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THE WORLD BANK
Washington, D.C.

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The World Bank
1818 H Street NW
Washington DC 20433
Telephone: 202-473-1000
Internet: www.worldbank.org

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THIS FILE IS CLOSED AS OF

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FOR FURTHER CORRESPONDENCE SEE:

1969 - 1971.

RECORDS MANAGEMENT SECTION
February 1969

Sw B - Inf. P

NIGERIAN INDUSTRIAL DEVELOPMENT BANK LIMITED

DIRECTORS:

MALLAM AHMADU COOMASSIE (CHAIRMAN)
MATTHEW AJAYI ADEJORO
PHILIP CHIEDO ASIODO
WILLIAM DUNCAN
DR. ALI ARBAK KHOSROPUR
DOUGLAS FIDRES FAIRBAIRN
WOLFGANG JAHN
JOHN LYONS
ALHAJI SHEHU MALAMI
EDWARD CONOR McNESTRY
JOHN CHIRUMWA AGUDOSI ORWESA
JAMES TOLLISON



M. & K. HOUSE
96/102 BROAD STREET
LAGOS
P. O. BOX 2357

TELEPHONE: 27181-27186 (6 LINES)
TELEGRAMS: NIDBANK LAGOS

DATE

30th December, 1968.

Our Ref: 120/10. *AS*

Mr. B. H. Shin,
International Bank for Reconstruction
& Development,
1818 H Street, N.W.,
Washington D.C. 20433,
U.S.A.

Dear Mr. Shin,

We wish to acknowledge with thanks the receipt of the following publications which you sent to us:-

- a) Economic Development, Private Finance and the International Finance Corporation.
- b) Review of the World Cotton Situation and Report on the 27th Plenary Meeting of the International Cotton Advisory Committee.
- c) Automobile Demand in Developing Countries.
- d) Some aspects of the Economic Philosophy of the World Bank.

We shall use them only for internal use as requested.

Yours faithfully,
for: Nigerian Industrial Development Bank Ltd.

M.O. Adeyinka
M.O. Adeyinka (Mrs.)
Librarian.

MOA/TE:

NOV/LE:

ΓΥΡΩΣΤΕΡΟΝ
Μ.Ο. ΑΦΕΛΕΥΚΑ (ΜΛΕ.)

Handwritten signature/initials

TO: ΝΙΓΕΡΙΑΝ ΙΝΔΥΣΤΡΙΑΛ ΔΕΒΕΛΟΠΜΕΝΤ ΒΑΝΚ ΓΡΟΨ
ΛΟΝΔΟΝ ΕΣΤΕΡΝΑΙΝΓΚ

We shall use them only for interest use as requested.

- a) World Bank
- b) Some aspects of the Economic Philosophy of the
Automotive Demand in Developing Countries.
- c) Cotton Advisory Committee
on the 5th Biennial Meeting of the International
Group of the World Cotton Situation and Report
- d) International Finance Corporation
- e) Economic Development, Private Finance and the

Following enclosures which you sent to us:-

We wish to acknowledge with thanks the receipt of the

Dear Mr. Griffin

Π.Σ.Α.
 Washington D.C. 20433
 1818 H Street, N.W.
 & Development
 International Bank for Reconstruction
 Mr. B. H. Griffin

Our Ref: ISO/JO

INTERNATIONAL BANK FOR RECONSTRUCTION AND DEVELOPMENT
 1818 H STREET, N.W.
 WASHINGTON, D.C. 20433
 UNITED STATES OF AMERICA
 MEMBERSHIP LIST AVAILABLE ON REQUEST
 DIRECTOR GENERAL



30th December, 1968

DATE

TELEPHONE: ΝΙΓΕΡΙΑΝ ΓΥΡΩΣ
 TELEPHONE: 22181-22188 (6 LINES)
 P. O. BOX 3322
 NIGERIA
 30/103 BROAD STREET
 W & K HOUSE

NIGERIAN INDUSTRIAL DEVELOPMENT BANK LIMITED

Handwritten signature

Sw B - Inf. P

الشركة القومية للتقويم
SOCIÉTÉ NATIONALE D'INVESTISSEMENT



SIÈGE SOCIAL A TUNIS
68 AVENUE HABIB BOURGUIBA
REGISTRE DE COMMERCE N° 29934
TÉLÉPHONE : 241.222 - 246.783
ADRESSE TÉLÉG: SNITUN-TUNIS
TELEX N° 382

المركز الرئيسي بتونس
68 شارع الحبيب بورقيبة
الدفتر التجاري 29936
الهاتف 241.222 - 246.783
العنوان التلغرافي سنيون تونس
تلاكم رقم 382

SNI. N° 5584 /DDC/HD.

Tunis, le 26 DEC. 1968

B8
Monsieur H.B. SHIN
Banque Internationale pour la Reconstruction
et le Développement
1818 H. Street N.W.

- Washington -

ك
Cher Monsieur SHIN,

Nous avons l'honneur de vous accuser réception de votre lettre du 11 courant ainsi que de la brochure intitulée " Some Aspects of the Economic philosophy of the world Bank " que vous avez bien voulu nous faire tenir.

Nous vous remercions vivement de cet envoi et vous prions d'agréer, Cher Monsieur, l'expression de notre considération distinguée.

Administrateur Délégué

Signé : R. BEN YEDDER

1969 JUN -2 10:11

Служба государственной безопасности
Министерства внутренних дел
Сектор государственной безопасности
Сектор государственной безопасности
Сектор государственной безопасности
Сектор государственной безопасности

- секретно -

Сектор государственной безопасности
Министерства внутренних дел
Сектор государственной безопасности
Сектор государственной безопасности

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Министерства внутренних дел
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Министерства внутренних дел
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Сектор государственной безопасности
Министерства внутренних дел
Сектор государственной безопасности
Сектор государственной безопасности



Sw. B - Inf. P.

**PAKISTAN INDUSTRIAL CREDIT
& INVESTMENT CORPORATION LIMITED**

Jubilee Insurance House,

McLeod Road,

P. O. Box No. 5080 Karachi-2.

TELEPHONES : { 227171
227172
227173

CABLE : "PICICORP"

December 26, 1968.

PS
Mr. B.H. Shin,
Development Finance Companies,
International Bank for Reconstruction
& Development,
1818 H Street, N.W.
Washington D.C. 20433
USA.

Dear Mr. Shin:

✓ Thank you very much for your letter dated
December 9, 1968 enclosing one copy each of the three
papers entitled:-

- 1) Economic Development, Private Finance
and the International Finance Corporation.
- 2) Review of the World Cotton Situation and
Report on the 27th Plenary Meeting of
the International Cotton Advisory Committee.
- 3) Automobile Demand in Developing Countries.

I am sure that these papers will be studied with
interest in PICIC and found extremely useful.

Kindest regards,

Yours sincerely,

(SAID AHMED)
Managing Director

1818 H Street N.W.

Managing Director
(DAVID WHWED)

Yours sincerely,

Kindest regards,

interest in BICIC and found extremely useful.

I am sure that these papers will be studied with

2) Automobile Demand in Developing Countries.

the International Cotton Advisory Committee.
Report on the 24th Biennial Meeting of

3) Review of the World Cotton Situation and

and the International Finance Corporation.

1) Economic Development, Private Finance

papers entitled:-

December 3, 1968 enclosing one copy each of the three

Thank you very much for your letter dated

Dear Mr. Smith:

USA
Washington D.C. 20433
1818 H Street N.W.

& Development
International Bank for Reconstruction
Development Finance Corporation
Mr. B.H. Smith

December 28, 1968

REGISTRATION : { 332133
332133
332131

P. O. Box No. 2080 Karachi-2

CABLE: "BICICORP."

McLeod Road,

Justice Insurance House,

**& INVESTMENT CORPORATION LIMITED
PAKISTAN INDUSTRIAL CREDIT**



Handwritten signature or initials in the bottom right corner.

בנק לפתוח התעשייה בישראל בערבון מוגבל
INDUSTRIAL DEVELOPMENT BANK OF ISRAEL LIMITED

TEL-AVIV, 9, AHAD HAAM ST.
SHALOM MAYER TOWER
TEL. 52666-75
P. O. B. 1462
TELEX 033-646
CABLE ADDRESS: MOSLETAAS

תל אביב, רחוב אחד האדם 9
סניף שלום מאיר
טל. 52666-75
ת.ד. 1462
טלפקס 033-646
כתובת למברקים: מוסלטהאס

בתשובה נא להזכיר:
Reference please note:

AN/GL/1/ 11374

26th December, 1968.

Mr. B.H. Shin, ^{BS}
Development Finance Companies,
International Bank for Reconstruction
and Development,
1818 H Street, N.W.,
WASHINGTON D.C. 20433 U.S.A.

Dear Mr. Shin,

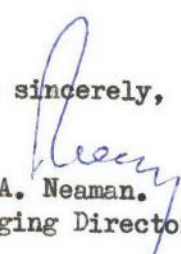
Once again I am indebted to you for sending us the paper
entitled "Some Aspects of the Economic Philosophy of the World Bank.

I have passed this article to various members of our staff,
whom I feel sure will find same of great interest.

Thank you very much for keeping us up-to-date by constantly
sending us various booklets, articles, etc.

Kindest regards,

Yours sincerely,


Dr. A. Neaman.
Managing Director.

בנק לתעשייה ולתחבורה
 INDUSTRIAL DEVELOPMENT BANK OF ISRAEL LIMITED

9 000 000 000 ש"ח
 7 000 000 000 ש"ח
 52888-75 ת"פ
 1 462 7 11
 033-048 0970
 033-048 0970

TEL-AVIV 9 AHAD HAAM 21
 SHALOM MAYER TOWER
 TEL. 52888-75
 P. O. B. 1462
 TELEEX 033-048
 CABLE ADDRESS: MORGELAAS

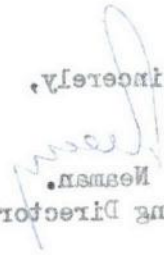
RECEIVED
 12/15/68

26th December, 1968

Mr. B.H. Shin,
 Development Finance Companies,
 International Bank for Reconstruction
 and Development,
 1818 H Street, N.W.,
 WASHINGTON D.C. 20433 U.S.A.

Dear Mr. Shin,

Once again I am indebted to you for sending us the paper
 entitled "Some Aspects of the Economic Philosophy of the World Bank."
 I have passed this article to various members of our staff,
 whom I feel sure will find some of great interest.
 Thank you very much for keeping us up-to-date by constantly
 sending us various booklets, articles, etc.
 Kindest regards,

Yours sincerely,

 Dr. A. Neuman,
 Managing Director.

1968-12-15 13:40

الشركة القومية للتقويم
SOCIÉTÉ NATIONALE D'INVESTISSEMENT



SIÈGE SOCIAL A TUNIS
68 AVENUE HABIB BOURGUIBA
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المركز الرئيسي بتونس
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29936 - 241.222 - 246.783
النسوان اللطفا في مسديتون تونس
تلاكم رقم 382

SNI N° 5559 / DDC/RJ/MN

Tunis, le 25 DEC. 1968

Banque Internationale pour la
Reconstruction et le Développement
1818 H. Street N.W

Washington D.C.

128
A l'attention de Monsieur B.H. Shin

Cher Monsieur Shin,

Nous avons l'honneur de vous accuser reception de votre lettre du 9 décembre 1968 par laquelle vous nous avez fait parvenir les rapports suivants :

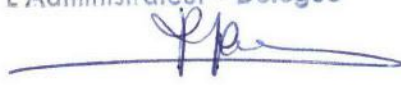
"Economic Development, Private Finance and the International Finance corporation"

"Review of the world cotton situation and Report on the 27th Plenary Meeting of the international cotton advisory committee"

"Automobile demand in developing countries"

Nous vous remercions vivement de l'attention que vous avez portée à notre égard et nous vous prions d'agréer, Cher Monsieur, Shin, l'expression de notre meilleure considération.

L'Administrateur - Délégué


Signé : R. BEN YEDDER

1969 JAN -1 PM 8:50

Blawson de m'ne nationale consideration

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Blawson de m'ne nationale consideration



SOCIETE NATIONALE D'INDEPENDANCE MALAGASY

Logo of the National Society of the Republic of Madagascar


8w-B-Inf.P.

CORPORACION FINANCIERA DEL NORTE
BARRANQUILLA - COLOMBIA

PRESIDENCIA

P-353

Diciembre 24 de 1.968

Señor 
B. H. Shin
Compañías Financieras de Desarrollo
Banco Mundial
1818 H Street, N. W.
Washington, D.C. 20433

Muy apreciado señor Shin:

Tengo el gusto de acusar recibo de sus cartas de Diciembre 9 y 11 con las cuales tuvo a bien enviarme los estudios y publicaciones de dicho Banco, todos de nuestro mayor interés. ✓

Sin otro particular me suscribo de usted atento, seguro servidor y amigo,


Alvaro Jaramillo Vengoechea
Presidente

AJV/gca.

RECEIVED
COMMISSIONS
1968 DEC 27 PM 1:34

1968

COMMISSIONS
1968 DEC 27 PM 1:34

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1968

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1968 DEC 27 PM 1:34

china development corporation



CABLE ADDRESS
CHIDELCO TAIPEI

December 23, 1968
File Ref. 57-E-0420

BS
Mr. B. H. Shin
Development Finance Companies Dept.
International Bank for Reconstruction
and Development
1818 H Street, N.W.
Washington D.C. 20433
U. S. A.

Dear Mr. Shin :

Thank you very much for your letter of December 9, 1968 and the materials contained therein.

The papers which dealt with different subjects are so comprehensive and penetrating that they are most useful to us. Meanwhile you may rest assured that we will treat them as confidential as **desired**.

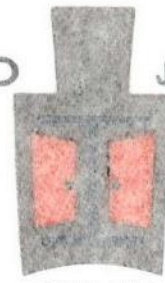
May I take this opportunity to wish you a merry Christmas and a happy New Year.

Sincerely yours,

Felix S. Y. Chang
President

1968 DEC 23 11:10

china development corporation



CHIDECO TAPEI
CABLE ADDRESS

December 23, 1968
File Ref. 27-E-0420

Mr. B. H. Shin
Development Finance Companies Dept.
International Bank for Reconstruction
and Development
1818 H Street, N.W.
Washington D.C. 20433
U. S. A.

Dear Mr. Shin :

Thank you very much for your letter of December 9,
1968 and the materials contained therein.

The papers which dealt with different subjects are
so comprehensive and penetrating that they are most useful to
us. Meanwhile you may rest assured that we will treat them
as confidential as desired.

May I take this opportunity to wish you a merry
Christmas and a happy New Year.

Sincerely yours,

Felix S. Y. Chang
President

RECEIVED 11:08

sw. B. Inf. P.

Wentworth 90

December 20, 1968

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

Dear Ting:

Thank you for your letter of December 4, 1968, on "Comparative Operational Ratios, 1967." I am pleased to learn that you have found the Table useful.

Regarding Items 6 and 15 on PDCP in the Table, I appreciate your bringing these to our attention. We will certainly adjust these when the Table is revised next time.

As for the treatment of quasi-equity in connection with Item 6, the Bank has for some time followed the practice of excluding from equity that part of quasi-equity which falls due prior to the estimated last maturity of the IBRD loan. This practice reflects the thought that, as quasi-equity is free or low cost long-term loan, and is subordinated, in liquidation, to other debts, it is treated as a part of the borrowing base. However, in due course it comes due for repayment. When it falls due, it becomes imprudent to include it in the borrowing base. Earlier Bank loans to the development finance companies including PDCP do not reflect this view. Future loans will. We have, therefore, accorded the same treatment to all companies to make them comparable with one another. I hope this will answer your question.


With best personal regards,

Sincerely yours,



William Diamond
Director
Development Finance Companies

cc: Mr. Powell

BHShin:er 

CORPORACION FINANCIERA NACIONAL

APARTADO AEREO 1039

CABLES: FINANCIERA

MEDELLIN-COLOMBIA

Medellín, Diciembre 19 de 1968

5173

Señor *BS*
B. H. Shin
Development Finance Companies
International Bank for Reconstruction and Development
Washington, D. C.

Muy estimado señor Shin:

Por medio de su atenta comunicación del 11 de los corrientes hemos recibido un folleto titulado "Some Aspects of the Economic Philosophy of the World Bank", que contiene parte muy importante del pensamiento expuesto por los funcionarios del BIRF en el Seminario para Profesores de Economía, celebrado en Río en los días 18-22 del mes de septiembre último.

Estamos leyendo con gran atención este material; ~~cuyo envío le agradecemos vivamente.~~

Sin otro particular, nos repetimos como sus atentos servidores y amigos,

CRD/ead.

Carlos Restrepo Dumit
Carlos Restrepo Dumit,
Vicepresidente

SECRET

DEC 23 AM 9:50

SECRET

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110

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SECRET

SECRET

CORPORACION FINANCIERA COLOMBIANA
BOGOTA-COLOMBIA

EDIFICIO INTERNACIONAL
CARRERA 13 Nº 26-45 PISOS 7 Y 8
CONMUTADOR 34-30-60

CABLES "COFINANCIERA"
APARTADO AEREO 11843
TELEX 044769

5899

PS
Bogotá, D. E., December 19, 1968

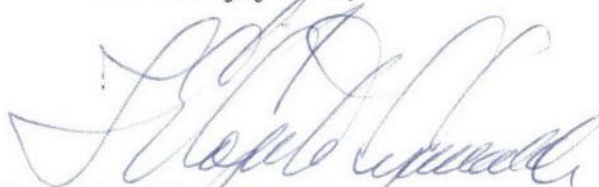
Mr. B. H. SHIN
Development Finance Companies
International Bank for Reconstruction
and Development
1818 H Street, N.W.
Washington, D. C. 20433

Dear Mr. Shin :

I acknowledge receipt of the report entitled
"Some Aspects of the Economic Philosophy of the
World Bank" which you kindly sent us. It is indeed a
very interesting document and will certainly be useful
to us.

Thanking you for this remittance, I remain,

Cordially yours,


IGNACIO COPETE LIZARRALDE
President

NOV 28 11 09:20

President
IGNACIO COBELE GIZABEVICDE

COLOMBIA BOGOTA

Thanking you for this remittance, I remain,

to us.
very interesting document and will certainly be useful
World Bank" which you kindly sent us. It is indeed a
"Some Aspects of the Economic Philosophy of the
I acknowledge receipt of the report entitled

Dear Mr. Shin :

Washington, D.C. 20433
1818 H Street, N.W.
and Development
International Bank for Reconstruction
Development Finance Companies
Mr. B. H. Shin

Bogota, D.E., December 18, 1968

2800

COMPUTADOR 34-30-60
CALLE 13 No 38-42 BOGOTA Y B
EDIFICIO INTERNACIONAL

TELEX 044109
ABASTADO AEREO 11843
CABLES "CORFINANCIERA"

BOGOTA-COLOMBIA
СОБЪРАСІОН ЕІНАНСІЕВА СОЛОМВІАНА

TELEPHONE 26371/5
TELEGRAMS "MALINDEV"
KUALA LUMPUR
CODE BENTLEY'S SECOND

شركة تمويل المال كجوار فير أوتسها أفليستينيا بيا جك

Malaysian Industrial Development Finance Berhad
(Incorporated In The States of Malaya)

OUR REF:

YOUR REF:



BANGUNAN MIDF
117 JALAN AMPANG
KUALA LUMPUR
P. O. BOX 2110

DATE: December 18, 1968.

BS
Mr. B.H. Shin,
Development Finance Companies,
International Bank for Reconstruction and
Development,
1818 H Street, N.W.
Washington, D.C.

Dear Mr. Shin,

Thank you for your letter of December 11, 1968 and for the copy of "Some Aspects of the Economic Philosophy of the World Bank" which we are very glad to have.

Best wishes for the Season and the New Year.

Yours sincerely,

H.F.G. LEEMBRUGGEN
General Manager

1968 DEC 18 6:23

TELEPHONE 26371/5
TELEGRAMS "MALINDEVI"
KUALA LUMPUR
CODE BENTLEY'S SECOND



BANGUNAN MIDF
117 JALAN AMPANG
KUALA LUMPUR
P. O. BOX 2110

DATE: December 18, 1968.

بنك الماليندي للتعمير والتنمية
بنك الماليندي للتعمير والتنمية

Malaysian Industrial Development Finance Berhad
(Incorporated in The States of Malaya)

OUR REF:
YOUR REF:

68

Mr. B.H. Shin,
Development Finance Companies,
International Bank for Reconstruction and
Development,
1818 H Street, N.W.,
Washington, D.C.

Dear Mr. Shin,

Thank you for your letter of December 11, 1968 and
for the copy of "Some Aspects of the Economic Philosophy of the
World Bank" which we are very glad to have.

Best wishes for the season and the New Year.

Yours sincerely,

H.F.G. LEEMBRUGGEN
General Manager

RECEIVED 11 6:53



Industrial and Mining Development Bank of Iran

Managing Director

December 18, 1968

AS
Mr. B.H. Shin,
International Bank for Reconstruction
and Development,
1818 H Street N.W.,
Washington, D.C. 20433.

Dear Mr. Shin,

This is to acknowledge with thanks receipt of your letters dated December 9th and 11th with the attached papers listed below:

1. " Economic Development, Private Finance and the International Finance Corporation."
2. " Review of the World Cotton Situation and Report on the 27th Plenary Meeting of the International Cotton Advisory Committee."
3. " Automobile Demand in Developing Countries."
4. " Some Aspects of the Economic Philosophy of the World Bank."

I sincerely appreciate your sending me these informative and interesting publications.

With best wishes for the New Year.

Very truly yours,

A. Gasem Kheradjou

A. Gasem Kheradjou

/fb

COMMUNICATIONS

1968 DEC 27 PM 1:25

TO: DIRECTOR, FBI
FROM: SAC, NEW YORK
SUBJECT: [Illegible]

[The following text is mirrored and largely illegible due to bleed-through from the reverse side of the page.]

[Illegible text block]



INDUSTRIAL DEVELOPMENT BANK OF PAKISTAN

HEAD OFFICE

GRAMS : "INDEBA"

PHONES : 70061/2/3.

POST BOX NO. 7300

Ref. No. MD(OSD)/68/456.

Karachi-3, December 18, 1968
(Pakistan)

Mr. B. H. Shin,
Development Finance Companies,
International Bank for
Reconstruction & Development,
1818 H Street, N. W.,
Washington, D. C. 20433, USA.

Dear Sir,

I am directed to acknowledge with thanks receipt of your letters of December 9 & December 11, 1968 enclosing the following papers:

- i) Economic Development, Private Finance and the International Finance Corporation.
- ii) Review of the World Cotton Situation and Report on the 27th Plenary Meeting of the International Cotton Advisory Committee.
- iii) Automobile Demand in Developing Countries.
- iv) Some Aspects of the Economic Philosophy of the World Bank, September 1968.

I shall be grateful if you would kindly send us three additional copies of the paper last named (listed at iv above) for use at our Regional Offices.

Thanking you,

Yours faithfully,



(M.M. AHMED)

OFFICER ON SPECIAL DUTY

OFFICER ON SPECIAL DUTY
(M. M. UHMED)
DECEMBER 24 1957

YOUR LETTER

THANKING YOU

(I have got 14 copies) for use at our Regional Offices.
We have three additional copies of the paper just named
I shall be grateful if you would kindly send

- i) of the World Bank's September 1957.
- ii) some aspects of the Economic Philosophy
- iii) Automobile Demand in Developing Countries.
- iv) International Cotton Advisory Committee's
Report on the 5th Plenary Meeting of the
Panel of the World Cotton Situation and
the International Finance Corporation.
- v) Economic Development, Private Finance

17, 1957 enclosing the following papers:
Receipt of your letters of December 8 & December

I am directed to acknowledge with thanks

Dear Sir,

Washington, D.C. 20543, USA
1818 H Street, N.W.
Reconstruction & Development
International Bank for
Development Finance Companies
Mr. B. H. Smith

Handwritten signature

(Pakistan)
Handwritten signature, December 18, 1957

PHONE: 10081 53

POST BOX NO. 1300

SWAMP: INDEVA

HEAD OFFICE

INDUSTRIAL DEVELOPMENT BANK OF PAKISTAN

THE INDUSTRIAL CREDIT AND INVESTMENT CORPORATION OF INDIA LIMITED



163, BACKBAY RECLAMATION, BOMBAY 1/ GRAMS: 'CREDCORP' BOMBAY / PHONE: 245081/245478/245485/245939

Libr/21264

December 17, 1968

Dear Mr. *Diamond*:

With reference to your request for a bibliography for Development Banks, we have to inform you that it is being prepared and will be sent to you by the end of January 1969.

