representative, I.B.R.D.
Avenida Franklin Roosevelt No. 39, S.1415
Rio de Janeiro, Brazil

Dear Bruno:

I attach the copy of a letter and a list which we received today from Alvaro de Souza Lima, and a copy of our reply.

For possible future use, would you please obtain as detailed information as possible on the background and standing of the organization dealt with in the letter as well as on its members listed on the letter's attachment.

Yours as ever,

Richard F. Quandt

Attachments

RFQuandt/meog

del: April 18

March 1, 1956

Illmo Sr.
Eng.º Alvaro de Souza Lima
Diretor-Presidente
Engenheiros e Economistas Consultores
Sociedade Civil Limitada
Sao Paulo, Brasil

Dear Mr. President:

Your letter dated February 20, 1956, addressed to the President of this Bank, has been referred to me for reply.

I was most interested to hear of your new enterprise which I am sure will find very promising opportunities for work on economic and financial studies and surveys in Brazil. Your letter has been recorded here for possible future reference and use.


May I take this occasion to recall with great pleasure our happy association during the time that I served with the Comissao Mixta. I hope that it will not be too long before our paths may cross again.

Sincerely yours,

J. Burke Knapp
Director of Operations
Western Hemisphere

cc: Mr. Luzzatto (Rio)

RFQuandt/JBKnapp/mln



Mr. S. Aldewereld

February 29, 1956

Richard F. Quandt

Brazilian Consultant Engineers and Economists

I attach the copy of a letter and a list of Consultants which Mr. Black received from an apparently new Brazilian consultant firm. I have requested the Bank's Resident Representative to obtain for us detailed information on the background and standing of both the firm and its members.

Attachment

Copies to: Messrs. Knapp, Schmidt, Larsen, Carlson, Acheson
RFQuandt/meog

COPY

ENGENHEIROS E ECONOMISTAS CONSULTORES
Sociedade Civil Limitada

RUA B. ITAPETININGA 297, S.805
Tel. 34-7925
S. Paulo

End. Telegr. ENECON

Sao Paulo, February 20, 1956.

Mr. Eugene Black
International Bank for
Reconstruction and Development
Washington (D.C.)

Dear Mr. Black:

We take pleasure in bringing to your attention the activities of our group "Engenheiros e Economistas Consultores" which was organized in 1955.

In view of the conditions and the economic trends of Brazil, we have felt it worth while to form an association of engineers, economists of the needs, problems and possibilities of Brazil, who working as a group will be able to furnish special studies and surveys covering technical economic and financial matters.

It is possible for us to offer our assistance to private companies as well as public entities in following:

- Plans and studies for new investments.
- Analyses of the position of existing firms.
- Technical, economic and financial supervision.
- The organizing and planning of agricultural enterprises industrial and commercial undertakings.
- General market research.
- Reports on economic trends.

We attach a list of our consultants, trusting it will receive your valued attention. The services of our consultant group are at your disposition.

Very truly yours

(signed) Eng.º Alvaro de Souza Lima
Diretor-Presidente

Enclosure: List of Technical consultants.

COPY

ENGENHEIROS E ECONOMISTAS CONSULTORES
Sociedade Civil Limitada

Rua B. Itapetininga 297, S.805
Tel. 34-7925
S. Paulo

Members of the Organisation

Alvaro de Sousa Lima - Engineer; President of National Council of Roads; Ex-Minister of Communications and Ex-President of the Mogiana Ry.

Brigadier-General A. Guafes Muniz - Aviation Engineer.

Apolonio Salles - Federal Senator; Agricultural Engineer; Ex-Minister of Agriculture.

Colonel A. Dubois Ferreira - Military Engineer; Director of Army Construction and Fortifications Dept; Ex-Vice President of National Research Center.

Arnold Götter - Electrical Engineer; Director of "Siemens of Brazil".

Bernardo Vianna - Lawyer; Ex-Director of State Revenue Dept.

Cecil M. P. Cross - Consul General USA, retired; Political and Economic Conditions.

Osio Ferraz Novaes - Lawyer; Banker; Importer; Ex-President the Commercial Association of Sao Paulo.

Francisco F. Bazzatto - Banker.

Prof. Francisco Vicente de Assyado - Engineer; Ex-President of the Center of Industries of Sao Paulo. President of the Brazilian Assn. of Ceramics.

J. Pokrovsky - Economist; Ex-Chief of the Economical Dept. of the Merchandise Exchange of Sao Paulo; Assistant Economist of the Mogiana Ry.

Jean Charles Henri Fischer - Industrial Consultant.

Jorge de Sousa Rezende - Engineer; Director of the "Maquinas Piratininga Co. Director of the Industrial Federation of Sao Paulo.