Yours sincerely,

Phiroze B. Medhora

Phiroze B. Medhora
Assistant General Manager

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

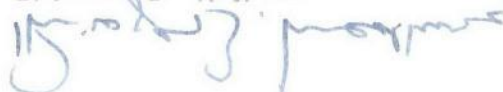
DEC 33 1968

1968 DEC 23 PM 12:45

P.S.V.
Washington, D.C. 20522
1818 H Street, N.W.
International Finance Corporation
Development Finance Committee
Director
Mr. William Diamond

Assistant General Manager

Ernst B. Medtner



Yours sincerely,

January 1968

The report prepared and will be sent to you by the end of
February for Development Bank, we have to inform you that it

With reference to your request for a report-

Dear Mr. Diamond:

December 11, 1968

Ernst B. Medtner

100, BAKKVAJ RECLAMATION, BOMBAY 1 | BRANCH: CREDITORS, BOMBAY | PHONE: 242081/242428/242482/242839



THE INDUSTRIAL CREDIT AND INVESTMENT CORPORATION OF INDIA LIMITED

263 B- Inf. P.

TELEPHONE 26371/5
TELEGRAMS "MALINDEV"
KUALA LUMPUR
CODE BENTLEY'S SECOND

شركة تمويل المال والبنوك
ماليزيا

Malaysian Industrial Development Finance Berhad
(Incorporated In The States of Malaya)

OUR REF:

YOUR REF:



BANGUNAN MIDF
117 JALAN AMPANG
KUALA LUMPUR
P. O. BOX 2110

DATE: December 17, 1968.

Mr. B.H. Shin, *BH*
Development Finance Companies,
International Bank for Reconstruction
& Development,
1818H Street, N.W. Washington D.C. 20433,
U.S.A.

Dear Mr. Shin,

Thank you for your letter of December 9, 1968 and for the three papers mentioned therein.

I have noted the restricted use to be attributed to the 2nd and third papers.

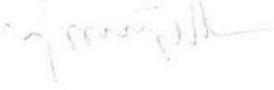
All these papers will be very helpful for our work in MIDF.

Yours sincerely,

H.F.G. Leembruggen
H.F.G. LEEMBRUGGEN
General Manager

508 DEC 24 AM 9:14

GENERAL MANAGER
H.E.G. GEERBBINGEN



Yours sincerely,

All these labels will be very helpful for our work in WIDE and other fields.

I have noted the restricted use to be attributed to the three labels mentioned therein.

Thank you for your letter of December 8, 1968 and for the

Dear Mr. Smith,

P.S.A.
1818H Street, N.W. Washington D.C. 20433
& Development
International Bank for Reconstruction
& Development Finance Corporation
Mr. B.H. Smith



YOUR REF:

OUR REF:

DATE: December 11, 1968

P. O. BOX 5110
KUALA LUMPUR
112 JALAN AMBAJANG
BANGSIAN MIDA

WIDE

CODE BENTLEY'S SECOND
KUALA LUMPUR
TELEGRAMS "MAGINDEL"
TELEPHONE 383112

(Incorporated in The States of Malaya)

Malaysian Industrial Development Finance Berhad



Handwritten notes at the bottom right corner.

sw A. Inf. P.

BANDESCO

BANCO DEL DESARROLLO ECONOMICO ESPAÑOL

EL DIRECTOR GENERAL

JOSE MARIA MARZO CHURRUCA

Madrid, 17th December 1968

BS
Mr. B.H. Shin
International Bank for Reconstruction
and Development
Development Finance Companies
1818 H. Street
WASHINGTON, D.C. 20433

Dear Mr. Shin,

I acknowledge receipt of your kind letters of December 9th and 11th enclosing with them very interesting papers prepared by the World Bank, for all which I thank you very much.

I send you my very best wishes for Christmas and the New Year.

Yours sincerely,

marzo

1988 DEC 23 PM 12:01

Carmon
Yours sincerely,

the new year.

I send you my very best wishes for Christmas and

you very much.

Books prepared by the World Bank for all which I thank
December 23rd and 14th enclosing with them very interesting

I acknowledge receipt of your kind letters of

Best Wishes,
B.H. Smith

WASHINGTON, D.C. 20533
1818 H. Street
Development Finance Companies
and Development
International Bank for Reconstruction
Mr. B.H. Smith

BS

Mexico, 14th December 1988

Handwritten notes

THE INDUSTRIAL CREDIT AND INVESTMENT CORPORATION OF INDIA LIMITED



163, BACKBAY RECLAMATION, BOMBAY 1/ GRAMS: 'CREDCORP' BOMBAY / PHONE: 245081/245478/245485/245939

Sec D/21232

December 16, 1968

BS
Dear Mr. Shin:

✓
Thank you for your letter of December 11, enclosing a copy of a paper entitled "Some Aspects of the Economic Philosophy of the World Bank" which we shall read with interest.

Yours sincerely,

H. T. Parekh
H. T. Parekh
Managing Director

Mr. B.H. Shin
Development Finance Companies
International Bank for Reconstruction
and Development
1818 H Street, N.W.
Washington D.C. 20433
U.S.A.

DEC 18 1968

ISSUED DEC 23 AM 9:55

U.S.A.
Washington D.C. 20433
1818 H Street N.W.
and Development
International Bank for Reconstruction
Development Finance Companies
Mr. B.H. Sin

Managing Director
H. L. Bolek



Yours sincerely,

Interest:

Philosophy of the World Bank, which we shall read with
a copy of a paper entitled "Some Aspects of the Economic

Thank you for your letter of December 11, enclosing

Dear Mr. Sin:

Handwritten signature/initials
Handwritten date: 22/12/58

December 16, 1958

9225252/42424242/180242/525252/PHONE: 252525/252525/252525/BOMBAY/CREDCORP. BOMBAY/1/ERAME: BOMBAY/1/RECLAMATION, BOMBAY/1/252525



THE INDUSTRIAL CREDIT AND INVESTMENT CORPORATION OF INDIA LIMITED

THE INDUSTRIAL CREDIT AND INVESTMENT CORPORATION OF INDIA LIMITED



163, BACKBAY RECLAMATION, BOMBAY 1/ GRAMS: 'CREDCORP' BOMBAY / PHONE: 245081/245478/245485/245939

Secd/21233

December 16, 1968

Dear Mr. Shin: *MS*

Thank you for your letter of December 9, together with the three papers, viz. "Economic Development, Private Finance and the International Finance Corporation", "Review of the World Cotton Situation and Report on the 27th Plenary Meeting of the International Cotton Advisory Committee" and "Automobile Demand in Developing Countries". We have found them interesting and useful. We note that the last two papers are made available for our internal use only and as such their findings should not be published or attributed to the World Bank and its affiliated institutions. ✓

Yours sincerely,

H. T. Parekh
Managing Director

Mr. B.H. Shin
Development Finance Companies
International Bank for Reconstruction
and Development
1818 H Street, N.W.
Washington D.C. 20433
U.S.A.

THE INDUSTRIAL CREDIT AND INVESTMENT CORPORATION OF INDIA LIMITED



163, BACKBAY RECLAMATION, BOMBAY 1 | GRAMS: 'CREDCORP', BOMBAY | PHONE: 245081/245478/245482/245939


202/1233

December 16, 1968

Handwritten initials

Dear Mr. Shin:

Thank you for your letter of December 9, together with the three papers, viz. "Economic Development, Private Finance and the International Finance Corporation", "Review of the World Cotton Situation and Report on the 27th Plenary Meeting of the International Cotton Advisory Committee" and "Automobile Demand in Developing Countries". We have found them interesting and useful. We note that the last two papers are made available for our internal use only and as such their findings should not be published or attributed to the World Bank and its affiliated institutions.

Yours sincerely,

H. T. Parekh
Managing Director

Mr. B.H. Shin
Development Finance Companies
International Bank for Reconstruction
and Development
1818 H Street, N.W.
Washington D.C. 20433
U.S.A.

Dev. B. Inf. Public.

DEVELOPMENT FINANCE CORPORATION OF CEYLON

3RD FLOOR, HEMAS BUILDING, YORK STREET,

Telephones ~~28674, 28675~~
28674, 28675

P. O. BOX 1397, COLOMBO.

Telegrams "DELCEY" Colombo

16th December, 1968.

ms
Mr. B.H. Shin,
Development Finance Companies,
International Bank for Reconstruction
and Development,
1818 H Street, N.W.,
Washington D.C.20433,
U. S. A.

Dear Mr. Shin,

Thank you for your letters of the 9th and 11th December 1968, enclosing the following literature which will be useful additions to our library :-

- (i) "Economic Development, Private Finance and the International Finance Corporation" which is the text of an address delivered by Mr. Martin M. Rosen, Executive Vice President of IFC before the Commission on International Investments and Economic Development, International Chamber of Commerce, Paris, France, on December 4, 1968.
- (ii) "Review of the World Cotton Situation and Report on the 27th Plenary Meeting of the International Cotton Advisory Committee" held in Athens from June 3-12, 1968. (EC No.22 dated 9th August 1968)
- (iii) "Automobile Demand in Developing Countries" (Ec No.28 dated 31st October 1968).
- (iv) "Some Aspects of the Economic Philosophy of the World Bank" September 1968, which contains transcriptions of talks delivered by principal officers of the Bank at a Seminar for Brazilian Professors of Economics in Rio de Janeiro, during 18-22 Sept. 1967, and which has since been brought up to date.

The further contents of the last paragraph of your letter dated 9th December 1968 have been noted and will be observed.

Yours sincerely,

L.A. Weerasinghe
L.A. Weerasinghe,
GENERAL MANAGER.

SG.

AIR MAIL
AIR MAIL
AIR MAIL

RECEIVED BY THE HONOURABLE MEMBER
FOR THE DEPARTMENT OF
INDUSTRIES AND COMMERCE
COLOMBO
17 DEC 1968

BY AIR MAIL

PAR AVION
AIR LETTER
AEROGARME

Mr. B.H. Shin,
Development Finance Companies,

International Bank for Reconstruction
and Development,
1818 H Street, N.W.,
Washington D.C. 20433,
U.S.A.

← Second fold here →

Sender's name and address : Development Finance Corporation of Ceylon
P. O. Box No. 1397
Colombo.

AN AIR LETTER SHOULD NOT CONTAIN ANY
ENCLOSURE; IF IT DOES IT WILL BE SURCHARGED
OR SENT BY ORDINARY MAIL.

Form approved by the Postmaster-General.

Dear Mr. Shin,
U. S. A.
Washington D. C. 20433,
1818 H Street,
International Bank for Reconstruction
Development Finance Companies,
Mr. B. H. Shin

which will be useful additions to our library :-
11th December 1968, enclosing the following literature
Thank you for your letters of the 9th and

(1) "Economic Development, Private Finance and the
International Finance Corporation" which is the
text of a First fold here >

11th December, 1968.

DEVELOPMENT FINANCE CORPORATION OF CEYLON

Telephone Number 3663

Telex 3802

P. O. Box 1907, Colombo.

3rd Floor, Hayes Building, York Street.

Telephone 4121 Ceylon, Colombo

TÜRKİYE SINAİ KALKINMA BANKASI A. Ş.

(INDUSTRIAL DEVELOPMENT BANK OF TURKEY)

29833

Cable Address :

KALKINMABANK, İstanbul

P. O. Box : 17 Karaköy,
İstanbul, Turkey

December 16, 1968

RS
Mr. B. H. Shin
Development Finance Companies
International Bank for
Reconstruction and Development
1818 H Street, N. W.
Washington, D. C. 20433
U. S. of America

Dear Mr. Shin:

Thank you for your letters of December 9 and December 11, 1968 and their enclosures.

Please be assured that the papers on the "Review of the World Cotton Situation and Report on the 27th Plenary Meeting of the International Cotton Advisory Committee" and "Automobile Demand in Developing Countries" will be used only by the staff members within our organization.

Sincerely yours,

TURKIYE SINAİ KALKINMA BANKASI A. Ş.



1968 DEC 20 PM 3:42

INDUSTRIAL DELEGATION BANK OF TURKEY

Bank of Turkey

Bank of Turkey
Industrial Delegation Bank of Turkey
The Board of Directors
The Board of Directors
The Board of Directors

The Board of Directors
The Board of Directors

The Board of Directors

The Board of Directors
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The Board of Directors
The Board of Directors
The Board of Directors
The Board of Directors

December 20, 1968

Bank of Turkey
Bank of Turkey

Bank of Turkey
Bank of Turkey

50833

RABAT, LE 16.12.1968

البنك الوطني للإنتاج الاقتصادي
BNDP
BANQUE NATIONALE POUR LE
DEVELOPPEMENT ECONOMIQUE

CAPITAL 20 MILLIONS DE DIRHAMS
BOITE POSTALE 407 - RABAT - TÉL. 264.41.42
& 43 ADRESSE TÉLEGRAPHIQUE BADEMAROC
TELEX : BADEMAROC - RABAT, 319-42
R.C. 16.423 - RABAT - C.N.S.S. 6.6805

DG/HL n° 540

DIRECTION GÉNÉRALE

PS
Monsieur B. H. SHIN
Development Finance Companies
I. B. R. D.

Washington D. C.

Cher Monsieur Shin,

J'ai bien reçu les trois notes que vous avez eu l'amabilité
de me transmettre par votre envoi du 9 décembre 1968, à savoir :

- Economic Development Private Finance and The International Finance Corporation ;
- Review of the World Cotton Situation and Report on the 27th Plenary Meeting of the International Cotton Advisory Committee ;
- Automobile Demand in Developing Countries.

Je vous en remercie, et vous prie d'agréer, Cher Monsieur Shin,
l'expression de mes sentiments distingués et les meilleurs. -

Le Directeur Général

Mohamed BENKIRANE
Mohamed BENKIRANE



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1968 DEC 21 PM 12:30

Special Delivery

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Dev B - Inf. P.

RABAT, LE 16.12.1968

البنك الوطني للائتمان الاقتصادي
BANQUE NATIONALE POUR LE DEVELOPPEMENT ECONOMIQUE

CAPITAL 20 MILLIONS DE DIRHAMS
 BOITE POSTALE 407 - RABAT - TEL 264.41.42
 & 43 ADRESSE TELEGRAPHIQUE BADEMAROC
 TELEX : BADEMAROC - RABAT, 319-42
 R.C. 16.423 - RABAT - C.N.S.S. 6.6805

DG/HL n° 541

DIRECTION GÉNÉRALE

PS
 Monsieur B. H. SHIN
 Development Finance Companies
 International Bank For Reconstruction
 and Development
Washington D. C.

Cher Monsieur Shin,

J'ai l'honneur d'accuser réception de votre lettre en date du 11 décembre par laquelle vous avez bien voulu me transmettre une note intitulée "Some aspects of the economic philisophy of the World Bank" septembre 1968.

Je vous en remercie, et vous prie d'agréer, Cher Monsieur Shin, l'expression de mes sentiments distingués. -

Le Directeur Général

 Mohamed BENKIRANE

1968 DEC 21 PM 12:30

1968 DEC 21 PM 12:30

1968 DEC 21 PM 12:30

1968 DEC 21 PM 12:30

CORPORACION FINANCIERA COLOMBIANA
BOGOTA-COLOMBIA

EDIFICIO INTERNACIONAL
CARRERA 13 Nº 26-45 PISOS 7 Y 8
CONMUTADOR 34-30-60

CABLES "COFINANCIERA"
APARTADO AEREO 11843
TELEX 044769

5793

Bogotá, D.E., December 16, 1968

BS
Mr. B. H. SHIN
Development Finance Companies
International Bank for Reconstruction
and Development
1818 H Street, N.W.
Washington, D.C. 20433

Dear Mr. Shin :

I acknowledge receipt of the reports "Economic Development, Private Finance and the International Finance Corporation", "Review of the World Cotton Situation" and "Automobile Demand in Developing Countries" which you kindly sent us. They are certainly very interesting documents and will be most useful to us.

Yours faithfully,



IGNACIO COPETE LIZARRALDE
President

RECEIVED 18 DEC 23 1968

CORPORACION FINANCIERA COLOMBIANA
BOGOTA-COLOMBIA

CABLES "COFINANCIERA"
APARATO AEREO 11843
TELEX 044789

EDIFICIO INTERNACIONAL
CARRERA 13 NO 25-45 PISO 7 Y 8
COMUTADOR 34-30-80

5793

Bogotá, D.E., December 16, 1968

158

Mr. B. H. SHIN
Development Finance Companies
International Bank for Reconstruction
and Development
1818 H Street, N.W.
Washington, D.C. 20433

Dear Mr. Shin :

I acknowledge receipt of the reports "Economic
Development, Private Finance and the International Finance
Corporation", "Review of the World Cotton Situation" and
"Automobile Demand in Developing Countries" which you
kindly sent us. They are certainly very interesting documents
and will be most useful to us.

Yours faithfully,

IGNACIO COPETE LIZARRALDE
President

RECORDED 19 411 8:21

DEC 18 1968



CORPORACION FINANCIERA DE CALDAS

TELEFONO:
CONMUTADOR 29 460

APTDO. AEREO 460
CABLES: "FINANCALDAS"

MANIZALES - CALDAS - COLOMBIA

13 de Diciembre de 1.968

P -

Señor ^{RS}
B. H. SHIN
DEVELOPMENT FINANCE COMPANIES
INTERNATIONAL FINANCE CORPORATION
1818 H. Street, N. W.
Washington , D. C. 20433 , U. S. A. -

Estimado señor Shin :

Acuso a usted recibo de la publicación hecha por el Banco Mundial titulada "Some Aspects of the Economic Philosophy of the World Bank" , correspondiente a los aspectos principales tratados en el Seminario organizado por el Banco y realizado en Septiembre pasado en el Brasil .

Agradezco muy de veras tal envío , el cual sin lugar a dudas nos será de gran interés.

Atentamente,


ROBERTO OCAMPO MEJIA
Presidente

Sec B - 2 of P.

CORPORACION FINANCIERA DE CALDAS

TELEFONO:
CONMUTADOR 29 460

APDO. AEREO 460
CABLES: "FINANCALDAS"

MANIZALES - CALDAS - COLOMBIA

13 de Diciembre de 1.968

P - 085-0

Señor *RS*
 B. H. SHIN
 DEVELOPMENT FINANCE COMPANIES
 INTERNATIONAL FINANCE CORPORATION
 1818 H. Street, N. W.
 Washington., D.C. 20433, U.S.A. -

Estimado señor Shin :

Me permito acusar a usted recibo de los interesantes estudios que tuvo a bién remitirme con su carta de Diciembre 9, los cuales he encontrado de gran utilidad y como todos los anteriores, los pondré a la exclusiva disposición de nuestro personal.

Sin otro particular me suscribo de usted muy atentamente,


 ROBERTO OCAMPO MEJIA
 Presidente

Sw. B - Inf. P.

December 11, 1968

Dear :

Recently the World Bank has put out a paper entitled Some Aspects of the Economic Philosophy of the World Bank, September 1968, which contains transcriptions of talks delivered by principal officers of the Bank at a Seminar for Brazilian Professors of Economics in Rio de Janeiro, during 18 - 22 September 1967, and since brought up-to-date.

I am enclosing a copy of it in the hope that it may be of interest to you and your staff.

Sincerely yours,



B. E. Shin
Development Finance Companies

Enclosures

(Inside Address)

cc: Division Chiefs (with a copy of the paper).

BEShin:er

ME/ST #1257:6d

Mr. Shin's List

Dear Dr. Copete:

Dr. Ignacio Copete Lizarralde
President
Corporacion Financiera Colombiana
Apartado Aereo 11843
Bogota, Colombia

Dear Dr. Ocampo:

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

Dear Dr. Gutierrez Gomez:

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

Dear Mr. Lassila:

Mr. Jankko Lassila
General Manager
Teollistandisrahasto Oy - Industrialization
Fund of Finland Ltd.
Lonnrotinkatu 13, V krs.
Helsinki, Finland

Dear Mr. Parekh:

Mr. H. T. Parekh
Deputy Chairman and Managing
Director
The Industrial Credit and Investment
Corporation of India Limited
163 Backbay Reclamation
Bombay 1, India

Dear Mr. Egeli:

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

Dear Mr. Condicas:

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

Dear Mr. Chang:

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

Dear Mr. Daniyan:

Mr. Silas B. Daniyan
General Manager
Nigerian Industrial Development Bank
Limited
M & K House
96/102 Broad Street
Lagos, Nigeria

Dear Mr. Rohnfelder:

Mr. Gerhard Rohnfelder
Managing Director
Banque Ivoirienne de Developpement
Industriel
Boite Postale 4470
Abidjan, Ivory Coast

Dear Mr. Kheradjou:

Mr. A. Gasem Kheradjou
Managing Director
Industrial and Mining Development Bank
of Iran
133 Shiraz Street
Tehran, Iran

Dear Ato Tekalign:

Ato Tekalign Gedamu
Managing Director
Development Bank of Ethiopia
P. O. Box 1900
Addis Ababa, Ethiopia

Dear Mr. McCann:

Mr. Paul McCann
Chief Executive Officer
The Liberian Bank for Industrial
Development and Investment
100 Broad Street
P. O. Box 547
Monrovia, Liberia

Dear Dr. Neeman:

Dr. Avraham Neeman
Managing Director
Industrial Development Bank
of Israel Limited
9 Achad Haam Street
Shalom Mayer Tower
Tel Aviv, Israel

Dear Dr. Vallenilla:

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

Dear Dr. Teufenstein:

Dr. Wilhelm Teufenstein
Chairman of the Board of Directors
Oesterreichische Investitionskredit
Aktiengesellschaft
Am Hof 4
Vienna 1, Austria

Dear Mr. Ben Yedder:

Mr. R. Ben Yedder
l'Administrateur-Delegue
Societe Nationale D'Investissement
68, Ave. Habib Bourguiba
Tunis, Tunisia

Dear Dr. Martinez Moriones:

Dr. Benjamin Martinez Moriones
President
Corporacion Financiera del Valle
Apartado Aereo 4902
Cali, Colombia

Dear Khan Kraisri:

Khan Kraisri Wismanahaeminda
General Manager
The Industrial Finance Corporation
of Thailand
101 Naret Road
Bangkok 5, Thailand

Dear Mr. Marzo:

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

Dear Mr. Jayme:

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

Dear Mr. Ahmed:

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

Dear Mr. Benkirane:

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

Dear Mr. Leembruggen:

Mr. H. F. G. Leembruggen
Acting General Manager
Malaysian Industrial Development
Finance Berhad
P. O. Box 2110
Kuala Lumpur, Malaysia

Dear Dr. Jaramillo:

Dr. Alvaro Jaramillo Vengoechea
President
Corporacion Financiera del Norte
Apartado Aereo 2747
Barranquilla, Colombia

Dear Mr. Weerasinghe:

Mr. L. A. Weerasinghe
General Manager
Development Finance Corporation
of Ceylon
P. O. Box 1397
Third Floor - Hemas Building
York Street
Colombo, Ceylon

Dear Mr. Kim:

Mr. C. H. Kim
President
Korea Development Finance Corporation
12th Floor, Cho Heung Bank Building
14 Nandaemooon - Ro, 1 - Ka
Seoul, Korea

Dear Mr. Haq:

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

Sw. C. Inf. P.

December 9, 1968

(Salutation):

I take pleasure in enclosing the following three papers:

The first one, entitled "Economic Development, Private Finance and the International Finance Corporation" is the text of an address delivered by Mr. Martin M. Rosen, Executive Vice President of IFC before the Commission on International Investments and Economic Development, International Chamber of Commerce, Paris, France, on December 4, 1968.

The second and third, entitled "Review of the World Cotton Situation and Report on the 27th Plenary Meeting of the International Cotton Advisory Committee" held in Athens from June 3-12, 1968, and "Automobile Demand in Developing Countries", are World Bank's Economic Department Working Papers, Nos. 22 & 23, August 9 and October 31, 1968, respectively, prepared by its staff.

I hope that you will find them interesting.

Needless to say, the last two papers are made available for internal use of staff members within your organization and their findings should not be published or attributed to the World Bank and its affiliated institutions.

Sincerely yours,



B. H. Shin
Development Finance Companies

Enclosures

(Inside Address)

cc: Division Chiefs
BHSin:er

RECEIVED IN 3:45

RECEIVED PM 2:42

ВНАДПН:СЛ
СС: ДІАГНОЗОН СІТЕІА

(ІНАГІДЕ АДРЕСА)

ІНСТРОУКЦІА

ДЕЛЕГОВАНІА БІЗНЕСА КОМІТЕТА

В. Н. СІТІА

СІТЕІА ЛОЛІА

Ініціатива не повинна бути використана для того, щоб
визначити, чи слід включити до складу комітету членів, які
немають права голосу, але які можуть бути використані для

І прошу вас надати мені цю інформацію.

Інформація про це була надана у листі від 15 грудня
1958 року, в якому було вказано, що члени комітету, які
немають права голосу, повинні бути включені до складу
комітету, який буде створено для того, щоб розглянути
питання про включення до складу комітету членів, які
немають права голосу, але які можуть бути використані для

роботи комітету з питань бізнесу на грудень 1958 року.
Ініціатива економічного делегування міжнародного співробітництва
до складу комітету з питань бізнесу, який буде створено
для того, щоб розглянути питання про включення до складу
комітету членів, які не мають права голосу, але які можуть
бути використані для роботи комітету з питань бізнесу

І прошу вас надати мені наступні три папки:

(Список):

грудень 8, 1958

Mr. Shin's List

Dear Dr. Copete:

Dr. Ignacio Copete Lizarralde
President
Corporacion Financiera Colombiana
Apartado Aereo 11843
Bogota, Colombia

Dear Dr. Ocampo:

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

Dear Dr. Gutierrez Gomez:

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

Dear Mr. Lassila:

Mr. Jaakko Lassila
General Manager
Teollistamisrahasto Oy - Industrialization
Fund of Finland Ltd.
Lonnrotinkatu 13, V krs.
Helsinki, Finland

Dear Mr. Parekh:

Mr. H. T. Parekh
Deputy Chairman and Managing
Director
The Industrial Credit and Investment
Corporation of India Limited
163 Backbay Reclamation
Bombay 1, India

Dear Mr. Egeli:

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

Dear Mr. Gondicas:

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

Dear Mr. Chang:

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

Dear Mr. Deniyan:

Mr. Silas B. Deniyan
General Manager
Nigerian Industrial Development Bank
Limited
M & K House
96/102 Broad Street
Lagos, Nigeria

Dear Mr. Rohmfelder:

Mr. Gerhard Rohmfelder
Managing Director
Banque Ivoirienne de Developpement
Industrial
Boite Postale 4470
Abidjan, Ivory Coast

Dear Mr. Kheradjou:

Mr. A. Casem Kheradjou
Managing Director
Industrial and Mining Development Bank
of Iran
133 Shiraz Street
Tehran, Iran

Dear Ato Tekalign:

Ato Tekalign Gedamu
Managing Director
Development Bank of Ethiopia
P. O. Box 1900
Addis Ababa, Ethiopia

Dear Khun Kraisri:

Khun Kraisri Nimmanahaeminda
General Manager
The Industrial Finance Corporation
of Thailand
101 Naret Road
Bangkok 5, Thailand

Dear Mr. Marzo:

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

Dear Mr. Jayme:

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

Dear Mr. Ahmed:

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

Dear Mr. Benkirane:

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

Dear Mr. Leembruggen:

Mr. H. F. G. Leembruggen
Acting General Manager
Malaysian Industrial Development
Finance Berhad
P. O. Box 2110
Kuala Lumpur, Malaysia

Dear Mr. McCann:

Mr. Paul McCann
Chief Executive Officer
The Liberian Bank for Industrial
Development and Investment
100 Broad Street
P. O. Box 547
Monrovia, Liberia

Dear Dr. Neaman:

Dr. Avraham Neaman
Managing Director
Industrial Development Bank
of Israel Limited
9 Achad Haam Street
Shalom Mayer Tower
Tel Aviv, Israel

Dear Dr. Vallenilla:

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

Dear Dr. Teufenstein:

Dr. Wilhelm Teufenstein
Chairman of the Board of Directors
Oesterreichische Investitionskredit
Aktiengesellschaft
Am Hof 4
Vienna 1, Austria

Dear Mr. Ben Yedder:

Mr. R. Ben Yedder
l'Administrateur-Deleque
Societe Nationale D'Investissement
68, Ave. Habib Bourguiba
Tunis, Tunisia

Dear Dr. Martinez Moriones:

Dr. Benjamin Martinez Moriones
President
Corporacion Financiera del Valle
Apartado Aereo 4902
Cali, Colombia

Dear Dr. Jaramillo:

Dr. Alvaro Jaramillo Vengoechea
President
Corporacion Financiera del Norte
Apartado Aereo 2747
Barranquilla, Colombia

Dear Mr. Weerasinghe:

Mr. L. A. Weerasinghe
General Manager
Development Finance Corporation
of Ceylon
P. O. Box 1397
Third Floor - Hemas Building
York Street
Colombo, Ceylon

Dear Mr. Kim:

Mr. C. H. Kim
President
Korea Development Finance Corporation
12th Floor, Cho Heung Bank Building
14 Namdaemoon - Ro, 1 - Ka
Seoul, Korea

Dear Mr. Huq:

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

Sw. B - 27-P.

DEVELOPMENT FINANCE CORPORATION OF CEYLON

3RD FLOOR, HEMAS BUILDING, YORK STREET,

Telephones 28674, 28675
28674, 28675

P. O. Box 1397, COLOMBO.

Telegrams "DELCEY" Colombo

6th December, 1968.

Our Ref: LIB/GEN

Mr. B.H. Shin,
Development Finance Companies,
International Bank for Reconstruction
and Development,
1818 H Street N.W.,
Washington D.C. 20433,
U.S.A.

Dear Mr. Shin,

Thank you for your letter dated November 18, 1968, enclosing descriptive memoranda on the remaining 12 development finance companies with which the World Bank Group is associated.

The contents of the last paragraph of your letter have been noted and will be observed.

Yours sincerely,

L.A. Weerasinghe
L.A. Weerasinghe,
GENERAL MANAGER.

SG.

BY AIR MAIL

AIRCORVAMBI
AIR LETTER
PAR AVION



Development Finance Companies,
International Bank for Reconstruction
and Development,
1818 H Street, N.W.,
Washington D.C. 20433

Recorded and filed

Colombo
P. O. Box No. 1397

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AIR LETTER SHOULD NOT CONTAIN ANY

Items forwarded by the Postmaster-General

BY AIR MAIL

PAR AVION
AIR LETTER
AEROGRAMME



Mr. B.H. Shin,

Development Finance Companies,

International Bank for Reconstruction
and Development,

1818 H Street, N.W.,

Washington D.C. 20433,

U.S.A.

← Second fold here →

Sender's name and address: Development Finance Corporation of Ceylon

P. O. Box No. 1397

Colombo.

AN AIR LETTER SHOULD NOT CONTAIN ANY
ENCLOSURE; IF IT DOES IT WILL BE SURCHARGED
OR SENT BY ORDINARY MAIL.

Form approved by the Postmaster-General.

Dear Mr. Shin,

U.S.A.
Washington D.C. 20433,
1818 H Street, N.W.,
and Development Finance
International Bank for Reconstruction
Development Finance Companies,
Mr. B.H. Shin,

Our Ref: LIB/CEM

6th December, 1968.

TELEPHONE 333-3333

P. O. Box 1397, Colombo.

3rd Floor, House Building, York Street.

Development Finance Corporation of Ceylon

DEVELOPMENT FINANCE CORPORATION OF CEYLON

← First fold here →

1968 DEC 12 AM 8:55
RECEIVED
INTERNATIONAL BANK
FOR RECONSTRUCTION
AND DEVELOPMENT

Yours sincerely,
I. M. Weerasinghe,
GENERAL MANAGER

group is associated with the
development finance companies with which the World Bank
1968, enclosing descriptive memoranda on the remaining 15
The contents of the last paragraph of our
letter noted and will be observed.



PRIVATE DEVELOPMENT CORPORATION OF THE PHILIPPINES

CBTC BUILDING, AYALA AVENUE
MAKATI, RIZAL, PHILIPPINES

CABLE ADDRESS "PRIDECOP"
P. O. BOX 4590, MANILA
TELEPHONE 88-89-91

December 4, 1968

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

TRC.F.

To Mr. Skin.

Dear Bill:

This will acknowledge with thanks the receipt of the revised table showing "Comparative Operational Ratios of Development Finance Companies, 1967", which you enclosed with your letter of November 1.

Regarding your letter of August 12, we agree with the adjustments you made in accordance with your definition of concepts used in the study. However, we submit that a slight adjustment be made for ratio #6 and #15. In both instances, you used the US dollar equivalent of the outstanding foreign guarantees instead of its peso currency equivalent. With this adjustment, ratio #6 will be 1.68% and #15 will be 9.29%.

1.5 *10.0*

The adjusted computation of ratio #6 is as follows:

Non-Current Conventional Debt/Equity plus Quasi-Equity
(In Thousand Pesos)

	<u>IFC's</u> <u>Computation</u>	<u>PDCP's</u> <u>Computation</u>
Equity	33,750	33,750
Quasi-Equity	18,333 ^{1/}	18,333 ^{1/}
Total	<u>52,083</u>	<u>52,083</u>

^{1/} Excluding the portion of the AID loan before the final repayment of the obligation to IBRD.



PRIVATE DEVELOPMENT CORPORATION
OF THE PHILIPPINES

GRTG BUILDING AYALA AVENUE
MARADEL RIZAL, PHILIPPINES

TELEPHONE 88-89-91
P. O. BOX 4590, MANILA
CABLE ADDRESS "PRIDECOR"

December 4, 1968

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

To Mr. Diamond

Dear Bill:

This will acknowledge with thanks the receipt of the revised table showing "Comparative Operational Ratios of Development Finance Companies, 1967", which you enclosed with your letter of November 1.

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The adjusted computation of ratio #6 is as follows:

Non-Current Conventional Debt/Equity plus Quasi-Equity
(In Thousand Pesos)

	IFC's Computation	PDC's Computation	
Total	52,083	52,083	Equity
Quasi-Equity	18,333 ✓	18,333 ✓	
	33,750	33,750	

I \ Excluding the portion of the AID loan before the final repayment of the obligation to IBRD.

RECEIVED IN US \$: 53

Mr. William Diamond

Page 2.

December 4, 1968

	<u>IFC's</u> <u>Computation</u>	<u>PDCP's</u> <u>Computation</u>
Loan payable to IBRD	59,582	59,582
Foreign guarantees	(<u>\$</u>) 2,381	9,335
Guarantees of notes sold to DBP	9,335	9,335
AID loan to be repaid before final repay- ment of IBRD loan	9,167	9,167
Total	<u>80,465</u>	<u>87,419</u>
Ratio	$\frac{80,465}{52,083} =$	$\frac{87,419}{52,083} =$
	1.5449	1.678

✓ We would like to inquire why the amount of quasi-equity is reduced by the amount that falls due prior to the estimated last maturity of the IBRD loan. The IBRD-PDCP agreements merely state that AID loans not due and payable are considered part of quasi-equity and excluded from the definition of debt outstanding.

We have found the ratios helpful in comparing PDCP's position with other DFCs inspite of the multifarious differences present in each country, such as business climate, level of economic development, financial structure of the DFC, interest rates, etc.

We found the format of the study well laid-out and easy to read. We reiterate our appreciation in making the study available to us.

Best regards.

Sincerely,


VICENTE R. JAYME
Executive Vice President

LVS:cms

See B-27 P.

NIGERIAN INDUSTRIAL DEVELOPMENT BANK LIMITED

DIRECTORS:

MALLAM AHMADU COOMASSIE (CHAIRMAN)
 MATTHEW AJAYI ADEJORO
 PHILIP CHIEDO ASIODU
 WILLIAM DUNCAN (BRITISH)
 DR. ALI AKBAR KHOSROPUR (IRANIAN)
 DOUGLAS FOAKES FAIRBAIRN (BRITISH)
 WOLFGANG JAHN (GERMAN)
 JOHN LYONS (AMERICAN)
 ALHAJI SHEHU MALAMI
 EDWARD CONOR MCNESTRY (BRITISH)
 JOHN CHUKWUMA AGUDOSI OKWESA
 JAMES TOILLION (AMERICAN)



M. & K. HOUSE
 96/102 BROAD STREET
 LAGOS
 P. O. BOX 2357

TELEPHONE: 27181-27186 (6 LINES)
 TELEGRAMS: NIDBANK LAGOS

DATE 4th December, 1968.

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

C. J. Tuley

Dear Bill,

Thank you for your letter dated 1st November, 1968 and the revised Table of Comparative Operational Ratios of Development Finance Companies, 1967. I saw this letter when I returned to Lagos last week and hence the delay in replying.

I was indeed sorry that I missed you when I visited Washington from 13th to 22nd November for loan negotiations with the Bank. I hope we shall have an opportunity to meet soon.

With best regards,

Yours sincerely,

Silas

S. B. DANIYAN
 General Manager

SBD/BU

NIGERIAN INDUSTRIAL DEVELOPMENT BANK LIMITED

M & K HOUSE
96/103 BROAD STREET
LAGOS

P. O. BOX 2327

TELEPHONE 21711-21712

TELEGRAMS: NIDB LAGOS

DATE: 1st December, 1968



RECEIVED
12 DEC 1968
NIGERIAN INDUSTRIAL DEVELOPMENT BANK LIMITED
LAGOS

Dear Sir,
I am pleased to hear that you are
interested in the Industrial Development Bank
and I am sure that you will find it
very interesting to know that the
Bank is now open for business.

Yours faithfully,

Thank you for your letter dated 29 November, 1968 and the
enclosed letter to the Director, Federal Office of Statistics.
I am sorry that I was unable to meet you when I visited
Lagos last week and hence the delay in reply.
I am indeed sorry that I missed you when I visited Washington
from 10th to 12th November for loan negotiations with the Bank. I hope
we shall have an opportunity to meet soon.

With best regards,

Yours sincerely,

A. B. DANIEL
General Manager

1968 DEC 10 AM 10:30
COMMUNICATIONS
SECTION

Sec B - Inf. P.

NIGERIAN INDUSTRIAL DEVELOPMENT BANK LIMITED

DIRECTORS:

MALLAM AHMADU COOMASSIE (CHAIRMAN)
MATTHEW AJAYI ADEJORO
PHILIP CHIEDO ASIODO
WILLIAM DUNCAN
DR. ALI ARBAR KHOSROPUR
DOUGLAS FOAKES FAIRBAIRN
WOLFGANG JAHN
JOHN LYONS
ALKATI SHEBU MALAMI
EDWARD CONOR McNESTRY
JOHN CHURUMWA AGUDOSI ORWESA
JAMES TOILLION



M. & K. HOUSE
96/102 BROAD STREET
LAGOS
P. O. BOX 2357

TELEPHONE: 27181-27186 (6 LINES)
TELEGRAMS: NIDBANK LAGOS

DATE

2nd December, 1968.

Our Ref: 120/10.

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

Dear Mr. Shin,

Many thanks indeed for the copies of the descriptive memoranda on the development companies which you sent to us. We shall use them only for international use as you requested.

Yours faithfully,
NIGERIAN INDUSTRIAL DEVELOPMENT BANK LTD.

M. O. Adeyinka
M. O. Adeyinka (Mrs.)
Librarian.

MOA/TE:

1968-12-02 10:03

NIGERIAN INDUSTRIAL DEVELOPMENT BANK LIMITED

M. & K. HOUSE
 96/102 BROAD STREET
 LAGOS
 P. O. BOX 2357
 TELEPHONE: 27181-27186 (6 LINES)
 TELEGRAMS: NIDIBANK LAGOS
 DATE



DIRECTORS:
 WILLIAM AMBAGI COOMARIE (CHAIRMAN)
 MATTHEW AYIYI COLEMAN
 WOLFE ODEJO BAKOYE
 WILLIAM DUNN
 DR. A. J. ABARA KIBODI
 GOUDAL YORDE YAKUBI
 WOLAYE JAMU
 JOHN LINDSAY
 ALBERT BISHOP MALAN
 EDWARD CONNOR HACKETT
 JOHN CHUMWANA (HONORARY MEMBER)
 JAMES TOLLON

2nd December, 1968.

Our Ref: 120/10.

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

Dear Mr. Shin,

Many thanks indeed for the copies of the descriptive memoranda on the development companies which you sent to us. We shall use them only for international use as you requested.

Yours faithfully,
 NIGERIAN INDUSTRIAL DEVELOPMENT BANK LTD.

(Signature)
 M. O. Adeyinka
 (Mrs.)
 Librarian.

MOA/TE:

RECEIVED - 6 DEC 1968

MANILA
CEBU
DAVAO
BACOLOD
ILOILO
ILIGAN
TAIPEI, TAIWAN
BANGKOK, THAILAND

SYCIP, GORRES, VELAYO & CO.

CERTIFIED PUBLIC ACCOUNTANTS

P. O. BOX 589, MANILA
PHILIPPINES

Sw. P - 27 - A
Mr. Diamond
M. Pruditt
R.C.P.
CABLES: CERTIFIED
ADDRESS
6760 AYALA AVENUE
MAKATI, RIZAL
PHILIPPINES


December 2, 1968

Mr. William Diamond
International Finance Corporation
Washington, D. C.

Dear Bill:

Thank you for sending me a copy of the book "Development Finance Companies: Aspects of Policy and Operation" edited by you. This will certainly be a great help to us in our audits of such companies.

I am sorry that I was not able to go to Washington this year and, therefore, missed seeing you. Hope to do so next time.

Sincerely,

W. SYCIP

RECEIVED - 2 0110: 11

MANILA
CEBU
DAVAO
BACOLOD
ILOILO
LIGAN
TAIPEI, TAIWAN
BANGKOK, THAILAND

SYCIP, GORRES, VELAYO & CO.

CERTIFIED PUBLIC ACCOUNTANTS
P. O. BOX 888, MANILA
PHILIPPINES

CABLES: CERTIFIED
ADDRESS
6780 AYALA AVENUE
MAKATI, RIZAL
PHILIPPINES

Handwritten notes and signatures in blue and green ink, including the number '75'.

December 5, 1968

Mr. William Diamond
International Finance Corporation
Washington, D. C.

Dear Bill:

Thank you for sending me a copy of the book "Development Finance Companies: Aspects of Policy and Operation" edited by you. This will certainly be a great help to us in our audits of such companies.

I am sorry that I was not able to go to Washington this year and, therefore, missed seeing you. Hope to do so next time.

Sincerely,

W. SYCIP

1968 DEC -6 11:10 AM
SYCIP, GORRES, VELAYO & CO.



Industrial and Mining Development Bank of Iran

P. O. Box 1801 - 133 Shiraz Street, (Behjat Abad) Tehran, Iran.

Cables: INMIDEL

Our Ref.

Date December 1, 1968

Bsl
Dear Mr. Shin,

Thank you very much for your letter of November 18th and the attached twelve copies of the descriptive memoranda on the remaining development finance companies associated with the World Bank Group.

These reports are a valuable source of information and will be very useful to the members of our Organization.

Very truly yours,

Reza Khonsary

Reza Khonsary
Assistant Manager
Economics Department

Mr. B.H. Shin
Development Finance Companies
International Bank For Reconstruction and Development
1818 H Street, N.W., Washington, D.C. 20433
U.S.A.

RK/an

1968 DEC -9 AM 9:10

EK/AM

U.S.A.
1818 H Street, N.W., Washington, D.C. 20433
INTERNATIONAL BANK FOR RECONSTRUCTION AND DEVELOPMENT
DEVELOPMENT FINANCE CORPORATION
MR. B.H. SPIN

Economics Department
Assistant Manager
Hans Kronenberg

Hans Kronenberg

Dear Mr. Spin:

These reports are a valuable source of information and will be very useful to the members of our organization and the attached twelve copies of the descriptive report and the attached twelve copies of the descriptive report associated with the World Bank Group members on the remaining development finance corporation.

Dear Mr. Spin:

HS

Date December 1, 1968
On file

Copies: INMIDEF

P. O. Box 1801 - 133 Street (Baitajeh) Jordan, Amman

not to hand, International Bank for Reconstruction and Development



Sw. S. Inf. P.

CORPORACION FINANCIERA DEL NORTE
BARRANQUILLA - COLOMBIA

P R E S I D E N C I A

P-324

Noviembre 28 de 1.968

Ru. S. García
Bf. Vásquez
Arz

Señor
William Diamond, Director
Compañías Financieras de Desarrollo
Corporación Financiera Internacional
1818 H Street, N. W.
Washington, D.C. 20433

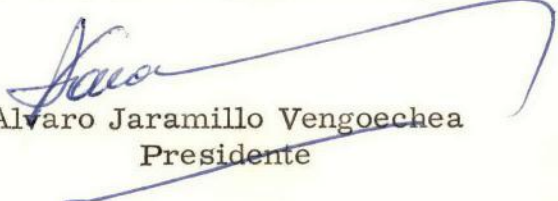
Muy apreciado Bill:

Tengo el gusto de referirme a su atenta carta del 10. de Noviembre último con la cual recibí los Ratios de las diferentes compañías financieras de desarrollo con las cuales ustedes tienen negocios en el mundo.

Tal como se lo dije en la ocasión anterior, me parecen muy importantes los Ratios y sobre todo les encuentro una aplicación práctica en todo lo que se refiere a las Financieras y sus diferentes aspectos de - operaciones.

En el caso de Norte, debo comentarle que realmente para ser la más joven en Colombia y tener un capital relativamente bajo me declaro satisfecho con la operación de los cuatro años. Lo anterior no quiere decir que ya consideremos aquí en la Corporación que hemos llegado a la meta. Todo lo contrario, personalmente y los señores Directores comparten esta opinión creo que todavía hace falta mucho camino que recorrer y debemos tratar de acelerar el crecimiento de la Corporación dentro de unas bases sólidas.

Sin particulares para más, me suscribo de usted atento, seguro servidor y amigo,


Alvaro Jaramillo Vengoechea
Presidente

AJV/gca.

FINANCIERA CENTROAMERICANA DE DESARROLLO, S. A.

APARTADO 4469 - CABLE FICENTRO

PANAMA 5, REPUBLICA DE PANAMA

*Seen by DIM
J (WB)*

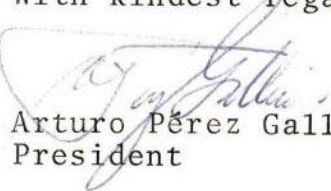
November 27th, 1968

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

Dear Bill:

Thank you very much for sending to me the interesting book entitled "Development Finance Companies: Aspects of Policy and Operation". I shall read it most carefully and I am sure I am going to learn very much about our trade.

With kindest regards I am yours very truly,


Arturo Pérez Galliano
President

APG/mla

24 PDCP



PRIVATE DEVELOPMENT CORPORATION OF THE PHILIPPINES

CBTC BUILDING, AYALA AVENUE
MAKATI, RIZAL, PHILIPPINES

CABLE ADDRESS "PRIDECOP"
P. O. BOX 4590, MANILA
TELEPHONE: 88-89-91

November 26, 1968

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

BS

Attention Mr. B. H. Shin
Development Finance Companies

Gentlemen:

Thank you for making available to us copies of the descriptive memoranda on the twelve development finance companies associated with the World Bank.

We are circulating these memoranda to our staff, who I am sure, will find them both interesting and informative.

Yours sincerely,

Jose P. de Jesus
JOSE P. DE JESUS

JPJ:ssst



PRIVATE DEVELOPMENT CORPORATION
OF THE PHILIPPINES

GBTG BUILDING, AYALA AVENUE
MARATI RIZAL, PHILIPPINES

TELEPHONE: 88-88-81
P. O. BOX 4880, MANILA
CABLE ADDRESS: "PRIDECON"

November 26, 1968

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

12

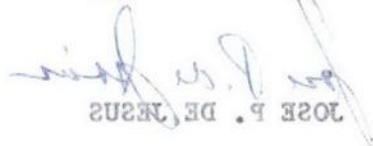
Attention Mr. R. H. Shin
Development Finance Companies

Gentlemen:

Thank you for making available to us copies of the
descriptive memoranda on the twelve development finance
companies associated with the World Bank.

We are circulating these memoranda to our staff,
who I am sure, will find them both interesting and
informative.

Yours sincerely,


JOSE P. DE JESUS

JPL:sc

THE INDUSTRIAL CREDIT AND INVESTMENT CORPORATION OF INDIA LIMITED



163, BACKBAY RECLAMATION, BOMBAY 1 / GRAMS: 'CREDCORP' BOMBAY / PHONE: 245081/245478/245485/245939

Sec.D/19548

November 26, 1968

Dear Mr. Shin : *BS*

Thank you for your letter dated November 18, 1968, enclosing descriptive memoranda on a further batch of 12 development finance companies. The memoranda will be used purely for internal purposes as indicated by you.

Yours sincerely,

Phiroze B. Medhora
Phiroze B. Medhora
Asst. General Manager

Mr. B. H. Shin
Development Finance Companies
International Bank for Reconstruction and
Development
1818 H Street, N.W.
Washington D.C. 20433
U S A

NOV 27 1968

THE INDUSTRIAL CREDIT AND INVESTMENT CORPORATION OF INDIA LIMITED



183, BACKBAY RECLAMATION, BOMBAY 1 | GRAMS: 'CREDCORP, BOMBAY | PHONE: 242081/242478/242482/242939

Sec D/19248

November 26, 1968

Dear Mr. Shin:

Thank you for your letter dated November 18, 1968, enclosing descriptive memoranda on a further batch of 12 development finance companies. The memoranda will be used purely for internal purposes as indicated by you.