Jose Maria Fernandes - Agricultural Engineer; Chief of the Rural Dept. of the Ministry of Agriculture in Sao Paulo.

Prof. Jose Nunes Guimaraes - University Prof. Economist; Assistant to the President of the Bank of Brazil and to the Ministry of Finances.

Jose Velasquez Vargas - Economist; Lawyer; Ex-President of the Graine Exchange of Sao Paulo.

ENGENHEIROS E ECONOMISTAS CONSULTORES
SOCIEDADE CIVIL LIMITADA

Prof. Manoel Ferreira - Doctor of Medicine; Director of the National Malaria Service; Representative in the U.N. Health Organ.

Mario Lopes Leao - Engineer; Director of the State Dept. of Water - and Electrical Energy of Sao Paulo.

M. A. Xavier da Silveira - Engineer; President of the "Paulistano" Bank, Sao Paulo.

Miguel Siegel - Engineer; Specialist in metallurgy.

Nelson Alves Vianna - Lawyer; Legal Adviser.

Nicolas Waevolesky - Commercial Engineer; University of Bruxelles.

Octavio Castro Guimaraes - Accounting Expert.

Orlando Caldeira - Civil and Mining Engineer.

Oscar Machado da Costa - Engineer; President of the "Machado da Costa Co." - hydraulic construction.

Othon Barcellos - Engineer; President of the "Fabrica Nacional de Vagões" (Railroad Rolling Stock).

Paulo Correa de Brito - Engineer.

Paulo Miguel Bohmoletz - Mining Engineer; Geologist; Assistant Prof. at Polytechnical School of Sao Paulo.

Admiral Paulo Nogueira Penido - Director of the Navy Department of Electronics; Naval Adviser.

P. J. Berg - Naval Engineer of Eng. Col. of the Imperial Russian Navy.

P. J. De Rooda - Engineer (dipl. Holland); Industrial Organization.

Renato C. Monteiro de Barros - Civil Engineer.

Prof. Theotonic Monteiro de Barros - Economist Lawyer - Federal Deputy Prof. at University of Sao Paulo.

Victor Manoel de Souza Lima - Engineer; Assistant-Prof. at Polytechnical School of Sao Paulo.

Waldemar Tiets - Consulting Engineer; Dipl. of the Imperial Institute of Technology of Kharkov.

Directors: Alvaro de Souza Lima - President

M.A. Xavier da Silveira - Treasurer

J. Pokrovsky - Manager

ENGENHEIROS E ECONOMISTAS CONSULTORES

Sociedade Civil Limitada

RUA B. ITAPETININGA 297, S. 805
TEL. 34-7925
S. PAULO

End. Telegr. ENECON

São Paulo, February 20, 1956.

Mr. Eugene Black
International Bank for
Reconstruction and Development
Washington (D.C.)

Dear Mr. Black.

We take pleasure in bringing to your attention the activities of our group "Engenheiros e Economistas Consultores" which was organized in 1955.

In view of the conditions and the economic trends of Brazil, we have felt it worth while to form an association of engineers, economists of the needs, problems and possibilities of Brazil, who working as a group will be able to furnish special studies and surveys covering technical economic and financial matters.

It is possible for us to offer our assistance to private companies as well as public entities in following:

Plans and studies for new investments.

Analyses of the position of existing firms.

Technical, economic and financial supervision.

The organizing and planning of agricultural enterprises industrial and commercial undertakings.

General market research.

Reports on economic trends.

We attach a list of our consultants, trusting it will receive your valued attention. The services of our consultant group are at your disposition.

Very truly yours

"ENGENHEIROS E ECONOMISTAS CONSULTORES"
Sociedade Civil Limitada


Engo. Alvaro de Souza Lima
Diretor - Presidente

Enclosure: List of Technical Consultants.

Recd: March 1

ENGENHEIROS E ECONOMISTAS CONSULTORES

Sociedade Civil Limitada

End. Teleg. ENBECOM

RUA 8. ITAPERITINGA 297, 2. 802

TEL. 34-7925

S. PAULO

São Paulo, February 20, 1956.

Mr. Eugene Black
International Bank for
Reconstruction and Development
Washington (D.C.)

Dear Mr. Black.

We take pleasure in bringing to your attention the activities of our group "Engenheiros e Economistas Consultores" which was organized in 1955.

In view of the conditions and the economic trends of Brazil, we have felt it worth while to form an association of engineers, economists of the needs, problems and possibilities of Brazil, who working as a group will be able to furnish special studies and surveys covering technical economic and financial matters.