Yours sincerely,

B. S. Mehra
B. S. Mehra
Asst. General Manager

U S A
Washington D.C. 20433
1818 H Street, N.W.
Development
International Bank for Reconstruction and
Development Finance Companies
Mr. B. H. Shin

1968 DEC - 2 03 08:48



THE INDUSTRIAL FINANCE CORPORATION OF THAILAND

101 NARET ROAD, BANGKOK 5, THAILAND.

CABLE: "IFCTHAI" BANGKOK

REGISTREED MAIL NUMBER 023/ Thailand

No. A. 2754/2511

November 25, 1968

18
Mr. B.H. Shin
Development Finance Companies
International Bank for Reconstruction
and Development
1818 H Street, N.W.
Washington, D.C. 20433
U. S. A.

Dear Mr. Shin:

Thank you for your letter of November 18 enclosing one copy each of descriptive memoranda on 12 development finance companies. We have found them very useful and interesting, and we note that the said memoranda are for internal use within our organization.

Yours sincerely,

Kraisri Nimmanahaeminda
General Manager

KN:vc:pt

1888 DEC -5 6:13:12



THE INDUSTRIAL FINANCE CORPORATION OF THAILAND

101 NARAI ROAD, BANGKOK 5, THAILAND.

CABLE: "IFCTHAI" BANGKOK

REGISTRATION MAIL NUMBER 033/166166

November 25, 1968

No. A. 2754/2511

Mr. B.H. Shin
Development Finance Companies
International Bank for Reconstruction
and Development
1818 H Street, N.W.
Washington, D.C. 20433
U. S. A.

Dear Mr. Shin:

Thank you for your letter of November 18 enclosing one copy each of descriptive memoranda on 12 development finance companies. We have found them very useful and interesting, and we note that the said memoranda are for internal use within our organization.

Yours sincerely,

Krairi Nimmaheminda
General Manager

1968 DEC -2 PM 3:15

COMMUNICATIONS

KN:vc:pf



Mr. Diamond of *C. M. Ross new*

THE CYPRUS DEVELOPMENT CORPORATION LTD.

HADJISAVVAS BUILDING, METAXAS SQUARE * P.O.B. 1415 * NICOSIA-CYPRUS

Cables: DEVCO, Nicosia.

TEL: 72177, 76366

Dev. & Inf. P.

D

November 25, 1968.

Mr. William Diamond,
Director,
Development Finance Companies Department,
International Finance Corporation,
Washington, D.C.

Dear Mr. Diamond,

I wish to thank you for sending me a copy of
"Development Finance Companies: Aspects of
Policy and Operation", which I have found
most interesting and instructive.

With best regards,

Yours truly,

A. M. Pikis,
General Manager.

NOV 28 1968

TELECOMMUNICATIONS
1968 NOV 29 AM 9:17

GENERAL MESSAGES
V. M. BIKTA

LONGER TIME

WITH REAR LEGS

most interesting and instructive
POLICY and Operation, which I have found
"Development Finance Committee: aspects of
I wish to thank you for sending me a copy of

Dear Mr. Dismond

Washington, D.C.
INTERNATIONAL FINANCE CORPORATION
DEVELOPMENT FINANCE COMMITTEE DEPARTMENT
DIRECTOR
MR. WILLIAM DISMOND

November 29, 1968

Copies: DELCO' Moscow

REF: 23117 10300

НАЦИОНАЛЬНЫЕ БУДНИЦА МЕЛХАВ СОНАВЕ * Б.О.В. 1412 * ИКОСИ-СЛЫКУС

THE SLYKUS DEVELOPMENT CORPORATION LTD



Handwritten signature

Handwritten initials and date

شركة تمويل الأعمال
ماليزيا

Malaysian Industrial Development Finance Berhad

(Incorporated In The States of Malaya)

OUR REF:

YOUR REF:

128
Mr. B.H. Shin,
Development Finance Companies,
International Bank for Reconstruction
and Development,
1818 H Street, N.W.
WASHINGTON, D.C. 20433.

Dear Mr. Shin,

This is to acknowledge with thanks receipt of your letter of November 18, 1968 enclosing one copy each of the descriptive memoranda on the remaining twelve development finance companies with which the World Bank Group is associated.

We are glad to have these useful publications for our reference purposes, and we note the stipulation governing its ^{their} use.

Yours sincerely,


H.F.G. LEEMBRUGGEN
General Manager

TELEPHONE 26371/5
TELEGRAMS "MALINDEV"
KUALA LUMPUR
CODE BENTLEY'S SECOND



BANGUNAN MIDF
117 JALAN AMPANG
KUALA LUMPUR
P. O. BOX 2110

DATE: November 25, 1968.

RECORDED 33 NOV 27 1968

TELEPHONE 263715
TELEGRAMS "MALINDEVI"
KUALA LUMPUR
CODE BENTLEY'S SECOND



BANGUNAN MIDE
117 JALAN AMPANG
KUALA LUMPUR
P. O. BOX 2110

DATE: November 22, 1968.

Malaysian Industrial Development Finance Berhad
(Incorporated in The States of Malaya)

(Incorporated in The States of Malaya)

OUR REF:
YOUR REF:

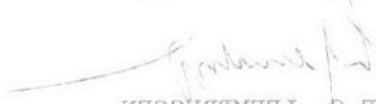
Mr. B.H. Shin,
Development Finance Companies,
International Bank for Reconstruction
and Development,
1818 H Street, N.W.
WASHINGTON, D.C. 20433.

Dear Mr. Shin,

This is to acknowledge with thanks receipt of your letter of November 18, 1968 enclosing one copy each of the descriptive memoranda on the remaining twelve development finance companies with which the World Bank Group is associated.

We are glad to have these useful publications for our reference purposes, and we note the stipulation governing its use.

Yours sincerely,


H.F.G. LEEMBRUGGEN
General Manager

1968 NOV 29 AM 9:18

COMMUNICATIONS

CORPORACION FINANCIERA DE CALDAS

TELEFONO:
CONMUTADOR 29 460


APTDO. AEREO 460
CABLES: "FINANCALDAS"

MANIZALES - CALDAS - COLOMBIA

25 de Noviembre de 1968

P _

03391

Señor 
B. H. SHIN
DEVELOPMENT FINANCE COMPANIES
INTERNATIONAL FINANCE CORPORATION
1818 H. Street, N. W.
Washington, D. C. 20433, U.S.A. -

Estimado señor Shin :

En la fecha he recibido copias de doce memorias descriptivas pertenecientes a otras tantas Corporaciones Financieras asociadas al Banco Mundial. Repito que tal envío será de gran interés para nosotros y de exclusivo uso del grupo de funcionarios de esta entidad.

Atentamente,


ROBERTO OCAMPO MEJIA
Presidente

Dw. B. Dup. P.

الشركة القومية للتبؤنن SOCIÉTÉ NATIONALE D'INVESTISSEMENT



Answered 12/3/68 P. H.

SIÈGE SOCIAL A TUNIS
68 AVENUE HABIB BOURGUIBA
REGISTRE DE COMMERCE N° 29936
TÉLÉPHONE : 241.222 - 246.783
ADRESSE TÉLÉC : SNITUN-TUNIS
TELEX N° 382

المركز الرئيسي بتونس
68 شارع الحبيب بورقيبة
الدفتر التجاري
241.222 - 246.783
العنوان التلغرافي سنيتون تونس
تلاكم رقم 382

Direction Générale
SNI/N° 5162/

Tunis, le 25 NOV. 1968

Monsieur DIAMOND,
Banque Internationale pour
la Reconstruction et le
Développement

- WASHINGTON DC

Cher Monsieur DIAMOND,

Je viens de recevoir votre lettre du 1er Novembre 1968, relative à l'étude comparative des différentes ratios des 25 Banques de Développement faisant partie du groupe de la BIRD. Je vous remercie vivement de cet envoi et de l'intérêt constant que vous portez à notre Institution.

Je saisis cette occasion pour vous présenter mes plus vives félicitations pour cette étude, qui s'avère d'une grande utilité pour l'amélioration de la gestion de toute Banque de Développement.

Les documents que vous avez bien voulu me faire parvenir retiennent toute mon attention. Je ne manquerai pas, après un examen approfondi de ces documents, ainsi que des mémorandums sur toutes les Banques de Développement du groupe BIRD, et de quelques autres documents, de vous faire part de mes idées personnelles sur ce sujet.

Avec la nouvelle expression de mes remerciements, je vous prie de croire Cher Monsieur DIAMOND, à mes sentiments les plus amicaux.

L'Administrateur - Délégué

Signé : R. BEN YEDDER

cc. Mr. Diamond

acc. 12/3/68

COMMUNICATIONS

1968 NOV 29 AM 9:18 6 814 180018

TO: DIRECTOR GENERAL
FROM: [Illegible]

[Illegible text]

[Illegible text]

[Illegible text]

2105

[Illegible text]

[Illegible text]

12750 R. 303
UNIVERSITY OF TORONTO LIBRARY
12750 R. 303 - 347103
UNIVERSITY OF TORONTO LIBRARY
12750 R. 303 - 347103
UNIVERSITY OF TORONTO LIBRARY

[Illegible text]



SOCIETE NATIONALE D'INVESTISSEMENT

سOCIÉTÉ NATIONALE D'INVESTISSEMENT



Sw. B - Inf. P.

**PAKISTAN INDUSTRIAL CREDIT
& INVESTMENT CORPORATION LIMITED**

Jubilee Insurance House,
McLeod Road,
P. O. Box No. 5080 Karachi-2.

TELEPHONES : { 227171
227172
227173

CABLE : "PICICORP"

November 23, 1968.

BS
Mr. B.H. Shin,
Development Finance Companies,
International Bank for Reconstruction
& Development,
1818 H Street, N.W.
Washington D.C. 20433
U.S.A.

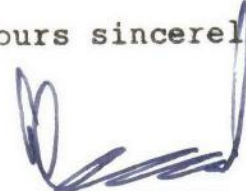
Dear Mr. Shin:

Thank you very much for your letter dated November 18, 1968 enclosing one copy each of descriptive memoranda of fourteen development finance companies. I have gone through it with interest.

The contents of the penultimate para of your letter have been noted.

Kind regards,

Yours sincerely,


(SAID AHMED)
Managing Director



**PAKISTAN INDUSTRIAL CREDIT
& INVESTMENT CORPORATION LIMITED**

Jubilee Insurance House,
McLeod Road,
P. O. Box No. 2080 Karachi-2.

CABLE: "PICICORP."

TELEPHONE: 22717
22715
22713

November 23, 1968.

Mr. B. H. Shin,
Development Finance Companies,
International Bank for Reconstruction
& Development,
1818 H Street, N.W.,
Washington D.C. 20433
U.S.A.

Dear Mr. Shin:

Thank you very much for your letter dated November 18, 1968 enclosing one copy each of descriptive memoranda of fourteen development finance companies. I have gone through it with interest.

The contents of the penultimate para of your letter have been noted.

Kind regards,

Yours sincerely,


M. SAID AHMED
Managing Director

RECEIVED 26 NOV 27 1968
COMMUNICATIONS SECTION

Dr. Willi F. L. Engel in:

*Dev. B. Inf. P.
Seen by WD.
7 PM 11*

Kreditanstalt für Wiederaufbau

BY AIRMAIL

6 FRANKFURT AM MAIN, den November 22, 1968

Mr. William D i a m o n d
Director
Development Finance Companies
Department
International Bank for
Reconstruction and Development
1818 H Street, N.W.
Washington, D.C. 20433 / USA

PALMENGARTENSTRASSE 5-9
FERNSPRECH-SAMMEL-NR. 79161
DURCHWAHLNUMMER 79161...

WE/Köl

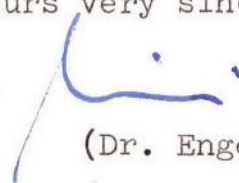
Dear Bill,

It was very kind of you to send me your book on "Development Finance Companies: Aspects of Policy and Operation". Thank you very much for giving me the opportunity to profit retrospectively from the meeting of so excellent experts in our field of business on October 1965. Thank you also very much for the summaries of your operations for September and October 1968.

As I learned from some of our visitors and now officially from an IBRD press release, your department has left IFC and is at home again in the centre of the family. The comments I got on this move were such as to enable me to congratulate you on this development. We ourselves also made a move - not of the organizational, but more of a bodily type - namely into our new office building near the Palmengarten. After the inconvenience of the move has calmed down, everybody seems to feel quite comfortable in the new surroundings.

Hoping that you will be able to make a follow-up on this project in the near future, I am, with my best personal regards,

Yours very sincerely,


(Dr. Engel)

*Division
Informed
11/26/68*

Dev. B - Inf. P.

CORPORACION FINANCIERA DEL NORTE
BARRANQUILLA - COLOMBIA

PRESIDENCIA

P-315

Noviembre 22 de 1.968

Señor
B. H. Shin *BS*
Compañías Financieras de Desarrollo
Corporación Financiera Internacional
1818 H Street, N. W.
Washington, D.C. 20433

Muy estimado señor Shin:

Tengo el gusto de acusar recibo de su atenta comunicación del 18 de Noviembre con la cual tuvo la gentileza de hacerme llegar un ejemplar del memorando descriptivo de compañías financieras de desarrollo que están asociadas al Grupo del Banco Mundial y que corresponden a la lista adjunta a su comunicación.

Aprovecho la oportunidad para agradecer su atención al hacerme llegar estos memorandos.

Sin particulares para más, me suscribo muy atentamente,

Alvaro
Alvaro Jaramillo Vengoechea
Presidente

gca.

RECORRIDO

Comunicación N.º 1.100

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Comunicación N.º 1.100

1960 DEC -2 AM 8:52

COMUNICACIONES
SANTO DOMINGO, D.R.

الشركة القومية للتبويب
SOCIÉTÉ NATIONALE D'INVESTISSEMENT



SIÈGE SOCIAL A TUNIS
68 AVENUE HABIB BOURGUIBA
REGISTRE DE COMMERCE N° 29936
TÉLÉPHONE : 241.222 - 246.783
ADRESSE TÉLÉG: SNITUN-TUNIS
TELEX N° 382

المركز الرئيسي بتونس
68 شارع الحبيب بورقيبة
التدفئة التجارية
29936 - 246.783 - 241.222
العنوان التلغرافي سنيون تونس
تلاكم رقم 382

Direction Générale

SNI/N° 5155 /

Tunis, le 22 NOV. 1968

Banque Internationale pour
la Reconstruction et le Dé-
veloppement
1818 H Street N.W.

- WASHINGTON DC -

BS
Cher Monsieur SHIN,

J'ai l'honneur de vous accuser réception de votre let-
tre du 18 Novembre 1968, accompagnée de la liste des douze Socié-
tés Financières de Développement, et je vous en remercie vivement.

Avec la nouvelle expression de mes remerciements, je
vous prie de croire, Cher Monsieur SHIN, à l'assurance de ma hau-
te considération.

L'Administrateur - Délégué

Signé : F. PEN YEDDER

البنك الوطني للاستثمار
SOCIÉTÉ NATIONALE D'INVESTISSEMENT



شركة استثمار وطنية
مستقلة ذاتية
تأسست سنة 1968
بمقتضى القانون رقم 10
المتعلق بـ

LEGER SOCIÉTÉ A TUNIS
AGENCE HABIB BOURGUIA
BOULEVARD DE L'ÉPIQUE N° 10
1052 TUNIS
TÉLÉPHONE 23111

S S KRA 1968

AGENCE HABIB BOURGUIA

2007

L'Administrateur Délégué

2 de

1968 NOV 29 AM 10:32

COMMUNICATIONS

Dw B 2y P

27909

TÜRKİYE SINAİ KALKINMA BANKASI A. Ş.

(INDUSTRIAL DEVELOPMENT BANK OF TURKEY)

P.O. Box : 17 Karaköy,
İstanbul, Turkey

Cable Address :
KALKINMABANK, İstanbul

November 22, 1968

Mr. B. H. Shin *RS*
Development Finance Companies
International Bank for
Reconstruction and Development
1818 H Street, N. W.
Washington, D. C. 20433
U. S. of America

Dear Mr. Shin:

Thank you for your letter of November 18, 1968 and
the copies of the descriptive memoranda on the remaining twelve
development finance companies other than those we had received
in August 1968.

Please be assured that the memoranda are made available
for internal use within our organization.

Sincerely yours,

TURKIYE SINAİ KALKINMA BANKASI A. Ş.

[Handwritten signature]

TÜRKİYE İNŞAİ KALKINMA BANKASI A.Ş. 222009

(INDUSTRIAL DEVELOPMENT BANK OF TURKEY)

Capital Address: KALKINMA BANKI, Istanbul

P.O. Box 17, Kızılay, Istanbul, Turkey

November 22, 1968

Mr. R. W. Smith
Development Finance Corporation
International Bank for
Reconstruction and Development
1818 H Street, N.W.
Washington, D.C. 20543
U.S. of America

Dear Mr. Smith:

Thank you for your letter of November 18, 1968 and
the copies of the descriptive memoranda on the remaining twelve
development finance companies other than those we had received
in August 1968.

Please be assured that the memoranda are made available

for internal use within our organization.

Sincerely yours,

TURKISH STATE INDUSTRIAL BANKING A.Ş.

[Handwritten signature]

1968 NOV 25 PM 12:08
COMMUNICATIONS
SECTION

BANDESCO

BANCO DEL DESARROLLO ECONOMICO ESPAÑOL

EL DIRECTOR GENERAL

JOSE MARIA MARZO CHURRUCÁ

Madrid, 22nd. November 1968

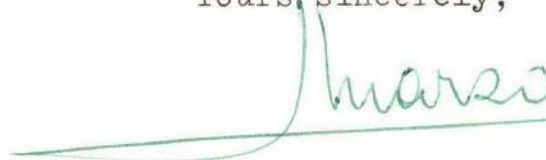
Mr. B.H. Shin ^{MS}
Development Finance Companies
International Bank for Reconstruction
and Development
1818 H. Street, N.W.
WASHINGTON, D.C. 20.433

Dear Mr. Shin,

✓ Thank you very much for your letter of November 18th and for the descriptive memorandas of the development finance companies enclosed with the same.

With best personal regards,

Yours, sincerely,



NOV 22 1968

BANDESCO

BANCO DEL DESARROLLO ECONOMICO ESPAÑOL

EL DIRECTOR GENERAL

JOSE MARIA MARZO CHURRUACA

Madrid, 22nd. November 1968

Mr. B.H. Shin
Development Finance Companies
International Bank for Reconstruction
and Development
1818 H. Street, N.W.
WASHINGTON, D.C. 20433

Dear Mr. Shin,

Thank you very much for your letter of November 18th and for the descriptive memoranda of the development finance companies enclosed with the same.

With best personal regards,

Yours sincerely,



1968 NOV 25 11:57

COMMUNICATIONS

RABAT, LE 22.11.1968

البنك الوطني للأمناء الاقتصادي
**BANQUE NATIONALE POUR LE
DEVELOPPEMENT ECONOMIQUE**

CAPITAL 20 MILLIONS DE DIRHAMS
BOITE POSTALE 407 - RABAT - TEL. 264.41.42
& 43 ADRESSE TELEGRAPHIQUE BADEMAROC
TELEX : BADEMAROC - RABAT, 319-42
R.C. 16.423 - RABAT - C.N.S.S. 6.6805

DG/HL n° 514

DIRECTION GÉNÉRALE

Monsieur B. H. SHIN
Compangies Financières de Développement
B. I. R. D.
WASHINGTON D. C.

Cher Monsieur SHIN,

J'ai l'honneur d'accuser réception de votre envoi en date du 18 novembre 1968 concernant les différentes compagnies associées au Groupe de la Banque Mondiale.

Je vous en remercie, et vous prie d'agréer, Cher Monsieur SHIN, l'expression de mes sentiments distingués et les meilleurs. -

Le Directeur Général


Mohamed BENKIRANE



1968 NOV 25 PM 12:09

RECEIVED
COMMUNICATIONS
SECTION

Sec. B - Inf. P.

CORPORACION FINANCIERA COLOMBIANA
BOGOTA-COLOMBIA

EDIFICIO INTERNACIONAL
CARRERA 13 Nº 26-45 PISOS 7 Y 8
CONMUTADOR 34-30-60

CABLES "COFINANCIERA"
APARTADO AEREO 11843
TELEX 044769

5347

138 Bogotá, D.E., November 22, 1968


Mr. B. H. SHIN
Development Finance Companies
International Bank for Reconstruction
and Development
1818 H Street, N.W.
Washington, D.C. 20433

Dear Mr. Shin :

I acknowledge receipt of the descriptive memoranda on the remaining companies associated to the World Bank which you kindly sent us and which will certainly be most interesting and useful.

Thanking you for this remittance, I remain,

Cordially yours,


IGNACIO COPETE LIZARRALDE

NOV 22 11 31 AM '68

1968 NOV 25 AM 8:46

IGNACIO COBELE GRANVARDE

COLOMBIA BOGOTA

Thanking you for this remittance, I remain,

certainly be most interesting and useful.
the World Bank which you kindly sent me and which will
memoranda on the remaining companies associated to
I acknowledge receipt of the descriptive

Dear Mr. Shin :

Washington, D.C. 20433
1818 H Street, N.W.
and Development
International Bank for Reconstruction
Development Finance Companies
Mr. B. H. SHIN

68 Bogota, D.E., November 23, 1968

2375

COMUNICADOR 34-30-80
CARRETERA 13 No. 28-42 Bogota D. E.
EDIFICIO INTERNACIONAL

TELEX 042288
BOGOTA AEREO 11843
CABLES "COFINANCIERA"

BOGOTA-COLOMBIA

ASOCIACION FINANCIERA COLOMBIANA

Handwritten notes at the bottom right corner.

Dw. B. - 27. P

china development corporation



CABLE ADDRESS
CHIDEICO TAIPEI

November 20, 1968
File Ref. 57-E-0394

Mr. William Diamond
Director
Development Finance Companies Dept.
International Bank for Reconstruction
and Development
1818 H Street, N.W.
Washington D.C. 20433
U. S. A.

Dear Bill :

This is to acknowledge, with many thanks, receipt of your letter dated November 1 and the revised Comparative Operational Ratios of Development Finance Companies, 1967.

We also noted that the Development Finance Co. Department has now being shifted from I.F.C. to I.B.R.D. which to us means recognition of the excellent work you are done in the past and probably increasing your operations. I want also to take this opportunity to wish you every success.

With best regards,

Sincerely yours,

Felix S. Y. Chang
President

china development corporation



CHIDECO TAIPEI
CABLE ADDRESS

November 20, 1968
File Ref. 27-E-0304

Mr. William Diamond
Director
Development Finance Companies Dept.
International Bank for Reconstruction
and Development
1818 H Street, N.W.
Washington D.C. 20433
U. S. A.

Dear Bill :

This is to acknowledge, with many thanks, receipt of
your letter dated November 1 and the revised Comparative Opera-
tional Ratios of Development Finance Companies, 1967.
We also noted that the Development Finance Co. Depart-
ment has now being shifted from I.F.C. to I.B.R.D. which to us
means recognition of the excellent work you are doing in the past
and probably increasing your operations. I want also to take
this opportunity to wish you every success.

With best regards,

Sincerely yours,

Felix S. Y. Chang
President

NOV 25 11 18:46
TELETYPE UNIT

TÜRKİYE SİNAİ KALKINMA BANKASI A.Ş.

(INDUSTRIAL DEVELOPMENT BANK OF TURKEY)

P. O. Box : 17 Karaköy,
İstanbul, Turkey

Cable Address :
KALKINMABANK, İstanbul

November 18, 1968

Mr. William Diamond
Development Finance Companies
International Bank for Reconstruction and
Development
1818 H Street, N.W.
Washington D.C., 20433
U.S.A.

Dear Mr. Diamond

This is to acknowledge receipt of your letter
of November 1, 1968.

We wish to thank you for the revised copy of
Comparative Operational Ratios of Development Com-
panies of 1967, which, we are sure, will be useful
in our studies.

With best regards.

Yours sincerely,

TÜRKİYE SİNAİ KALKINMA BANKASI A.Ş.



TELECOMMUNICATIONS

1968 NOV 21 08:10:40

TURKISH AIR MAIL SERVICE
DOLLA AIRCRAFT

FROM NEW YORK

IN NEW YORK
NUMBER OF 1968, NUMBER, WE ARE ALSO, WITH AN AIRCRAFT
FOR AIRCRAFT OPERATIONAL PARTS OF DEVELOPMENT, CON-
VEYANCE TO AIRCRAFT FOR THE AIRCRAFT, OF

OF AIRCRAFT, 1968.
THIS IS TO ACKNOWLEDGE RECEIPT OF YOUR LETTER

DEAR MR. BIRSONG

P.S.V.
WASHINGTON D.C. 20540
1818 N. STREET, N.W.
DEVELOPMENT
INTERNATIONAL BANK FOR RECONSTRUCTION AND
DEVELOPMENT FINANCE CORPORATION
11, WILSON BLDG

NOV 21 1968

INDUSTRIAL DEVELOPMENT BANK OF TURKEY
TÜRKİYE GİVİ KALKINMA BANKASI A.Ş.