It is possible for us to offer our assistance to private companies as well as public entities in following:

- Plans and studies for new investments.
- Analyses of the position of existing firms.
- Technical, economic and financial supervision.
- The organizing and planning of agricultural enterprises and commercial undertakings.
- General market research.
- Reports on economic trends.

We attach a list of our consultants, trusting it will receive your valued attention. The services of our consultant group are at your disposition.

Very truly yours

ENGENHEIROS E ECONOMISTAS CONSULTORES

Sociedade Civil Limitada

FEB 27 4 13 PM 1956

Eng. Alvaro de Souza Lima
Diretor - Presidente

RECEIVED
INTERNATIONAL BANK FOR
RECONSTRUCTION AND DEVELOPMENT

Enclosure: List of Technical Consultants.

ENGENHEIROS E ECONOMISTAS CONSULTORES

Sociedade Civil Limitada

RUA B. ITAPETININGA 297, S. 805

TEL. 34-7925

S. PAULO

Members of the organisation

- Alvaro de Souza Lima - Engineer. President of National Council of Roads. Ex-Minister of Communications and Ex-President of the Mogiana Ry.
- Erigadier-General A. Guedes Muniz - Aviation Engineer.
- Apolônio Salles - Federal Senator. Agricultural Engineer. Ex-Minister of Agriculture.
- Colonel A. Dubois Ferreira - Military Engineer. Director of Army Construction and Fortifications Dept. Ex-Vice-President of National Research Center.
- Arnold Gotter - Electrical Engineer. Director of "Siemens of Brazil".
- Bernardo Vianna - Lawyer. Ex-Director of State Revenue Dept.
- Cecil M.P. Cross - Consul General USA, retired. Political and Economic Conditions.
- Décio Ferraz Novais - Lawyer; Banker; importer. Ex-President of the Commercial Association of São Paulo.
- Francisco F. Darretto - Banker
- Prof. Francisco Vicente de Azevedo - Engineer. Ex-President of the Center of Industries of São Paulo. President of the Brazilian Ass. of Ceramics.
- J. Pokrovsky - Economist. Ex-Chief of the Economical Dept. of the Merchandise Exchange of São Paulo; Assistant Economist of the Mogiana Ry.
- Jean Charles Henri Fischer - Industrial Consultant
- Jorge de Souza Rezende - Engineer. Director of the "Maquinas Piratininga C^o" Director of the Industrial Federation of São Paulo.
- José Maria Fernandes - Agricultural Engineer. Chief of the Rural Dept. of the Ministry of Agriculture in São Paulo.
- Prof. José Nunes Guimarães - University Prof. Economist. Assistant to the President of the Bank of Brazil and to the Ministry of Finances.
- José Velasques Vargas - Economist. Lawyer. Ex-President of the Grain Exchange of São Paulo.

Prof. Manoel Ferreira - Doctor of Medicine, Director of the National Malaria Service, Representative in the U.N. Health Organ.

Mario Lopes Leão - Engineer, Director of the State Dept. of Water and Electrical Energy of São Paulo.

M. A. Xavier da Silveira - Engineer, President of the "Paulistano" Bank, São Paulo.

Miguel Siegel - Engineer, Specialist in metallurgy.

Nelson Alves Vianna - Lawyer, Legal Adviser

Nicolas Wsevolojksky - Commercial Engineer, University of Brussels

Octavio Castro Guimarães - Accounting Expert

Orlando Caldeira - Civil and Mining Engineer

Oscar Machado da Costa - Engineer, President of the "Machado da Costa C²" - hydraulic construction.

Othon Barcellos - Engineer, President of the "Fabrica Nacional de Vagões" (Railroad Rolling Stock)

Paulo Corrêa de Brito - Engineer.

Paulo Miguel Bohomoletz - Mining Engineer, Geologist, Assistant Prof. at Polytechnical School of São Paulo

Admiral Paulo Nogueira Penido - Director of the Navy Department of Electronics, Naval Adviser

P. J. Berg - Naval Engineer of Eng. Col. of the Imperial Russian Navy

P. J. De Roode - Engineer (dipl. Holland), Industrial Organisation

Renato C. Monteiro de Barros - Civil Engineer

Prof. Theotônio Monteiro de Barros - Economist Lawyer - Federal Deputy, Prof. at University of São Paulo

Victor Manoel de Souza Lima - Engineer, Assistant-Prof. at Polytechnical School of São Paulo

Waldemar Tietz - Consulting Engineer, Dipl. of the Imperial Institute of Technology of Kharkov

Directors: Alvaro de Souza Lima - President

M.A. Xavier da Silveira - Treasurer

J. Pokrovsky - Manager

FEB 27 4 12 PM 1956

INTERNATIONAL BANK FOR
RECONSTRUCTION AND DEVELOPMENT

RECEIVED