1968

November 18, 1968

(Salutation):

In August 1968, we sent you one copy each of descriptive memoranda on fourteen of the development finance companies with which the World Bank Group is associated. We have since prepared descriptive memoranda on the remaining twelve companies as listed in attachment. I take pleasure in enclosing one copy each of them. I hope you will find them interesting and useful.

Needless to say, the memoranda are made available for internal use within your organization and their findings should not be published or attributed to the World Bank and its affiliated institutions.

Yours sincerely,



B. H. Shin
Development Finance Companies

Enclosures

Attachment

(Inside Address)

cc: Division Chiefs

BHShin:er

Attachment

1. Development Finance Corporation of Ceylon
2. Corporacion Financiera Colombiana (Colombia) *Act 11/22*
3. Corporacion Financiera Nacional (Colombia)
4. Corporacion Financiera del Norte (Colombia)
5. Corporacion Financiera del Valle (Colombia)
6. Development Bank of Ethiopia
7. National Investment Bank for Industrial Development, S. A. (Greece)
8. Industrial Development Bank of Israel Limited
9. The Liberian Bank for Industrial Development and Investment
10. Banque Nationale pour le Developpement Economique (Morocco) *Act 11/22*
11. Nigerian Industrial Development Bank Limited
12. C. A. Venezolana de Desarrollo (Venezuela)

Dear Dr. Copete:

Dr. Ignacio Copete Lizarralde
President
Corporacion Financiera Colombiana
Apartado Aereo 11843
Bogota
Colombia

Dear Dr. Ocampo:

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

Dear Dr. Gutierrez Gomez:

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

Dear Mr. Lassila:

Mr. Jaakko Lassila
General Manager
Teollistamisrahasto Oy - Industrialization
Fund of Finland Ltd.
Lonnrotinkatu 13, V krs.
Helsinki, Finland

Dear Mr. Parekh:

Mr. H. T. Parekh
Deputy Chairman and Managing
Director
The Industrial Credit and Investment
Corporation of India Limited
163 Backbay Reclamation
Bombay 1, India

Dear Mr. Egeli:

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

Dear Mr. Gondicas:

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

Dear Mr. Chang:

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

Dear Mr. Daniyan:

Mr. Silas B. Daniyan
General Manager
Nigerian Industrial Development Bank
Limited
M & K House
96/102 Broad Street
Lagos, Nigeria

Dear Mr. Rohnfelder:

Mr. Gerhard Rohnfelder
Managing Director
Banque Ivoirienne de Developpement
Industriel
Boite Postale 4470
Abidjan, Ivory Coast

Dear Mr. Kheradjou:

Mr. A. Gasem Kheradjou
Managing Director
Industrial and Mining Development Bank
of Iran
133 Shiraz Street
Tehran, Iran

Dear Ato Malugeta:

Ato Malugeta Gebrewold
Acting Managing Director
Development Bank of Ethiopia
P. O. Box 1900
Addis Ababa, Ethiopia

Oct 11/22

Dear Khun Kraisi:

Khun Kraisi Nimmanahaeminda
General Manager
The Industrial Finance Corporation
of Thailand
101 Naret Road
Bangkok 5, Thailand

Dear Mr. Marzo:

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

Dear Mr. Jayme:

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

Dear Mr. Ahmed:

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

Dear Mr. Benkirane:

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

Dear Mr. Leembruggen:

Mr. H. F. G. Leembruggen
Acting General Manager
Malaysian Industrial Development
Finance Berhad
P. O. Box 2110
Kuala Lumpur, Malaysia

Dear Mr. McCann:

Mr. Paul McCann
Chief Executive Officer
The Liberian Bank for Industrial
Development and Investment
100 Broad Street
P. O. Box 547
Monrovia, Liberia

Dear Dr. Neaman:

Dr. Avraham Neaman
Managing Director
Industrial Development Bank
of Israel Limited
9 Achad Hamm Street
Shalom Mayer Tower
Tel Aviv, Israel

Dear Dr. Vallenilla:

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

Dear Dr. Teufenstein:

Dr. Wilhelm Teufenstein
Generaldirektor - Stellv. und
Vorstandsmitglied der
Oesterreichische Investitionskredit
Aktiengesellschaft
Am Hof 4
Vienna 1, Austria

Dear Mr. Ben Yedder:

Mr. R. Ben Yedder
l'Administrateur-Delegue
Societe Nationale D'Investissement
68, Ave. Habib Bourguiba
Tunis, Tunisia

Dear Dr. Martinez Moriones:

Dr. Benjamin Martinez Moriones
President
Corporacion Financiera del Valle
Apartado Aereo 4902
Cali, Colombia

Dear Dr. Jaramillo:

Dr. Alvaro Jaramillo Vengoechea
President
Corporacion Financiera del Norte
Apartado Aereo 2747
Barranquilla, Colombia

Dear Mr. Weerasinghe:

Mr. L. A. Weerasinghe
General Manager
Development Finance Corporation
of Ceylon
P. O. Box 1397
Third Floor - Hemas Building
York Street
Colombo, Ceylon

Dear Mr. Kim:

Mr. C. H. Kim
President
Korea Development Finance Corporation
12th Floor, Cho Heung Bank Building
14 Namdaemoon - Ro, 1 - Ka
Seoul, Korea



Industrial and Mining Development Bank of Iran

P. O. Box 1801 - 133 Shiraz Street, (Behjat Abad) Tehran, Iran.

Cables: INMIDEL

Our Ref.

Date November 16, 1968

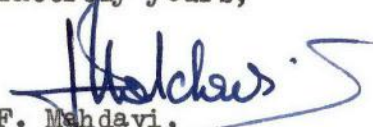
Mr. William Diamond, Director
Development Finance Companies
International Bank For Reconstruction
and Development
1818 H Street, N.W. Washington, D.C. 20433,
U. S. A.

Dear Mr. Diamond,

✓ Thank you very much for your letter of November 1st and the attached Table on Comparative Operational Ratios of Finance Companies, 1967.

We are, indeed, very much interested in such information and will be grateful to receive the 1968 revision as soon as it is available.

Sincerely yours,


F. Mahdavi,
ASSISTANT MANAGING DIRECTOR.

110271151 03 8:30

1958 NOV 21 AM 8:39

ASSISTANT MANAGING DIRECTOR

E. MARGAL

Sincerely yours,

Information as soon as it is available.
Information and will be grateful to receive the 1958
We are, indeed, very much interested in your

Report of Finance Committee, 1958.
I am and the attached report on Comparative Operations
Thank you very much for your letter of November

Dear Mr. Diamond,

U. S. A.
1818 H Street, N.W., Washington, D.C. 20433,
and development
International Bank for Reconstruction
Development Finance Committee
Mr. William Diamond, Director

Date: November 10, 1958

Out Ref:

Copies: INMIDEF

P. O. Box 1801 - 133 Shihaz Street, (Beirut) Lebanon

Handwritten note: mail to Mr. B. Thompson, please forward to him



Handwritten notes and initials at the bottom right corner.



FINANCIERA-VALLE

Dr. García
Dr. ...
Dr. ...
DWB - Inf. P.

CORPORACION FINANCIERA DEL VALLE

ack. let of Nov 1
with ratios
no answer necessary
MR
10172

Cali, Noviembre 14 de 1968

Señor Doctor
WILLIAM DIAMOND
Director
Development Finance Companies
International Bank For Reconstruction
and Development
Washington , D. C. 20433 - U. S. A.

Muy estimado doctor Diamond :

Acuso recibo de su atenta carta del 10. de Noviembre del presente año y con la cual usted muy amablemente se sirve enviarme la versión revisada del cuadro " Comparative Operational Ratios of Development Finance Companies, 1967 " que incluye al Banco de Desarrollo de Etiopía y algunas otras correcciones que hicieron al cuadro que nos habían enviado anteriormente.

Una vez termine las proyecciones de la Corporación para los próximos cinco años y las evaluaciones de las mismas con relación a las perspectivas que le podemos ofrecer a un inversionista como la I. F. C. , le haré los comentarios sobre este Cuadro.

Agradeciéndole su atención, y sin particulares para más, me repito de usted,

Atentamente.

BENJAMIN MARTINEZ MORIONES
Presidente

TELÉGRAFOS
Y CORREOS
COMUNICACIONES

1968 NOV 18 PM 3:57

FINANCIERAS
RENTAS Y RENDIMIENTOS

[Handwritten signature]

Atentamente:

Mtro. de Honor:

Administración en Bogotá, a fin de comunicarle que se ha

recibido de la I. B. C. el informe de los comentarios sobre el

proyecto de ley que modifica el artículo 100 del

Decreto 1000 de 1953, el cual establece el

Decreto 1000 de 1953 - P. 2. A.

del presente proyecto de ley.

Internacional Bank for Development Finance Companies

Director

MIRIAM DIAMOND

Gen. D. 1000

10138

Bogotá, Colombia, 14 de 1968



FINANCIERAS - AVITE

COMUNICACION FINANCIERA DEL AVITE

[Handwritten notes and signatures]

Dr. B. Inf. P.



Industrial and Mining Development Bank of Iran

P. O. Box 1801 - 133 Shiraz Street, (Behjat Abad) Tehran, Iran.

Cables: INMIDEL

Our Ref.

Date November 14, 1968

Dear Mr. Shin,

Thank you very much for your letter of October 30th and the attached 1968 edition of a report on Commodity Price Trends.

The report, undoubtedly, will prove to be of great value to the members of our organization.

Sincerely yours,

A. Gasem Kheradjeu

A. Gasem Kheradjeu
MANAGING DIRECTOR.

Mr. B.H. Shin
Development Finance Companies
International Bank for Reconstruction and Development
1818 H Street, N.W. Washington, D.C. 20433,
U.S.A.

NOV 19 1968

COMMUNICATIONS
1968 NOV 19 AM 8:38

U.S.A.
1818 H Street, N.W. Washington, D.C. 20433
International Bank for Reconstruction and Development
Development Finance Companies
Mr. B.H. Spurr

MANAGING DIRECTOR
A. Gassan Khalafallah
A. Gassan Khalafallah
Sincerely yours,

Great value to the members of our organization.
The report, undoubtedly, will prove to be of
commodity price trends.
Both and the attached 1968 edition of a report on
Thank you very much for your letter of October
Dear Mr. Spurr,

Copies: INMIDET

Date November 14, 1968
On file

P. O. Box 1801 - 133 Shihab Street (Beylat Arab) Jordan, Amman

Handwritten signature: A. Gassan Khalafallah



Handwritten notes at bottom right

Dr. B. Inf. Public.
Ru. [Signature]

CORPORACION FINANCIERA COLOMBIANA
BOGOTA-COLOMBIA

CARRERA 13 NO. 26-45 PISO 8
CONMUTADOR 343-060 TELEX 044769

CABLES "COFINANCIERA"
APARTADO AEREO 11843

DESPACHO DEL PRESIDENTE

5172

Bogotá, D. E., November 12, 1968


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

Dear Bill :

✓ Thank you very much for your letter of November 1st and for the revised Table on Comparative Operational Ratios of Development Finance Companies, 1967, which you kindly sent us. It will certainly be most useful to us.

With best personal regards, I remain,

Cordially yours,


IGNACIO COPETE LIZARRALDE

New address :
Carrera 13 No.26-45 P.8

COMMUNICATIONS

1968 NOV 15 AM 8:40

TO: THE DIRECTOR
FROM: [illegible]

SECRET

[Handwritten notes and signatures]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

AMERICAN AIR FORCE
COMMUNICATIONS SECTION

[Handwritten signature]

Dw. B - Inf. P.

THE INDUSTRIAL CREDIT AND INVESTMENT CORPORATION OF INDIA LIMITED



163, BACKBAY RECLAMATION, BOMBAY 1 / GRAMS: 'CREDCORP' BOMBAY / PHONE: 245081/245478/245485/245939

Sec.D/18573

November 12, 1968

Dear Mr. Shin *KS*

Thank you for your letter dated August 2, 1968 forwarding the descriptive memoranda of Development Financing Companies. We look forward to receiving similar details regarding the rest of the companies as soon as they are finalised.

Yours sincerely,

Phiroze B. Medhora
Phiroze B. Medhora
Asst. General Manager

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

NOV 18 1968

163 BACKBAY RECLAMATION BOMBAY 1

THE INDUSTRIAL CREDIT AND INVESTMENT CORPORATION OF INDIA LIMITED



103, BACKBAY RECLAMATION, BOMBAY 1 | GRAMS: 'CREDICORP, BOMBAY | PHONE: 245081/245478/245482/245533

Sec. D/18273

November 12, 1968

✓
Dear Mr. Shin:

Thank you for your letter dated August 2, 1968 forwarding the descriptive memoranda of Development Financing Companies. We look forward to receiving similar details regarding the rest of the companies as soon as they are finalised.

Yours sincerely,

Rajendra B. Medhara
Rajendra B. Medhara
Asst. General Manager

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

1968 NOV 18 AM 8:57

COMMUNICATIONS
SECTION

البنك الوطني للائتمان الاقتصادي

**BANQUE NATIONALE POUR LE
DEVELOPPEMENT ECONOMIQUE**

CAPITAL 20 MILLIONS DE DIRHAMS
BOITE POSTALE 407 - RABAT - TEL. 264.41.42
& 43 ADRESSE TELEGRAPHIQUE BADEMAROC
TELEX : BADEMAROC - RABAT, 319-42
R.C. 16.423 - RABAT - C.N.S.S. 6.6805

DG/HL n° 497

DIRECTION GÉNÉRALE

Seen by PMM
M. S. B.
M. S. B.

RABAT, LE 12.11.1968

Monsieur William DIAMOND
Directeur du Département des Compagnies
Financières de Développement
B. I. R. D.

WASHINGTON D. C.

Cher Monsieur Diamond,

J'ai l'honneur d'accuser réception de votre lettre en date du 1er novembre 1968 par laquelle vous avez bien voulu me transmettre une copie révisée du tableau concernant les ratios comparatifs des Sociétés Financières de Développement pour l'année 1967.

Je vous en remercie vivement, et vous prie de croire, Cher Monsieur Diamond, à l'expression de ma parfaite considération. -

Le Directeur Général

Mohamed BENKIRANE

10/15/2004
10:15 PM 1:33

10/15/2004
10:15 PM 1:33

Dev. B - Inf. P.

DEVELOPMENT FINANCE CORPORATION OF CEYLON

3RD FLOOR, HEMAS BUILDING, YORK STREET,

Telephones ~~28674, 28675~~
28674, 28675

P. O. BOX 1397, COLOMBO.

Telegrams "DELCEY" Colombo

10th November, 1968.

Our Ref: LIB/GEN

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

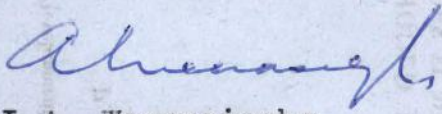
Dear Mr. Diamond,

✓ Thank you for your letter dated
November 1, 1968, enclosing a revision of the Table
you sent us on August 12, on Comparative Operational
Ratios of Development Finance Companies, 1967.

The further contents of your letter
have been noted.

With best regards,

Yours sincerely,


L.A. Weerasinghe,
GENERAL MANAGER.

SG.

BY AIR MAIL

PAR AVION
AIR LETTER
AEROGRAMME



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

RECEIVED
COMMUNICATIONS
NOV 14 AM 8:54

← Second fold here →

Sender's name and address Development Finance Corporation of Ceylon

P. O. Box No. 1397

Colombo.

AN AIR LETTER SHOULD NOT CONTAIN ANY
ENCLOSURE; IF IT DOES IT WILL BE SURCHARGED
OR SENT BY ORDINARY MAIL.

Form approved by the Postmaster-General.

Dear Mr. Diamond,

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

Our Ref: TIR/DM

10th November, 1983.

DEVELOPMENT FINANCE CORPORATION OF CEYLON

Telephone 2524/2525

100, Galle Road, Colombo
The House, Hayes Building, York Street

Telegrams: "DFCCY", Colombo

BANQUE EUROPÉENNE D'INVESTISSEMENT

Guy TRANCART.

Dev. D. Inf. P
Seen by P.M.M.
W.D. 9/11

Luxemburg, November 9, 1968.

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

Dear Bill,

Thank you very much for your letter of November 1,
and its attachments. I have also been very interested in
receiving your "Study on Development Finance Companies".

It was a great pleasure to see you recently in
Washington.

With best regards,

Sincerely yours,

Guy Trancart

COMMUNICATIONS
1968 NOV 14 PM 1:11

Dev. B - Inf. Publ.
CHA CBC
gent

china  development corporation



CABLE ADDRESS
CHIDEICO TAIPEI

November 8, 1968

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

Dear Mr. Shin : *KB*

Thank you very much for sending me a copy of the 1968 edition of Commodity Price Trends which is very useful to us.

In the meantime, you may rest assured that we will treat it as confidential.

Thanking you again and with best regards,

Sincerely yours,

Felix S. Y. Chang
President

Sh. R. - J. P. K.
1968

chinas development corporation

November 8, 1968



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


Dear Mr. Shin :

Thank you very much for sending me a copy of the 1968
edition of Commodity Price Trends which is very useful to us.

In the meantime, you may rest assured that we will
treat it as confidential.

Thanking you again and with best regards,

Sincerely yours,


Felix S. Y. Chang
President

NOV 12 1968

Sec. B - Inf. P.

IRVING INTERNATIONAL FINANCING CORPORATION

ONE WALL STREET
NEW YORK, N.Y. 10015

File - Hand Book.

November 7, 1968

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

Dear Mr. Diamond:

In the absence of Mr. William F. Graff, I am writing to acknowledge your letter of October 31 and the documents you enclosed.

Thank you for your cooperation in keeping our records complete.

Yours very truly


F. D. Cummings

RECEIVED
COMMUNICATIONS

1968 NOV 12 AM 9:38

NOTHING TO REPORT

Dw B Inf P.

BIRKBECK COLLEGE LONDON

From The Master



Malet Street
W.C.I.

7th November, 1968.

Dear Mr. O'Brien,

The volume on Development Finance Companies edited by William Diamond has arrived here and I am very pleased to have it. It was, however, addressed to my predecessor, but one, Sir John Lockwood, and I am not certain whether William Clark intended it for me or for him. But please give William Clark my kind regards.

Yours sincerely,



R.C. Tress

Mr. Frank O'Brien, Jr.,
Chief of Information Services,
International Finance Corporation,
World Bank Group,
1818 H. Street, N.W.,
Washington, D.C.

RECEIVED BY THE DIRECTOR

STATE STREET

NEW YORK

TO THE DIRECTOR OF THE BUREAU OF THE CENSUS
WASHINGTON, D. C.

RECEIVED
BUREAU OF THE CENSUS
NOV 11 11:23 AM '23

BANCO MERCANTIL DE SÃO PAULO S.A.
RUA ALVARES PENTEADO, 165
SÃO PAULO

Sw. B - 27.1.
R

GASTÃO EDUARDO DE BUENO VIDIGAL
DIRETOR PRESIDENTE

November 7, 1968.

NOV 18 1968

Dear Mr. Diamond,

I write to thank you for the excellent book you sent me "Development Finance Companies".

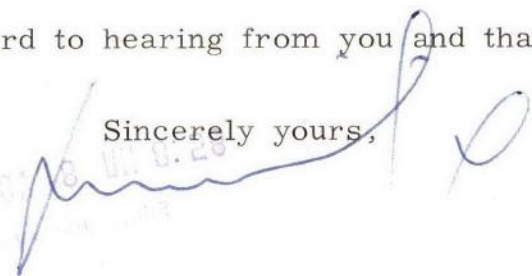
From a mere look through it I see the ground covered will be of immense value to us in our development banking, and I shall study it with attention and pleasure.

I had the opportunity to see Mr. McNamara when he visited Brazil recently, and our meeting was very pleasant. I also saw Mr. Wiese who accompanied him. I told Mr. McNamara of the pleasant relationship I have had with you during these past years and of the close contacts we have maintained with IFC especially regarding underwriting. I mentioned as a good example of the close cooperation that may be developed between IFC and Brazilian financial institutions, such as Banco Finasa, the Mauá (Lone Star Cement) underwriting at present under advanced studies by our institutions.

I would be most interested to hear, from you, the impressions Mr. McNamara had of his visit to our country and what he thought of the topics we discussed together during our interview.

I look forward to hearing from you and thank you once again for the book.

Sincerely yours,



Mr. William Diamond
International Finance Corporation
Washington, D.C.

BANCO MERCANTIL DE SÃO PAULO S.A.
RUA ALVARES PENTEADO, 185
SÃO PAULO

GASTÃO EDUARDO DE BUENO VIDIGAL
DIRETOR PRESIDENTE

November 7, 1968.

NOV 18 1968

Dear Mr. Diamond,

I write to thank you for the excellent book you sent me "Development Finance Companies".

From a mere look through it I see the ground covered will be of immense value to us in our development banking, and I shall study it with attention and pleasure.

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I would be most interested to hear, from you, the impressions Mr. McNamara had of his visit to our country and what he thought of the topics we discussed together during our interview.

I look forward to hearing from you and thank you once again for the book.

Sincerely yours,

1968 NOV 8 PM 8:58
INTERNATIONAL FINANCE CORPORATION
WASHINGTON, D.C.

Mr. William Diamond
International Finance Corporation
Washington, D.C.

000-5-07-11
2/11



FINANCIERA-VALLE

CORPORACION FINANCIERA DEL VALLE

Cali, Noviembre 7 de 1968

10075

Señor Doctor ^{BS}
B. H. SHIN
International Finance Corporation
Development Finance Companies
Washington, D. C 20433
U. S. A.

Muy apreciado doctor Shin :

Acuso recibo de su atenta carta de Octubre 30 del presente año, con la cual me enviaba la edición de 1968 del reporte " Commodity Price Trends ", editado por el " Banco Mundial ".

Agradezco el envío de este importante e interesante informe y he tomado nota de que deberá ser utilizado para nuestro uso interno sóloamente.

Sin particulares para más, reciba un cordial saludo y mis deseos por su bienestar personal.

Atentamente. ,

CORPORACION FINANCIERA DEL VALLE

Benjamín Martínez Moriones
Presidente



Call, November 7 de 1968

10072

Señor Doctor
B. H. SMIN
International Finance Corporation
Development Finance Company
Washington, D. C. 20433
U. S. A.

Muy apreciado doctor Smin:

Reciba usted en esta carta de Octubre 30 del presente año, con la cual me enviaba la edición de 1968 del reporte "Cambio de Price Trend", editado por el "Banco Mundial".

Agradecemos el envío de este importante e interesante informe y le damos las gracias por haberlo utilizado para nuestro uso interno.

Sin partitiones para nada, reciba un cordial saludo y mis deseos por su bienestar personal.

Atentamente,

CORPORACION FINANCIERA DEL VALLE

Benjamin Martínez Morones
Presidente

1968 NOV 12 PM 3:51

COMMUNICATIONS
CORPORACION FINANCIERA DEL VALLE

DR. JUR. MANFRED LOHMANN
RECHTSANWALT
GESCHÄFTSFÜHRER DER DEUTSCHEN GESELLSCHAFT
FÜR WIRTSCHAFTLICHE ZUSAMMENARBEIT
(ENTWICKLUNGSGESELLSCHAFT) MBH

KÖLN-LINDENTHAL
DÜRENER STR. 295

Dev. B. - Inf. P. / See by W.D. & D.M.M. / 12/9/68 / (1) per Show to Jolo / (2) files

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

November 6, 1968
GL/Fe

Dear Mr. Diamond:-

thank you very much for your kind letter of
November 1, 1968 as well as for the enclosures
which are of interest to me.

May I in return take the opportunity to send you
some material about my company.

Very sincerely yours,



encls

RECEIVED
GENERAL FILES
COMMUNICATIONS
1968 NOV 15 AM 8:39

TO : DIRECTOR, FBI
FROM : SAC, [illegible]
SUBJECT: [illegible]

RE: [illegible] (1)
[illegible] (1)
[illegible] (1)
[illegible] (1)

Inf. P.

TELEPHONE 26371/5
TELEGRAMS "MALINDEV"
KUALA LUMPUR
CODE BENTLEY'S SECOND

شركة تمويل الكوارث
ماليزيا
شركة تمويل الكوارث
ماليزيا

Malaysian Industrial Development Finance Berhad
(Incorporated In The States of Malaya)



BANGUNAN MIDF
117 JALAN AMPANG
KUALA LUMPUR
P. O. BOX 2110

OUR REF:
YOUR REF:

DATE: November 6, 1968

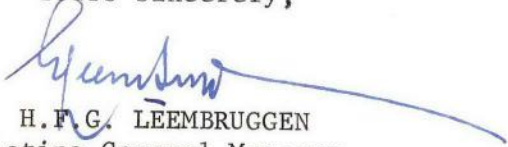
Mr. B.H. Shin ^{PS}
Development Finance Companies,
International Finance Corporation,
1818 H Street, N.W.
WASHINGTON, D.C.

Dear Mr. Shin,

Thank you for the report on Commodity Price Trends ✓
dated September 1968.

We are glad to have this useful publication for our
reference purposes, and we note the stipulation governing its use.

Yours sincerely,


H.F.G. LEEMBRUGGEN
Acting General Manager

RECEIVED
NOV 13 1968

10/11

TELEPHONE 263712
TELEGRAMS "MALINDEV"
KUALA LUMPUR
CODE BENTLEY'S SECOND



BANGUNAN MIDE
117 JALAN AMPANG
KUALA LUMPUR
P. O. BOX 2110

DATE: November 6, 1968

Malaysian Industrial Development Finance Berhad

(Incorporated in The States of Malaya)

OUR REF:
YOUR REF:

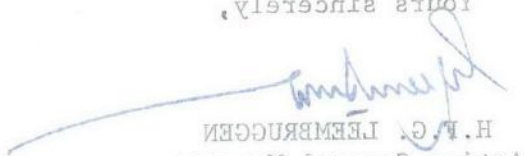
Mr. B.H. Shin
Development Finance Companies,
International Finance Corporation,
1818 H Street, N.W.
WASHINGTON, D.C.

Dear Mr. Shin,

Thank you for the report on Commodity Price Trends dated September 1968.

We are glad to have this useful publication for our reference purposes, and we note the stipulation governing its use.

Yours sincerely,


H. G. LEEMBRUGGEN
Acting General Manager

NOV 13 PM 9:47

COMMUNICATIONS

Inf. P.

INDUSTRIAL DEVELOPMENT BANK OF PAKISTAN

GRAMS: "INDEBA"

HEAD OFFICE:
MANAGING DIRECTOR'S
SECRETARIAT

PHONES: 70061/5 Lines

POST BOX NO. 7300

Ref. No. MD(OSD)/68/435 *Karachi-3* November 6, 1968.
(Pakistan)

BS
B. H. Shin, Esq.,
Department of Development
Finance Companies,
International Finance Corpn.,
1818 H Street, N.W.,
Washington D. C. 20433,
U.S.A.

Dear Sir,

REPORT ON COMMODITY PRICE TRENDS -
1968 edition.

I am directed to acknowledge with
thanks receipt of a copy of the above report
sent with your letter of October 30, 1968,
addressed to Mr. Z. Huq, our Managing
Director.

Yours faithfully,

M. M. Ahmed
(M. M. AHMED)
OFFICER ON SPECIAL DUTY.

INDUSTRIAL DEVELOPMENT BANK OF PAKISTAN

HEAD OFFICE:

MANAGING DIRECTOR'S

SECRETARIAT

POST BOX NO. 7300

GRAMS: "INDEBA"

PHONES: 70061/2 lines

Ref. No. MD(OSD)/68/435
Khaniki-3 November 6, 1968
(Pakistan)

B. H. Shin, Esq.,
Department of Development
Finance Companies,
International Finance Corp.,
1818 H Street, N.W.,
Washington D.C. 20433,
U.S.A.

Dear Sir,

REPORT ON COMMODITY PRICE TRENDS -
1968 edition.

I am directed to acknowledge with
thanks receipt of a copy of the above report
sent with your letter of October 30, 1968,
addressed to Mr. S. Hud, our Managing
Director.

Yours faithfully,



1968 NOV 12 PM 12:22 (M. M. AHMED)
OFFICER ON SPECIAL DUTY.

TELEPHONE

Inf. P.

CORPORACION FINANCIERA DE CALDAS

TELEFONO:
CONMUTADOR 29 460

APTDO. AEREO 460
CABLES: "FINANCALDAS"

MANIZALES - CALDAS - COLOMBIA

6 de Noviembre de 1968

P - 03357

Señor *BS*
B. H. SHIN
DEVELOPMENT FINANCE COMPANIES
INTERNATIONAL FINANCE CORPORATION
1818 H. Street, N. W.
Washington, D. C. 20433, U. S. A. -

Estimado señor Shin :

Agradezco muchísimo el envío que ha tenido a bien hacerme del trabajo titulado " Commodity Price Trends, preparado por el personal Directivo del Banco Mundial, y el cual recibí adjunto a su atenta carta de Octubre 30. ✓

Sin otro particular me suscribo de usted muy atentamente,


ROBERTO OCAMPO MEJIA
Presidente



**PAKISTAN INDUSTRIAL CREDIT
& INVESTMENT CORPORATION LIMITED**

Jubilee Insurance House,
McLeod Road,
P. O. Box No. 5080 Karachi-2.

TELEPHONES : { 227 171
 { 227 172
 { 227 173

CABLE : "PICICORP"

November 6, 1968.

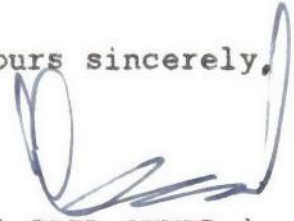
Mr. B.H. Shin,
Development Finance Companies,
International Finance Corporation,
1818 H Street, N.W.
Washington D.C. 20433,
U.S.A.

Dear Mr. Shin:

Thank you very much for your letter dated October 30, 1968 enclosing a report entitled "Commodity Price Trends, (EC-166)", dated September, 1968 on price trends of selected commodities.

The contents of the pen-ultimate para of your letter have been noted.

Yours sincerely,


(SAID AHMED)
Managing Director

RECEIVED 11:05

INTERNATIONAL
COMMUNICATIONS

1968 NOV 12 AM 11:02

Managing Director
(SAID AHMED)

Yours sincerely,

Your letter have been noted.

The contents of the Ben-ultimate basis of
on price trends of selected commodities.

"Commodity Price Trends" (EC-100) dated September, 1968
dated October 30, 1968 enclosing a report entitled

Thank you very much for your letter

Dear Mr. Smith:

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

November 9, 1968

TELEPHONE : { 333 123
333 123
333 121

P. O. Box No. 2080 Karachi-2
McLeod Road,
Judice Insurance House,

CABLE : "PISCORP"

INVESTMENT CORPORATION LIMITED
PAKISTANI INDUSTRIAL CREDIT



DEVELOPMENT FINANCE COMPANIES - CORRESPONDENCE RECORD

CABLE

LETTER

MEMORANDUM

REF'D TO: PMM

ACK'D. (DATE)

DATED: 11/6/68

DATE REC'D. 11/7/68

ANSWERED (DATE)

FROM: Beplat - Man. Hanover.

NO REPLY NEEDED

TO: Diamond

ORIGINAL PASSED TO:

[Handwritten signatures]

SUBJECT: acknowledgement and thanks
for book on DFC essays

COPIES SENT TO:

M. Boomer

Dev. Fin. Co.



MANUFACTURERS HANOVER TRUST COMPANY

350 PARK AVENUE, NEW YORK, N. Y. 10022

TRISTAN E. BEPLAT
SENIOR VICE PRESIDENT

November 6, 1968

Dear Bill,

It was very thoughtful of you and I want to thank you for sending me a copy of the book you edited, "Development Finance Companies: Aspects of Policy and Operation".

Although I have not yet had an opportunity to read it I was pleased to note that the essays have been written by men with wide field experience. Their views and ideas will be very useful in giving us a better perspective on the various problems in connection with the growth of development finance companies.

With kind regard,

Sincerely yours,

Tris

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

RECEIVED
COMMUNICATIONS
1968 NOV -7 PM 1:33

Inf P.

NIGERIAN INDUSTRIAL DEVELOPMENT BANK LIMITED

DIRECTORS:

MALLAM AHMADU COOMASSIE (CHAIRMAN)
MATTHEW AIAYI ADEJORO
PHILIP CHIDDO ASIODO
WILLIAM DUNCAN
DR. ALI ASHAB KHOSRUPUR
DOUGLAS FOAKES FAIRBAIN
WOLFGANG JARN
JOHN LYONS
ALBAJI SHERU MALAMI
EDWARD CONOR McNESTRY
JOHN CHURUMWA AGUDOSI OKWESA
JAMES TOILLION



M. & K. HOUSE
96/102 BROAD STREET
LAGOS
P. O. BOX 2357

TELEPHONE: 27181-27186 (6 LINES)
TELEGRAMS: NIDBANK LAGOS

DATE

6th November, 1968.

Our Ref: 120/10.

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

Dear Mr. Shin,

This is to acknowledge the receipt of your letter dated October 30, 1968, and for the 1968 edition of the report entitled "Commodity Price Trends," prepared by the staff of the World Bank. We shall use them only for internal use as you requested.

Many thanks indeed.

**Yours faithfully,
for: NIGERIAN INDUSTRIAL DEVELOPMENT BANK LTD.**

M O Adeyinka
**M. O. Adeyinka (Mrs.)
Librarian.**

MOA/TE:

1968 NOV 11 10:22
1968 NOV 11 10:22

NIGERIAN INDUSTRIAL DEVELOPMENT BANK LIMITED

M. & K. HOUSE
96/102 BROAD STREET
LAGOS
P. O. BOX 2327

TELEPHONE: 27181-27186 (6 LINES)
TELEGRAMS: NIDBANK LAGOS

DATE

6th November, 1968.



DIRECTORS:
MALAM AHMAD COOMASSIE (CHAIRMAN)
MAYOR W. ALI ABDOU
FELIX CHIEHO ADEGO
WILLIAM HOPKINS
DR. ALI ABBA BUDURFUS
JOSHUA ADARIE FARINAH
MOLYNEUX JAMES
JOHN LYONS
ALFRED SHELDON HAJALMI
EDWARD GORDON HENRY
JOHN CHEWNING ANDREW GUYER
JAMES TOLLIN

Our Ref: 120/10.

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

Dear Mr. Shin,

This is to acknowledge the receipt of your letter dated October 30, 1968, and for the 1968 edition of the report entitled "Commodity Price Trends," prepared by the staff of the World Bank. We shall use them only for internal use as you requested.

Many thanks indeed.

Yours faithfully,
for: NIGERIAN INDUSTRIAL DEVELOPMENT BANK LTD.

M. O. Adeyinka
(Mrs.)
Librarian.

1968 NOV 11 11:10:55

MOA/TE:

DEVELOPMENT FINANCE CORPORATION OF CEYLON

3RD FLOOR, HEMAS BUILDING, YORK STREET,

Telephones 28674, 28675
28674, 28675

P. O. BOX 1397, COLOMBO.

Telegrams "DELCEY" Colombo

6th November, 1968.

Our Ref: LIB/GEN

18
Mr. B.H. Shin,
Development Finance Companies,
International Finance Corporation,
1818 H Street, N.W.,
Washington D.C. 20433,
U. S. A.

Dear Mr. Shin,

We thank you for your letter dated October 30, 1968, enclosing a copy of a report entitled "Commodity Price Trends (EC-166) dated September 1968, prepared by the staff of the World Bank, which will prove a valuable addition to our library.

The contents of the last paragraph of your letter have been noted and will be observed.

Yours sincerely,

L.A. Weerasinghe
L.A. Weerasinghe,
GENERAL MANAGER.

SG.

BY AIR MAIL

AIR LETTER
PAR AVION
HANGAR 10

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

Second rate post

P. O. Box No. 1397
Colombo
Development Finance Corporation of Ceylon

OR SEND BY ORDINARY MAIL
NOT TO BE RE-POSTED IF IT DOES NOT CONTAIN AIR MAIL
AIR LETTER SHOULD NOT CONTAIN AIR MAIL

Form approved by the Postmaster-General

BY AIR MAIL

PAR AVION
AIR LETTER
AEROGRAMME



Mr. B.H. Shin,

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

← Second fold here →

Sender's name and address: Development Finance Corporation of Ceylon

P. O. Box No. 1397
Colombo.

AN AIR LETTER SHOULD NOT CONTAIN ANY
ENCLOSURE; IF IT DOES IT WILL BE SURCHARGED
OR SENT BY ORDINARY MAIL.

Form approved by the Postmaster-General.

We thank you for the copy of the letter dated October 30, 1968, enclosing a copy of a report entitled 'Domestic Price Trends (1960-1968)' dated September 1968, prepared by the staff of the World Bank, which will prove a valuable addition to our library.

Dear Mr. Shin,

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

Our Ref: ITR/GEN

24th November, 1968.

DEVELOPMENT FINANCE CORPORATION OF CEYLON

3rd Floor, Hevaya Building, York Street, Colombo.
P. O. Box 1397, Colombo.
Telephone: DECCO 1, Colombo.

RECEIVED
GENERAL FILES
COMMUNICATIONS
1968 NOV 11 AM 10:55

D.W.B. - Inf. - by W.D.
c.c. [unclear]

Morgan Guaranty International Finance Corporation

23 WALL STREET, NEW YORK 15

November 6th, 1968

WALTER K. DAVIES
Executive Vice President

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

Dear Bill:

Many thanks for so thoughtfully sending me a copy of "Development Finance Companies".

Although I have only so far had time to read the introduction by the distinguished Editor, I am delighted to have a copy of this publication and am promising myself the pleasure of reading the rest of it within the next few days.

The mail today also brought a copy of the Address given by our friend, Mr. Uquaili, at the IFC's Luncheon during the Annual Meetings, as well as a list of the guests, which you have been good enough to send me.

As always that Luncheon was the high spot of the Meetings for me. Each time I am fortunate enough to attend it, I find I know more of the other guests and therefore I enjoy it more on each succeeding occasion. I trust you will discern

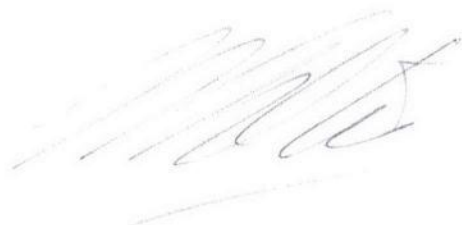
.....

from this that I hope you will continue to keep
me on the guest list as long as possible!

With warmest personal regards,

I am,

Yours sincerely,



P.S. Have just heard
about the transfer of
your Capt - hope this
augurs bigger need
both things for both
the Capt and yourself.



SECRET

1958 NOV -8 PM 1:40

COMMUNICATIONS
U. S. AIR FORCE
HEADQUARTERS

TELEGRAM: KREDBANKA LJUBLJANA

TELEX: - 31256 - KBLJ

Ljubljana

Nov., 5, 1968

Mr. William DIAMOND

Direktor

Development Finance Companies Department
International Finance Corporation

Washington, D.C.

U.S.A.

REGISTERED
MAIL NUMBER

512

I thank you very much for the book you sent me about aspects,
policy and operation of Development Finance Companies.

Since our institution plays an important rôle in developing
process of our economy, this book will certainly be of
great interest for us.

Yours faithfully



Mr. Ivan Simoncic

President

Association of Yugoslav Banks
Creditna Banka

Ljubljana, Yugoslavia

RECEIVED
FEDERAL BUREAU OF
COMMUNICATIONS

1968 NOV 13 AM 7:50

TO: DIRECTOR, FBI
FROM: SAC, [illegible]
SUBJECT: [illegible]

[Handwritten signature]

URGENT - 11/13/68

RE: [illegible]

[illegible text]

[illegible text]

[illegible]

[illegible]

[illegible text]

[illegible]

[illegible]

NOV 13 1968
FBI - [illegible]

[illegible]

[illegible]

[illegible]

[illegible]



seen by WD
cc: Roessner
Dev. B - Inf. P.

DR. PAUL KREBS
DEUTSCHE BANK AG

FRANKFURT (MAIN)
Junghofstr. 5-11

November 5, 1968/boe

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

USA

Mr. Roessner
*Please send Jim 2
more free policy
folders. I'll pay.
WD*

Dear Mr. Diamond:

Thank you very much for having sent me the study
'Development Finance Companies : Aspects of Policy and
Operation' which recently has been edited by your goodself.

You know that I am very interested in this subject in
view of the fact that my bank has a number of participations
in development finance companies and I myself happen to be
on the Board of PICIC. I have already read the item number 4
'Financial Policy Problems of Development Finance Companies'
which I thought extremely interesting, and I do hope that I shall
soon will find the time to read also the other articles. This
book will certainly be a great help to all of those who are
concerned with development financing companies around the
world. I wonder whether you could let me have two further
copies of it which I wanted to pass on to my colleagues.

Many thanks again and kindest regards,

Yours

Dr. Paul Krebs

NOV 11 11:28
1968

RECEIVED
COMMUNICATIONS
1968 NOV 11 AM 10:56

William Diamond
DORIS

Many thanks again and kindest regards,

copies of it which I wanted to pass on to my colleagues
world. I wonder whether you could let me have two further
concerned with development financing companies should the
book will certainly be a great help to all of those who are
soon will find the time to read also the other articles. This
which I thought extremely interesting, and I do hope that I shall
, Financial Policy Problems of Development Finance Companies,
on the Board of BICIC. I have already read the item number 4
in development finance companies and I would prefer to be
view of the fact that my bank has a number of participants
You know that I am very interested in this subject in

Operation, which recently has been edited by your colleague,
, Development Finance Companies: Aspects of Policy and
Thank you very much for having sent me the study

Dear Mr. Diamond:

USA

Washington, D.C. 20033
1818 H Street N.W.
International Finance Corporation
Development Finance Companies
Director
MR. WILLIAM DIAMOND

William Diamond
Director
International Finance Corporation
Washington, D.C.

November 2, 1968 / p06

DEUTSCHE BANK AG
DR. PAUL KREBS

Frankfurt (Main)

Handwritten notes in yellow ink at the bottom right corner.

Inf. Public.

CORPORACION FINANCIERA NACIONAL

APARTADO AEREO 1039

CABLES: FINANCIERA

MEDELLIN-COLOMBIA

Medellín, ^{Nov.} ~~Octubre~~ 5 de 1968

Señor
B. H. Shin
International Finance Corporation
Development Finance Companies
Washington, D. C. 20433

No. VP- 4712

Muy apreciado señor Shin:

Expresamos a usted nuestros agradecimientos por su atenta comunicación del 30 de octubre último, con la cual se sirvió hacernos llegar un ejemplar de "Commodity Price Trends (EC-166)", informe que tiene fecha de septiembre del presente año.

Hemos encontrado muy interesante este material, cuya lectura adelantamos con gran atención.

Sin otro particular, nos es grato repetirnos como sus atentos servidores y amigos,

CRD/ead.

Carlos Restrepo Dumit
Carlos Restrepo Dumit,
Vicepresidente

1963 NOV -8 AM 8:42

Faint, illegible text, possibly a header or introductory paragraph.

Faint, illegible text, possibly a body paragraph.

СОВЕТОВ И НАУЧНИХ УЧРЕЖДЕНИЙ



C. A. VENEZOLANA DE DESARROLLO
(SOCIEDAD FINANCIERA)

CAPITAL SUSCRITO
Y PAGADO: Bs. 40.000.000
CARACÁS, VENEZUELA

APDO. CORREOS 11341 CHACAO-CARACÁS
TELEFONOS: 324891-94 Y 326636
DIRECCION CABLEGRAFICA: CAVENDES

G-202

5 de ^{Nov,} ~~octubre~~ de 1968

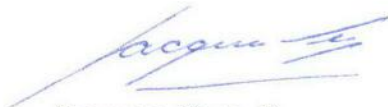
Señor
B. H. Shin
Development Finance Companies
International Finance Corporation
1818 H Street, N. W.
Washington, D.C. 20433

Muy señor nuestro:

Nos es grato acusar recibo de su correspondencia del 30 de octubre próximo pasado, adjunto a la cual nos envía una copia del Informe titulado "COMMODITY PRICE TRENDS" (EC-166), de Septiembre de 1968. ✓

Al expresar a Ud. nuestro agradecimiento por tan valioso envío, nos reiteramos a sus órdenes.

Muy atentamente,


Jacques Vera M.
Gerente General

JVM/mcr.

11341 CHACAO-CARACÁS



C. A. VENEZOLANA DE DESARROLLO
(SOCIEDAD FINANCIERA)

APDO. CORREOS 1184 CHACAO-CARACAS
TELÉFONOS: 324891-94 Y 328838
DIRECCION CALLE ORTAJOA CALENDES

CAPITAL ESCRITO
Y PAGADO: Bs. 4000000
CARACAS, VENEZUELA

5 de octubre de 1968

G-202

Señor
R. H. Shin
Development Finance Companies
International Finance Corporation
1818 H Street, N. W.
Washington, D. C. 20433

Muy señor nuestro:

Nos es grato acusar recibo de su correspondencia del 30 de octubre próximo pasado, adjunto a la cual nos envía una copia del Informe titulado "COMMODITY PRICE TRENDS" (EC-166), de Septiembre de 1968.
Al expresar a Ud. nuestro agradecimiento por tan valioso envío, nos reiteramos a sus órdenes.

Muy atentamente,

Jacques Vera M.
Gerente General

JVM\mc.

NOV 11 1968

NOV 11 1968

Inf. Public.

CORPORACION FINANCIERA COLOMBIANA
BOGOTA-COLOMBIA

CARRERA 10ª N° 14 33 10º PISO
CONMUTADOR 343-060 TELEX 044769

CABLES "COFINANCIERA"
APARTADO AEREO 11843

DESPACHO DEL PRESIDENTE

5068

Bogotá, D.E., November 5th, 1968

138
Mr. B. H. SHIN
Development Finance Companies
International Finance Corporation
1818 H Street, N.W.
Washington, D.C. 20433

Dear Mr. Shin :

I acknowledge receipt of the 1968 edition
of the report "Commodity Price Trends" recently prepared
by the staff of the World Bank, which you kindly sent us. ✓
It is certainly a very interesting document and will be most
useful to us.

Cordially yours,

Ignacio Copete Lizarralde
IGNACIO COPETE-LIZARRALDE

CORPORACION FINANCIERA COLOMBIANA
BOGOTA COLOMBIA

CABLES TELEGRAFICOS
CORPORACION FINANCIERA COLOMBIANA

TELEFONO 251 101 R. 251
CORPORACION FINANCIERA COLOMBIANA

BOGOTA COLOMBIA

BOGOTA COLOMBIA

Mr. G. H. Smith
The World Bank
International Finance Corporation
1818 H Street, N.W.
Washington, D.C. 20540

Dear Sir:

I am writing to you regarding the
of the World Bank, which you kindly
as the staff of the World Bank, which you kindly
It is certainly a very interesting document and I
I am sure you will find it very interesting.

Sincerely,
[Signature]

BOGOTA COLOMBIA

1968 NOV 11 AM 10:56

RECEIVED
TELETYPE UNIT
COMMUNICATIONS

VICE-CHAIRMAN

Dec 9. 2. P.

BARCLAYS BANK LIMITED,
54, LOMBARD STREET,
LONDON, E.C. 3.

4th November 1968.

Dear Mr. Diamond,

In Mr. Bryan's absence I am writing to acknowledge receipt of your letter of the 1st November, with enclosures. I will see that Mr. Bryan has this on his return to London next week.

Yours sincerely,



Vice-Chairman's Secretary.

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

RECEIVED
F. B. I.
COMMUNICATIONS
1968 NOV -6 PM 10:45



THE INDUSTRIAL FINANCE CORPORATION OF THAILAND

101 NARET ROAD, BANGKOK 5, THAILAND.

CABLE: "IFCTHAI" BANGKOK

REGISTERED
MAIL NUMBER 01414
Sw, B-2/P.

No. A. 2633/2511

November 4, 1968

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

Dear Mr. Shin:

Thank you very much for your letter of October 30 enclosing a report entitled "Commodity Price Trends", prepared by the staff of the World Bank.

The above report is of interest and will be for our internal use only.

Yours sincerely,

Kraisri Nimmanahaeminda
General Manager

KN:vc:ps

180900A-8 BH 3:21

REGISTERED MAIL NUMBER 01414

THE INDUSTRIAL FINANCE CORPORATION OF THAILAND

101 NARAI ROAD, BANGKOK 5, THAILAND.

CABLE: "IRCTHAI" BANGKOK



No. A. 2633\2511 November 4, 1968

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

Dear Mr. Shinn:

Thank you very much for your letter of October 30 enclosing a report entitled "Commodity Price Trends", prepared by the staff of the World Bank.

The above report is of interest and will be for our internal use only.

Yours sincerely,

Krairi Nimmansheminda
General Manager

1968 NOV - 8 PM 3:57

COMMUNICATIONS

KN:vc:ps

4 Novembre 1968

RABAT, LE

البنك الوطني للاقتصاد
BNDP

BANQUE NATIONALE POUR LE
DEVELOPPEMENT ECONOMIQUE

CAPITAL 20 MILLIONS DE DIRHAMS
BOITE POSTALE 407 - RABAT - TEL. 264.41.42
& 43 ADRESSE TELEGRAPHIQUE BADEMAROC
TELEX : BADEMAROC - RABAT, 319-42
R.C. 16.423 - RABAT - C.N.S.S. 6.6805

DG/HL n° 485

DIRECTION GÉNÉRALE

Monsieur B.H. SHIN
Development Finance Companies
International Finance Corporation
Washington D. C.

Cher Monsieur Shin,

J'ai l'honneur d'accuser réception de votre lettre en date du 30 Octobre 1968 à laquelle était joint un rapport intitulé "Commodity Price Trends".

Je vous en remercie, et vous prie d'agréer, Cher Monsieur Shin, l'expression de mes sentiments distingués et les meilleurs. -

Le Directeur Général


Mohamed BENKIRANE

RECEIVED
GENERAL FILES
COMMUNICATIONS
1968 NOV -8 AM 8:43

TO : SAC, NEW YORK (100-100000)

FROM : SAC, NEW YORK (100-100000)

SUBJECT: [Illegible]

RE: [Illegible]

TO : SAC, NEW YORK (100-100000)

FROM : SAC, NEW YORK (100-100000)

SUBJECT: [Illegible]

RE: [Illegible]

[Illegible]

[Illegible]

[Illegible]

100-100000-100000

CORPORACION FINANCIERA DEL NORTE

BARRANQUILLA - COLOMBIA

PRESIDENCIA

P-295

Noviembre 4 de 1.968

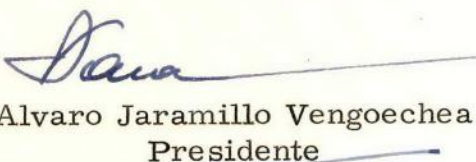
Señor
B. H. Shin
Development Finance Companies
International Finance Corporation
1818 H Street, N. W.
Washington, D.C. 20433

Muy apreciado señor Shin:

Tengo el gusto de acusar recibo de su atenta comunicación del 30 de Octubre próximo pasado con la cual recibí una copia del reporter que ha preparado el staff del Banco Mundial entitulado "Commodity Price Trends".

Quiero aprovechar la presente para expresarle mis agradecimientos por el envío de este interesante informe.

Sin particulares para más, me suscribo muy atentamente,


Alvaro Jaramillo Vengoechea
Presidente

gca.

RECEIVED
GENERAL FILES
COMMUNICATIONS

1968 NOV -8 AM 8:43

Administrative

1968 NOV -8 AM 8:43

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ÖSTERREICHISCHE INVESTITIONSKREDIT
AKTIENGESELLSCHAFT

Sekr.Dr.L./Ky

WIEN I, AM HOF 4
TELEPHON 63 46 31 SERIE
CABLE: INVESTORED
FERNSCHREIBER:
KONTROLLBANK ~~07-4103~~ 07-4103

B.H.Shin
Development Finance Companies
International Finance Corporation
1818 H Street, N.W.
Washington , D.C. 20433

November 4, 1968

Dear Sir :

We have received your 1968 edition of
"Commodity Price Trends" and we are studying ✓
this comprehensive study with great interest.
We thank you for having forwarded a copy of
this report to our institute and remain

Yours sincerely,

ÖSTERREICHISCHE INVESTITIONSKREDIT
AKTIENGESELLSCHAFT

132970A-8 UN 8: dt

132970A-8 UN 8: dt

RECEIVED
COMMUNICATIONS

1968 NOV -8 AM 8:44

AKTIENGESELLSCHAFT
ÖSTERREICHISCHE INVESTITIONSKREDIT

ΛΟΝΔΡΑ ΣΤΙΣ 08/11/68

With regard to our invitation and remain
we thank you for having forwarded a copy of
this comprehensive study with great interest.
"Commodity Price Trends" and we are studying
we have received your 1968 edition of

Best S/L :

Washington , D.C. 20033
1818 H Street, N.W.
International Finance Corporation
Development Finance Committee
B.H.S.M.

Νοεμβριος 8, 1968

ΚΟΙΝΩΦΕΛΗΣ ΕΠΙΧΕΙΡΗΣΙΣ 01-4108
ΛΕΩΝΙΔΑΚΕΙΡΗΣ
ΟΔΟΣ: ΙΝΔΟΣΤΑΝ
ΤΕΛΕΦΩΝΟΝ 03 49 81 ΒΕΚΙΕ
ΜΙΕΝ 1' ΑΝ ΗΟΕ 4

ΣΕΚΛ. ΔΕ. Γ. \ ΚΛ

AKTIENGESELLSCHAFT
ÖSTERREICHISCHE INVESTITIONSKREDIT

الشركة القومية للتبويب
SOCIÉTÉ NATIONALE D'INVESTISSEMENT



SIEGE SOCIAL A TUNIS
68 AVENUE HABIB BOURGUIBA
REGISTRE DE COMMERCE N° 29936
TÉLÉPHONE : 241.222 - 246.783
ADRESSE TÉLÉG. SNITUN-TUNIS
TELEX N° 382

المركز الرئيسي بتونس
68 شارع الحبيب بورقيبة
الدفتر التجاري
241.222 - 246.783
العنوان التلغرافي سنيتون تونس
تلاكم رقم 382

Direction Générale

S.N.I./N° 1009/

Tunis, le 4 NOV. 1968

Monsieur B.H. SHIN
International Finance Corporation
1818 H Street N.W.

- WASHINGTON DC 20433 -

Cher Monsieur SHIN,

J'ai l'honneur de vous accuser réception de votre lettre du 30 Octobre 1968 relative à l'envoi du rapport préparé par le personnel de la Banque Mondiale intitulé "Tendances des prix et des produits de base" et je vous en remercie vivement.

Avec la nouvelle expression de mes plus vifs remerciements, je vous prie de croire Cher Monsieur SHIN, à l'assurance de ma haute considération.

L'Administrateur - Délégué

Signé : R. BEN YEDDER

البنك التونسي للتجارة والصناعة
SOCIÉTÉ NATIONALE D'INVESTISSEMENT



بنك تونس للتجارة والصناعة
SOCIÉTÉ NATIONALE D'INVESTISSEMENT
10, rue de la République - 1000 TUNIS
TUNISIE

بنك تونس للتجارة والصناعة
SOCIÉTÉ NATIONALE D'INVESTISSEMENT
10, rue de la République - 1000 TUNIS
TUNISIE

بنك تونس للتجارة والصناعة

1000

1968 NOV 11 PM 10:56

COMMUNICATIONS

Inf. P.

TÜRKİYE SİNAİ KALKINMA BANKASI A. Ş.
(INDUSTRIAL DEVELOPMENT BANK OF TURKEY)

P.O. Box : 17 Karaköy,
İstanbul, Turkey

Cable Address **26542**
KALKINMABANK, İstanbul

November 4, 1968

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

Dear Mr. Shin:

This is to acknowledge receipt of your letter of October 30, 1968 addressed to Mr. Egeli and its enclosure of a copy of the 1968 edition of the report "Commodity Price Trends".

Please be assured that the report will be used only by the staff within our organization.

Sincerely yours,

TÜRKİYE SİNAİ KALKINMA BANKASI A. Ş.

Çavuş

S. K. Karadavut

TÜRKİYE SİMAI KALKINMA BANKASI A.Ş.
(INDUSTRIAL DEVELOPMENT BANK OF TURKEY)

Banka Adresi: Kalkınma Bankası, İstanbul

P.O. Box: 17 Karaköy, İstanbul, Turkey

November 14, 1968

Mr. F. H. Stein
Development Finance Corporation
International Finance Corporation
1318 H Street, N. W.
Washington, D. C. 20003
U. S. of America

Dear Mr. Stein:

This is to acknowledge receipt of your letter of October 30, 1968 addressed to Mr. Heil and its enclosure of a copy of the 1968 edition of the report "Commodity Price Trends".

Please be assured that the report will be used only by the staff within our organization.

Sincerely yours,

TURKİYE SİMAI KALKINMA BANKASI A.Ş.

[Handwritten signature]

1968 NOV -7 AM 8:59
COMMUNICATIONS
RECEIVED

J.M. P

BANDESCO

BANCO DEL DESARROLLO ECONOMICO ESPAÑOL

EL DIRECTOR GENERAL

JOSE MARIA MARZO CHURRUCA

Madrid, 4th November 1968

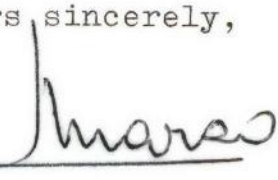
Mr. B.H. Shin
Development Finance Companies
International Finance Corporation
1818 H. Street, N.W.
WASHINGTON, D.C. 20433

Dear Mr. Shin,

✓ Thank you very much for your letter of October 30th. and for the report entitled "Commodity Price Trends" that you have been so kind to send me.

With best personal regards,

Yours sincerely,



1000000-1 8:23

COMMUNICATIONS
1968 NOV -7 AM 8:59



DOMINA SINGELETA

WITH BEST BELATIONS REGARDS

THAT YOU HAVE BEEN SO KIND TO SEND ME
30TH. AND FOR THE REBOLT ENTITLED "COMMODITY PRICE TRENDS"
THANK YOU VERY MUCH FOR YOUR LETTER OF OCTOBER

DEAR MR. SPIN

WASHINGTON, D.C. 20433
1818 N. STREET, N.W.
INTERNATIONAL FINANCE CORPORATION
DEVELOPMENT FINANCE COMPANY
MR. B.H. SPIN

MADRID, 4TH NOVEMBER 1968

EF DIRECTOR GENERAL
BANCO DEL DESARROLLO ECONOMICO ESPAÑOL

BANDESICO

JOSE MARIA MARZO CHURRUSUA

Handwritten initials

DEVELOPMENT FINANCE COMPANIES . CORRESPONDENCE RECORD

CABLE LETTER MEMORANDUM

REF'D TO: *PMM*

ACK'D. (DATE)

DATED: *11/1/68* DATE REC'D. *11/12/68*

ANSWERED (DATE)

FROM: *Eugene R. Black Jnr.*

NO REPLY NEEDED

TO: *Diamond*

ORIGINAL PASSED TO:
M. [Signature]
M. [Signature]

SUBJECT:
*ack. receipt of DFC Book and
advising of order for 10 more copies*

COPIES SENT TO:
M. [Signature]

EUGENE R. BLACK, JR.
44 WALL STREET
NEW YORK, N. Y. 10005

November 1, 1968

Dear Bill:

Many thanks for your copy of
"Development Finance Companies: Aspects of Policy
and Operations". I found it most interesting--in
fact, I'm ordering 10 additional copies.

Look forward to seeing you soon.

Sincerely,

A handwritten signature in cursive script, appearing to read "Gene", with a horizontal line underneath.

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

RECEIVED
FEDERAL BUREAU OF INVESTIGATION
COMMUNICATIONS

1968 NOV -8 PM 3:48

TO DIRECTOR, FBI
FROM SAC, [illegible]
SUBJECT: [illegible]

[illegible]

RE: [illegible]

[illegible]

[illegible]

[illegible]

[illegible]

Dev. B - Inf. P.

November 1, 1968

Dear _____:

I am enclosing a revision of the Table we sent you on August 12, on Comparative Operational Ratios of Development Finance Companies, 1967. This version includes data on the Development Bank of Ethiopia, from which we had not yet received clearance when the original Table was circulated. We have also taken the occasion to correct some minor errors which were called to our attention.

I am happy to say that we have received from various companies useful comments and suggestions about the original version of the Table. We are grateful for them and will certainly take them into account when we prepare the comparative ratios for 1968 early next year.

With best regards,

Sincerely yours,



William Diamond
Director
Development Finance Companies

Enclosure

(Inside Address)

NOV 11 1968

cc: Division Chiefs
BHS:WDiamond:er(MT/ST #1239:fws)



18
ENGLISH TRANSLATION: (MILITARY USE)
cc: DISTRICT CHIEF

COMMUNICATIONS

1968 NOV -4 PM 2:12

(Initial address)

ENGLISH

DEPARTMENT OF DEFENSE COMBINATIONS
DIRECTOR
MILITARY USE

STANDARD FORM

MILITARY USE ONLY

THIS LETTER FOR 1968 ONLY WILL BE
CONSIDERED AS A SOURCE OF INFORMATION FOR THE COMBINATIONS
SECTION OF THE DEPT. OF DEFENSE. THE DEPT. OF DEFENSE
COMBINATIONS SECTION WILL BE RESPONSIBLE FOR THE
I AM HAPPY TO SEE THAT WE HAVE RECEIVED FROM AGENCY

YOUR NAME WILL BE ON THE LISTING.
PLEASE ALSO KEEP THE SECTION TO COLLECT SOME OTHER
SOURCES OF INFORMATION FOR THE COMBINATIONS SECTION. THE
DEPARTMENT OF DEFENSE WILL BE RESPONSIBLE FOR THE
COMBINATIONS SECTION. THE DEPT. OF DEFENSE
I AM ENCLOSING A LISTING OF THE DEPT. OF DEFENSE

DEPT. _____

NOVEMBER 1, 1968

Handwritten notes at the bottom right of the page.

Dear Ignacio:

Dr. Ignacio Copete Lizarralde
President
Corporacion Financiera Colombiana
Edificio Banco de Bogota
Carrera 10, Bogota
Colombia

Dear Dr. Ocampo:

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

My dear Don Jose:

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

Dear Jaakko:

Mr. Jaakko Lassila
General Manager
Teollistamisrahasto Oy - Industrialization
Fund of Finland Ltd.
Lonnrotinkatu 13, V krs.
Helsinki, Finland

Dear Hashmukhbhai:

Mr. H. T. Parekh
Deputy Chairman and Managing
Director
The Industrial Credit and Investment
Corporation of India Limited
163 Backbay Reclamation
Bombay 1, India

Dear Resid Bey:

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

Dear George:

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

Dear Felix:

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

Dear Silas:

Mr. Silas B. Daniyan
General Manager
Nigerian Industrial Development Bank
Limited
M & K House
96/102 Broad Street
Lagos, Nigeria

Dear Mr. Rohnfelder:

Mr. Gerhard Rohnfelder
Managing Director
Banque Ivoirienne de Developpement
Industriel
Boite Postale 4470
Abidjan, Ivory Coast

Dear Gasem:

Mr. A. Gasem Kheradjou
Managing Director
Industrial and Mining Development Bank
of Iran
133 Shiraz Street
Tehran, Iran

Oct Nov. 14

Dear Kraisri:

Khun Kraisri Nimmanahaeminda
General Manager
The Industrial Finance Corporation
of Thailand
101 Naret Road
Bangkok 5, Thailand

Dear Senor Marzo:

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

Dear Ting:

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

My dear Mr. Ahmed:

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

My dear Mr. Benkirane:

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

Dear Mr. Leembruggen:

Mr. H. F. G. Leembruggen
Acting General Manager
Malaysian Industrial Development
Finance Berhad
P. O. Box 2110
Kuala Lumpur, Malaysia

Dear Paul:

Mr. Paul McCann
Chief Executive Officer
The Liberian Bank for Industrial
Development and Investment
100 Broad Street
P. O. Box 547
Monrovia, Liberia

Dear Dr. Neeman:

Dr. Avraham Neeman
Managing Director
Industrial Development Bank
of Israel Limited
9 Achad Haam Street
Shalom Mayer Tower
Tel Aviv, Israel

My dear Luis:

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

Dear Dr. Teufenstein:

Dr. Wilhelm Teufenstein
Generaldirektor - Stellv. und
Vorstandsmitglied der
Oesterreichische Investitionskredit
Aktiengesellschaft
Am Hof 4
Vienna 1, Austria

Dear Mr. Ben Yedder:

Mr. R. Ben Yedder
l'Administrateur-Deleque
Societe Nationale D'Investissement
68, Ave. Habib Bourguiba
Tunis, Tunisia

Dear Dr. Martinez Moriones:

Dr. Benjamin Martinez Moriones
President
Corporacion Financiera del Valle
Apartado Aereo 4902
Cali, Colombia

del Nov 14

Dear Alvaro:

Dr. Alvaro Jaramillo Vengoechea
President
Corporacion Financiera del Norte
Apartado Aereo 2747
Barranquilla, Colombia

Dear Mr. Weerasinghe:

Mr. L. A. Weerasinghe
General Manager
Development Finance Corporation
of Ceylon
P. O. Box 1397
Third Floor - Hemas Building
York Street
Colombo, Ceylon

Dear Mr. Kim:

Mr. C. H. Kim
President
Korea Development Finance Corporation
12th Floor, Cho Heung Bank Building
14 Namdaemoon - Ro, 1 - Ka
Seoul, Korea

Del. P.

October 30, 1968

Dear Dr. Copete:

Recently the staff of the World Bank has prepared a 1968 edition of a report entitled Commodity Price Trends, (EC - 166), dated September 1968, on price trends of selected primary commodities. In the hope that you will be interested in this report, we take pleasure in enclosing a copy of it.

The report is made available only for internal use within your organization and its findings should not be published or attributed to the World Bank and its affiliated organizations.

Yours sincerely,

BS

B. H. Shin
Development Finance Companies

Enclosure

✓ Dr. Ignacio Copete Lizarralde
President
Corporacion Financiera Colombiana
Edificio Banco de Bogota
Carrera 10, Bogota
Colombia

am. Nov. 5

cc: Division Chiefs

BHShin:er(MT/ST#1238: fvs)

Dear Dr. Ocampo:

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

acn Nov. 6

Dear Dr. Gutierrez Gomez:

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

acn Nov. 5

Dear Mr. Lassila:

✓ Mr. Jaakko Lassila
General Manager
Teollistemisrahasto Oy - Industrialization
Fund of Finland Ltd.
Lennrotinkatu 13, V krs.
Helsinki, Finland

Dear Mr. Parekh:

✓ Mr. H. T. Parekh
Deputy Chairman and Managing
Director
The Industrial Credit and Investment
Corporation of India Limited
163 Backbay Reclamation
Bombay 1, India

Dear Mr. Egeli:

✓ Mr. Resid Egeli
General Manager
Turkiye Sinsi Kalkinma Bankasi A.S.
Necatibey Caddesi 241-247
Tophane
Istanbul, Turkey

acn Nov. 4

Dear Mr. Gondicas:

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

Dear Mr. Chang:

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

Dear Mr. Daniyan:

Mr. Silas B. Daniyan
General Manager
Nigerian Industrial Development Bank
Limited
M & K House
96/102 Broad Street
Lagos, Nigeria

acc N N. 6

Dear Mr. Rohnfelder:

Mr. Gerhard Rohnfelder
Managing Director
Banque Ivoirienne de Developpement
Industriel
Boite Postale 4470
Abidjan, Ivory Coast

Dear Mr. Kheradjou:

Mr. A. Gasem Kheradjou
Managing Director
Industrial and Mining Development Bank
of Iran
133 Shiraz Street
Tehran, Iran

Acc Nos. 16

Dear Ato Mulugeta:

Ato Mulugeta Gebrewold
Acting Managing Director
Development Bank of Ethiopia
P. O. Box 1900
Addis Ababa, Ethiopia

Dear Khun Kraisi:

Khun Kraisi Nimmanahaeminda
General Manager
The Industrial Finance Corporation
of Thailand
101 Narat Road
Bangkok 5, Thailand

Dear Mr. Marzo:

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

ack Nov. 4

Dear Mr. Jayme:

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

Dear Mr. Ahmed:

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

ack Nov. 6

Dear Mr. Benkirane:

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

ack Nov 4

Dear Mr. Leembruggen:

Mr. H. F. G. Leembruggen
Acting General Manager
Malaysian Industrial Development
Finance Berhad
P. O. Box 2110
Kuala Lumpur, Malaysia

ack Nov. 6

Dear Mr. McCann:

Mr. Paul McCann
Chief Executive Officer
The Liberian Bank for Industrial
Development and Investment
100 Broad Street
P. O. Box 547
Monrovia, Liberia

Dear Dr. Neaman:

Dr. Avraham Neaman
Managing Director
Industrial Development Bank
of Israel Limited
9 Achad Haam Street
Shalom Mayer Tower
Tel Aviv, Israel

Dear Dr. Vallenilla:

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

acu Nov. 5

Dear Dr. Teufenstein:

Dr. Wilhelm Teufenstein
Generaldirektor - Stellv. und
Vorstandsmitglied der
Oesterreichische Investitionskredit
Aktiengesellschaft
Am Hof 4
Vienna 1, Austria

acu Nov. 4

Dear Mr. Ben Yedder:

Mr. R. Ben Yedder
l'Administrateur-Deleque
Societe Nationale D'Investissement
68, Ave. Habib Bourguiba
Tunis, Tunisia

acu Nov. 4

Dear Dr. Martinez Moriones:

Dr. Benjamin Martinez Moriones
President
Corporacion Financiera del Valle
Apartado Aereo 4902
Cali, Colombia

acu Nov. 7/4

Dear Dr. Jaramillo:

Dr. Alvaro Jaramillo Vengoechea
President
Corporacion Financiera del Norte
Apartado Aereo 2747
Barranquilla, Colombia

acu Nov. 4

Dear Mr. Weerasinghe:

Mr. L. A. Weerasinghe
General Manager
Development Finance Corporation
of Ceylon
P. O. Box 1397
Third Floor - Hemas Building
York Street
Colombo, Ceylon

acc Nov. 6

Dear Mr. Kim:

Mr. C. H. Kim
President
Korea Development Finance Corporation
12th Floor, Cho Heung Bank Building
14 Namdaemun - Ro, 1 - Ka
Seoul, Korea

Dear Mr. Huq:

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

acc Nov. 6



Industrial and Mining Development Bank of Iran

Managing Director

October 16, 1968.

Dear Mr. Shin,

Thank you very much for your letter of September 20th and the attached papers on Techniques for Project Appraisal under Uncertainty and International Coffee Agreement, both of August 1968.

The papers, undoubtedly, will prove to be of great value to the members of our organization.

Sincerely yours,

A. Gasem Kheradjou

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

RECEIVED
GENERAL FILES
COMMUNICATIONS

1968 OCT 21 AM 9:28

Faint, illegible text, possibly a header or address block.

Faint, illegible text, possibly a subject line or recipient information.

Main body of faint, illegible text, likely the message content.

Faint, illegible text, possibly a signature or footer.

Faint, illegible text, possibly a date or reference number.

Faint, illegible text, possibly a closing or distribution list.



Defon Public

בנק לפתוח התעשייה בישראל בערבון מוגבל

INDUSTRIAL DEVELOPMENT BANK OF ISRAEL LIMITED

TEL-AVIV, 9, AHAD HAAM ST.
SHALOM MAYER TOWER
TEL. 526 66-75
P. O. B. 1462
TELEX 033-646
CABLE ADDRESS: MOSLETAAS

תל אביב, רחוב אחד האם 9
סניף שלום מאיר
טל 52666-75
ד. ת. 1462
טלפקס 033-646
כתובת כבלית: מוסלטהאס

בתשובה נא להזכיר:
Reference please note:
AN/GL/1/3842

11th October, 1968.

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

Dear Mr. Shin,

Once again we are indebted to you for sending us copies of the papers entitled "Techniques for Project Appraisal under Uncertainty", and "International Coffee Agreement, 1968".

These will be circulated amongst our executive staff, whom I feel sure will find same of great interest and assistance.

Thank you for your kindness in constantly sending us informative material.

Yours sincerely,
A. Weaman
Dr. A. Weaman,
Managing Director.

1088 OCT 18 AM 8:45
COMMUNICATIONS
DEPT. OF FINANCE
TEL AVIV

תעשיית התעבורה והתחבורה
 INDUSTRIAL DEVELOPMENT BANK OF ISRAEL LIMITED

9 000 000 000
 25000-15 70
 1 443 7 11
 033-048 0000
 00000000000000000000

TEL-AVIV, 9, AHAD HAAM ST.
 SHALOM MAYER TOWER
 TEL. 528 66-75
 P. O. B. 1462
 TELEX 033-048
 CABLE ADDRESS: M02LTA42

Reference please note:
 AN/GM/8843

11th October, 1968.

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

Dear Mr. Shin,

Once again we are indebted to you for sending us copies of the papers entitled "Techniques for Project Appraisal under Uncertainty", and "International Coffee Agreement, 1968". These will be circulated amongst our executive staff, whom I feel sure will find some of great interest and assistance. Thank you for your kindness in constantly sending us informative material.

Yours sincerely,
 Dr. A. Neuman,
 Managing Director.

1968 OCT 18 PM 8:42
 RECEIVED
 CENTRAL FILES
 COMMUNICATIONS

Dw. B. Inf. P.

BRANCHES

ASMARA, GORE, JIMMA, YIRGALEM,
NAZARETH.
REPRESENTATIVES & MOBILE UNITS
WOLLO, TIGRE, BEGEMIDER, GOJJAM.
WOLLEGA, GEMUGOFFA, BALLE, ARUSSI,
HARRAR.

የኢትዮጵያ ፡ የልማት ፡ ባንክ ።
DEVELOPMENT BANK OF ETHIOPIA
(Head Office Shoa)
ADDIS ABABA
ETHIOPIA

RAS DESTA DAMTEW AVENUE
P. O. BOX 1900
TELEPHONE: 48140 - 41 - 42
TELEGRAM: DEVBANK

MAN/99/68

October 11th, 1968.

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

Dear Mr. Shin,

This is to acknowledge, with thanks, receipt of your letter dated September 20th, 1968, with the enclosures.

I am sure we will find the two papers interesting and, in fact, would like to request you to send us, if possible, more copies for use in our Library.

Thanking you again,

Yours faithfully,

M. Gebrewold
Mulugeta Gebrewold
A/Managing Director.

WT/.

Stamp: 1968 OCT 11

Mr. [Name] [Address] [City] [State] [Zip]

DEPARTMENT OF STATE
WASHINGTON, D.C. 20520

BRANCHES
[List of international branches]

MAN/9968

October 11th, 1968

Mr. H.H. [Name]
Development Finance Corporation
1818 K Street, N.W.
Washington D.C. 20033
U.S.A.

Dear Mr. [Name],

This is to acknowledge, with thanks, receipt of your letter dated September 30th, 1968, with the enclosures. I am sure we will find the two papers interesting and, in fact, would like to request you to send us, if possible, more copies for use in our library. Thanking you again,

Yours faithfully,

Munir G. [Name]
Managing Director

WT/

1968 OCT 15 AM 8:41
RECEIVED
GENERAL FILES
COMMUNICATIONS

CORPORACION FINANCIERA NACIONAL

APARTADO AEREO 1039

CABLES: FINANCIERA

MEDELLIN-COLOMBIA

Medellín, Octubre 9 de 1968

Señor *BS*
B. H. Shin
International Finance Corporation
Development Finance Companies
1818 H Street, N. W.
Washington, D. C. 20433

No. VP- 4452

Estimado señor Shin:

Por medio de su atenta comunicación del 20 de septiembre último hemos recibido copias de "Techniques for Project Appraisal under Uncertainty" e "International Coffee Agreement, 1968: Background and Analysis", estudios preparados por funcionarios del Banco Mundial.

Nuestro Departamento Económico se ha hecho cargo del examen de este material, cuyo valioso interés hemos podido apreciar en una primera revisión.

Al expresarle nuestros agradecimientos, nos repetimos como sus atentos servidores y amigos,

CRD/ead.

Carlos Restrepo Dumit
Carlos Restrepo Dumit,
Vicepresidente

RECEIVED
GENERAL FILES
COMMUNICATIONS

1968 OCT 15 PM 3:21

TO: DIRECTOR, FBI (100-442611)

FROM: SAC, NEW YORK (100-100000)

RE: [Illegible]

DATE: 10/15/68

[Illegible]

COMMUNICATIONS SECTION

ew. 8-27-P.



**PRIVATE DEVELOPMENT CORPORATION
OF THE PHILIPPINES**

TELEPHONE: 88-89-91

PDCP ~~GEN~~ BUILDING
AYALA AVENUE, MAKATI, RIZAL

CABLE ADDRESS "PRIDECOP"
P.O. Box 4590
Manila

October 9, 1968

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

Dear Dr. Shin:

I write on behalf of Mr. Vicente R. Jayme, our Executive Vice President, to acknowledge receipt of two (2) papers entitled Techniques for Project Appraisal Under Uncertainty, and International Coffee Agreement, 1968: Background and Analysis.

Our staff have had brief occasion to scan the aforementioned first paper, and we are quite impressed with the presentation of a technique for a more realistic evaluation of the risks of investment projects.

We wish to thank you again for your continuing kindness in providing us with World Bank staff papers.

Very sincerely,

NARCISO A. FERRER
Assistant Vice President

NAF:evk

1968 OCT 14 AM 8:03
COMMUNICATIONS
RECEIVED
1968



PRIVATE DEVELOPMENT CORPORATION
OF THE PHILIPPINES

PDCP BUREAU BUILDING
AYALA AVENUE, MAKATI, RIZAL

CABLE ADDRESS "PRIDECOP"
P.O. Box 4290
Manila

TELEPHONE 88-89-91

October 9, 1968

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

Dear Dr. Shin:

I write on behalf of Mr. Vicente R. Jayme,
our Executive Vice President, to acknowledge receipt
of two (2) papers entitled Techniques for Project
Appraisal Under Uncertainty, and International Collee
Agreement, 1968: Background and Analysis.

Our staff have had brief occasion to scan the
aforementioned first paper, and we are quite impressed
with the presentation of a technique for a more realis-
tic evaluation of the risks of investment projects.

We wish to thank you again for your continuing
kindness in providing us with World Bank staff papers.

Very sincerely,

Narciso A. Ferrer
NARCISO A. FERRER
Assistant Vice President

NAF:evk

1968 OCT 14 AM 9:03
COMMUNICATIONS
SECTION
RECEIVED

THE INDUSTRIAL CREDIT AND INVESTMENT CORPORATION OF INDIA LIMITED



163, BACKBAY RECLAMATION, BOMBAY 1/ GRAMS: 'CREDCORP' BOMBAY / PHONE: 245081/245478/245485/245939

Sec. D/ 16262

October 4, 1968

Dear Mr. Shin:

Thank you for your letter of September 20, enclosing a copy each of the two papers entitled Techniques for Project Appraisal under Uncertainty and International Coffee Agreement, 1968: Background and Analysis. We have found them very interesting and useful. We have noted that these papers are meant for our internal use only and their findings should not be published or attributed to the World Bank and its affiliated organisations.

Yours sincerely,

H. T. Parekh
Managing Director

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

1968 OCT -8 AM 8:45

COMMUNICATIONS
RECEIVED
1968 OCT 8

RECEIVED
GENERAL FILES
COMMUNICATIONS

1968 OCT -8 AM 8:42

U.S.A.
Washington D.C. 20533
1818 H Street, N.W.
International Finance Corporation
Development Finance Committee
Mr. B.H. Spiv

Managing Director
H. L. Boleyn



Yours sincerely,

Bank and its affiliated organizations should not be surprised or startled to the world meanst for our interest use only and their findings and usage. We have noted that these papers are and usage. We have found them very interesting and International Coffee Agreement, 1968: Background describes for protect agreement under protection enclosing a copy each of the two papers entitled Thank you for your letter of September 30

Dear Mr. Spiv:

sec. D / 1525

October 4, 1968

183 'BACKVAV RESCLAMATION' BOMBAY I | ERAM2: CREDCORP, BOMBAY | PHONE: 342081/542418/542482/542030



THE INDUSTRIAL CREDIT AND INVESTMENT CORPORATION OF INDIA LIMITED

Dev. P. Inf. P.

October 3, 1968

Ato Mulugeta Gebreweld
Acting Managing Director
Development Bank of Ethiopia
P. O. Box 1900
Addis Ababa, Ethiopia

Dear Ato Mulugeta:

Thank you for your letter of September 20, addressed to Mr. Diamond on DBE's operational ratios.

We are delighted to note that you have no objection to our including the DBE's ratios in our Table and circulating it to other development finance companies associated with us.

As Mr. Diamond stated in his letter of August 12, we will issue in due course a new edition of the Table incorporating DBE's 1967 ratios.

With kind regards,

Sincerely yours,

BS
B. H. Shin
Development Finance Companies

cc: Mr. Powell

BHShin:er

شركة تمويل التنمية الصناعية
ماليزيا

Malaysian Industrial Development Finance Berhad

(Incorporated In The States of Malaya)

OUR REF: F-1 Vol.III

YOUR REF:

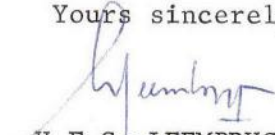
Mr. B.H. Shin, ^{BS}
Development Finance Companies,
International Finance Corporation,
1818 H Street, N.W.
WASHINGTON, D.C.

Dear Mr. Shin,

This is to acknowledge receipt of your letter of September 20, 1968 enclosing two papers entitled Techniques for Project Appraisal under Uncertainty and International Coffee Agreement 1968 prepared by the World Bank Staff.

Thank you very much for sending us these papers which we will read with interest.

Yours sincerely,


H.F.G. LEEMBRUGGEN
Acting General Manager

TELEPHONE 26371/5
TELEGRAMS "MALINDEV"
KUALA LUMPUR
CODE BENTLEY'S SECOND



BANGUNAN MIDF
117 JALAN AMPANG
KUALA LUMPUR
P. O. BOX 2110

DATE: October 2, 1968.

1968 OCT -8 PM 1:15

COMMUNICATIONS
SECTION
RECEIVED

TELEPHONE 263718
TELEGRAMS "MALINDEV"
KUALA LUMPUR
CODE BENTLEY'S SECOND



BANGUNAN MIDF
117 JALAN AMPANG
KUALA LUMPUR
P. O. BOX 210

DATE: October 2, 1968.

Malaysian Industrial Development Finance Berhad

(Incorporated in The States of Malaya)

OUR REF: F-1 Vol.III

YOUR REF:

Mr. B.H. Shin,
Development Finance Companies,
International Finance Corporation,
1818 H Street, N.W.,
WASHINGTON, D.C.

Dear Mr. Shin,

This is to acknowledge receipt of your letter of September 20, 1968 enclosing two papers entitled "Techniques for Project Appraisal under Uncertainty and International Coffee Agreement 1968 prepared by the World Bank Staff."

Thank you very much for sending us these papers which we will read with interest.

Yours sincerely,

H.F.G. LEEMBRUGGEN
Acting General Manager

1968 OCT -8 PM 1:42

COMMUNICATIONS
GENERAL FILES
RECEIVED

DEVELOPMENT FINANCE CORPORATION OF CEYLON

3RD FLOOR, HEMAS BUILDING, YORK STREET,

Telephones 78674, 28675
28674, 28675

P. O. BOX 1397, COLOMBO.

Telegrams "DELCEY" Colombo

1st October, 1968.

Our Ref: LIB/GEN

Mr. B.H. Shin,
Development Finance Companies,
International Finance Corporation,
Washington D.C.

Dear Mr. Shin,

We thank you for your letter dated September 20, 1968, enclosing a copy each of the two papers entitled "Techniques for Project Appraisal under Uncertainty", August 21, 1968 (EC -164) and "International Coffee Agreement, 1968: Background and Analysis", August 1968 (EC-165), both of which have been prepared by the staff of the World Bank.

These will be useful additions to our Library.

The contents of the last paragraph of your letter have been noted and will be observed.

Yours sincerely,

S. Kanagaratnam

S. Kanagaratnam,
ASST. GENERAL MANAGER (ADMIN.)

Colombo.
Box No. 1397

SG.

ASST. GEN. MGR. T-1397
COMMUNICATIONS
SECTION
RECEIVED

BY AIR MAIL

AIR-LETTER
PAR AVION
VEROORZAMME

Mr. B.H. Shin,
Development Finance Companies,
International Finance Corporation,
Washington D.C. 20045,
U.S.A.

Form approved by the Postmaster-General
OR SENT BY ORDINARY MAIL
POSTAGE: IF IT DOES IT WILL BE SURCHARGED
AIR-LETTER SHOULD NOT CONTAIN ANY

BY AIR MAIL

PAR AVION
AIR LETTER
AÉROGRAMME



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

← Second fold here →

Sender's name and address: Development Finance Corporation of Ceylon

P. O. Box No. 1397

Colombo.

AN AIR LETTER SHOULD NOT CONTAIN ANY
ENCLOSURE ; IF IT DOES IT WILL BE SURCHARGED
OR SENT BY ORDINARY MAIL.

Form approved by the Postmaster-General.

Dear Mr. Shin,

Washington D.C.
International Finance Corporation,
Development Finance Companies,
Mr. B.H. Shin,

Our Ref: LIBJEN

1st October, 1968.

RECEIVED
GENERAL FILES
COMMUNICATIONS

1968 OCT -7 AM 9:26

Telephone Department

P. O. Box 1397, Colombo

3rd Floor, Hayes Building, York Street

Director, Colombo

DEVELOPMENT FINANCE CORPORATION OF CEYLON

These will be helpful additions to our...
have been prepared by the staff of the World Bank...
and Malaysia. (World Bank (20-102), Dept of World...
International Finance Corporation, 1968: Backfolding...
affiliated institutions for Project appraisal under...
SO, 1968, enclosing a copy each of the two papers...
We thank you for your letter dated September

< First fold here >



**PAKISTAN INDUSTRIAL CREDIT
& INVESTMENT CORPORATION LIMITED**

Jubilee Insurance House,
McLeod Road,
P. O. Box No. 5080 Karachi-2.

TELEPHONES : { 227171
227172
227173

CABLE : "PICICORP"

September 30, 1968.

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

Dear Mr. Shin:

Thank you very much for your letter of September 20, 1968 enclosing one copy each of two papers entitled Techniques for Project Appraisal under Uncertainty, August 21, 1968 (EC-164) and International Coffee Agreement, 1968: Background and Analysis, August 1968 (EC-165).

I have noted the contents of the penultimate para of your letter under reference.

Kind regards,

Yours sincerely,

(SAID AHMED)
Managing Director

198801-1 NH 8:58

COMMUNICATIONS
23 OCT 1968

RECEIVED
GENERAL FILES
COMMUNICATIONS

1968 OCT -7 AM 9:26

Managing Director
(SAID AHMED)

[Handwritten signature]
Yours sincerely,

Kind regards,

Re: Your letter under reference.
I have noted the contents of the Benetton
and Associates, dated 1968 (EC-102).

International Coffee Agreement, 1968: Background
under discussion, dated 21, 1968 (EC-104) and
papers entitled Description for Project abbreviated
September 30, 1968 enclosing one copy each of two
Thank you very much for your letter of

Dear Mr. Said:

U.S.A.
Washington D.C. 20533
1818 H Street N.W.
International Finance Corporation
Development Finance Companies
Mr. B.H. Said

September 30, 1968.

P. O. Box No. 2080 Karachi-2
Meerod Road,
Justice Insurance House

СВЯТА ПИСЬМОВИ

TELEPHONE: { 333133
333135
333131

INTERNATIONAL INVESTMENT CORPORATION LIMITED
PAKISTAN INDUSTRIAL CREDIT





Sec. B Inf. P

**PAKISTAN INDUSTRIAL CREDIT
& INVESTMENT CORPORATION LIMITED**

Jubilee Insurance House,
McLeod Road,
P. O. Box No. 5080 Karachi-2.

TELEPHONES : { 227171
 { 227172
 { 227173

CABLE : "PICICORP"

September 30, 1968.

BS
Mr. B.H. Shin,
Development Finance Companies,
International Finance Corporation,
1818 H Street, N.W.
Washington D.C. 20433
USA.

Dear Mr. Shin:

Thank you very much for your
letter dated August 2, 1968 enclosing one copy
each of the descriptive memoranda on the
development finance companies as per list
attached with your letter.

Kind regards,

Yours sincerely,

(Signature)
(SAID AHMED)
Managing Director

NATIONAL INVESTMENT BANK FOR INDUSTRIAL DEVELOPMENT S. A.

CABLE ADDRESS: "NATINVEST," - P. O. BOX 643 - 6, SOPHOCLEOUS STREET - ATHENS

Our. Ref. No 844

September 30, 1968

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

Dear Mr. Shin,

This is to thank you for kindly sending us the following papers:

1. Techniques for Project Appraisal under Uncertainty.
2. International Coffee Agreement, 1968; Background and Analysis.

In accordance with your request, these papers receive restricted treatment within our Bank.

Sincerely yours,

A. Papantonakis
Manager

RECEIVED
GENERAL FILES
COMMUNICATIONS

1968 OCT -7 PM 3:32

[Faint, illegible text]

[Faint, illegible text]

0

D.W. B. Inf. P.

CORPORACION FINANCIERA COLOMBIANA
BOGOTA-COLOMBIA

CARRERA 10ª N° 14 33 10º PISO
CONMUTADOR 343-060 TELEX 044769

CABLES "COFINANCIERA"
APARTADO AEREO 11843

4500

Bogotá, D.E., September 30th, 1968

BS
Mr. B. H. SHIN
Development Finance Companies
International Finance Corporation
1818 H Street, N.W.
Washington, D.C. 20433

Dear Mr. Shin :

In the absence of doctor Copete, I acknowledge receipt of your letter of September 20th and of the two papers entitled "Techniques for Project Appraisal under Uncertainty" and "International Coffee Agreement, 1968: Background and Analysis", which you kindly sent us. They are certainly very interesting documents and will be most useful to us.

Sincerely yours,

Lionel Moreno Guerrero
LIONEL MORENO GUERRERO
Assistant to the President

RECEIVED
GENERAL FILES
COMMUNICATIONS

1968 OCT -3 AM 9:04

RECEIVED
GENERAL FILES
COMMUNICATIONS

[Handwritten signature]

RECEIVED

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GENERAL FILES
COMMUNICATIONS

Sec B. Inf. P.

THE LIBERIAN BANK FOR INDUSTRIAL DEVELOPMENT AND INVESTMENT

Telephone 21611

100 Broad Street
P. O. Box 547
Monrovia, Liberia

Cable - Devbank

September 29, 1968

BS
Mr. B. H. Shin
Development Finance Companies
International Finance Corporation
1818 H Street, N. W.
Washington, D. C.

Dear Mr. Shin:

I herewith acknowledge receipt of your letter to Mr. McCann dated September 5, including descriptive memoranda on the Development Finance Companies and the new draft memorandum on LBIDI. Mr. McCann is out of the country and will not be returning before mid October. You indicated that you will like to have our comments and correction by September 30. As this document has just been brought to our attention we will forward you our observations within next week which however will be later than September 30.

Yours very truly,

P. Clarence Parker, Jr.
P. Clarence Parker, Jr.
GENERAL MANAGER

1968 OCT 14 AM 8:04
COMMUNICATIONS

RECEIVED
GENERAL FILES
COMMUNICATIONS

1968 OCT 14 AM 9:04

СЕРГЕЙ ИВАНОВ
B. S. Iwanoff, Jr.



Dear Mr. Smith:

Most likely your proposal will be later than September 30. I would like to see a copy of the proposal as well as the regulations which you are following by September 30. As this document has just been sent to you, I am sure that you will like to make any comments. Mr. Moscovitz is out of the country and will not be returning before next Friday. I have attached the new draft memorandum on FVIDI dated September 2, 1968, and descriptive memorandum on the development of the FVIDI project. I have also received a copy of your letter to Mr. Moscovitz.

Dear Mr. Smith:

Washington, D. C.
1818 H Street, N. W.
International Finance Corporation
Department Finance Committee
Mr. B. S. Iwanoff



September 28, 1968

Telephone 31011
100 Street, N.W.
B. O. Box 271
Cable - BICORP

THE PANAMA BANK FOR INDUSTRIAL DEVELOPMENT AND INVESTMENT

Doc. & Ref. P.

KOREA DEVELOPMENT FINANCE CORPORATION

Twelfth Floor, The Cho Heung Bank Bldg.
14, Namdaemoon-Ro 1-Ka, Chung-Ku
Seoul, Korea

Telephone: (53) 9 5 8 1~5
Cable Address: KODEFINCO

September 28, 1968

KDFC-IFC-98

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

Dear Mr. Shin:

I wish to warmly thank you for your sending us one copy each of the two staff papers entitled Techniques for Project Appraisal under Uncertainty and International Coffee Agreement, 1968: Background and Analysis.

The two publications are very valuable addition to our library assets; especially, Techniques for Project Appraisal under Uncertainty will be very effectively used for our staff training purpose.

With my kind regards,

Sincerely yours,

M. J. Choi
Myung Jin Choi
Vice President
Investment and Planning

GSP/dsl

TS: NH 8: 51
1968 OCT - 1

COMMUNICATIONS
RECEIVED
SEP 29 1968

RECEIVED
GENERAL FILES
COMMUNICATIONS

1968 OCT -4 AM 9:27

CSB/CSJ

Investment and Planning
Afce President
Korea City Corp



21000000000000000000

Dear Mr. Kim:

With reference to the letter of the 27th of October 1968, regarding the
Korea City Corporation, I am pleased to hear that you are planning to
invest in the country.

and your letter.

The Korea City Corporation is a public corporation established in 1968 to
provide services to the citizens of the country.
I am sure that your investment will be very profitable.

Very truly yours,

P. S. V.
Secretary, D. C. 30433
1818 H Street, N. W.
International Finance Corporation
Delegation Finance Committee
Mr. B. H. Kim

KD&C:IEC:ds



September 28, 1968

Seoul, Korea
14, Namdaemun-ro 1-Ka, Chung-Ku
Twelfth Floor, The Cho Heung Bank Bldg.

Carle Address: KODEFINCO
Telephone: (23) 8 2 8 1~2

KOREA DELEGATION FINANCE COMMISSION

KOREA DEVELOPMENT FINANCE CORPORATION

Twelfth Floor, The Cho Heung Bank Bldg.
14, Namdaemoon-Ro 1-Ka, Chung-Ku
Seoul, Korea

Telephone: (53) 9 5 8 1~5
Cable Address: KODEFINCO

September 28, 1968

KDFC-IFC-99

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

Dear Mr. Diamond:

On behalf of President Kim, who is on his trip to the United States attending IMF-Banks Annual Meetings in Washington, I wish to thank you very much for sending us a copy of booklet entitled Management in Indian Industrial Enterprise, a speech text of Mr. G. L. Mehta, Chairman of the Board of ICICI.

I read it with great enthusiasm and found it to be very much stimulating and enlightening text, dealing with, and penetrating into, the central themes of management problems in the face of industrial development of a developing society. As you remarked, Mr. Mehta's views and observations are not merely directed to his country's experience and problems but also approximate the inherent problems of other developing societies including Korea.

The booklet will be a valuable addition to our library assets, and I wish to thank you again for furnishing us a copy.

Sincerely yours,

M. J. Choi
Myung Jin Choi
Vice President,
Investment and Planning

GSP/dsl

1968 OCT - 1 10 31

COMMUNICATIONS
SECTION

KOREA DEVELOPMENT FINANCE CORPORATION

Twelfth Floor, The Cho Heung Bank Bldg.
14, Namdaemun-Ro 1-Ko, Chung-Ku
Seoul, Korea

Cable Address: KODEFINCO
Telephone: (23) 9 5 8 1-2

September 28, 1968

KDFC-IFC-99

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

Dear Mr. Diamond:

On behalf of President Kim, who is on his trip to the United States attending IMF-Banks Annual Meetings in Washington, I wish to thank you very much for sending us a copy of booklet entitled Management in Indian Industrial Enterprise, a speech text of Mr. G. I. Mehta, Chairman of the Board of ICI.

I read it with great enthusiasm and found it to be very much stimulating and enlightening text, dealing with, and penetrating into the central themes of management problems in the face of industrial development of a developing society. As you remarked, Mr. Mehta's views and observations are not merely directed to his country's experience and problems but also approximate the inherent problems of other developing societies including Korea.

The booklet will be a valuable addition to our library assets, and I wish to thank you again for furnishing us a copy.

Sincerely yours,

Myung Jin Choi
Vice President,
Investment and Planning

1968 OCT -7 PM 9:27

GSP/dal

COMMUNICATIONS
RECEIVED
OCT 11 1968

NATIONAL INVESTMENT BANK FOR INDUSTRIAL DEVELOPMENT S. A.

CABLE ADDRESS: "NATINVEST," - P. O. BOX 643 - 6, SOPHOCLEOUS STREET - ATHENS

Ref. No. 836

September 28, 1968

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

Dear Bill,

Referring to your letter of September 11, please accept my warmest thanks for letting me have a copy of Mr. Mahta's book, which should provide sufficient food for thought for myself and for NIBID's senior staff.

With best personal regards,

Yours sincerely,



George Gondicas
General Manager

RECEIVED
GENERAL FILES
COMMUNICATIONS

1968 OCT -1 AM 8:46

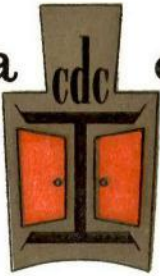
[Handwritten signature]

ADMINISTRATIVE REPORT

TO: DIRECTOR, NATIONAL INVESTMENT BANK FOR MODERNIZING DEVELOPMENT S.A.
FROM: [Illegible]

[Illegible text]

china development corporation



CABLE ADDRESS
CHIDEICO TAIPEI

September 27, 1968
File Ref. 57-E-0349

BS

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

Dear Mr. Shin :

We acknowledge with thanks the receipt of your letter addressed to our president Mr. Felix Chang dated September 20 and the enclosed papers, Techniques for Project Appraisal under Uncertainty and International Coffee Agreement, 1968 : Background and Analysis, which are very helpful and interesting to us.

Yours sincerely,

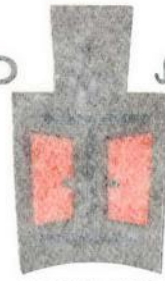
T. C. Pan
Executive Vice President

SEP 28 1968

COMMUNICATIONS
TELETYPE UNIT
RECEIVED

china development corporation

September 27, 1968
File Ref. 27-E-0349



CHIDEICO TAIPEI
CABLE ADDRESS

Handwritten initials or mark.

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

Dear Mr. Shin :

We acknowledge with thanks the receipt of your letter addressed to our president Mr. Felix Chang dated September 20 and the enclosed papers, Techniques for Project Appraisal under Uncertainty and International Coffee Agreement, 1968 : Background and Analysis, which are very helpful and interesting to us.

Yours sincerely,

T. C. Pan
Executive Vice President

1968 OCT - 2 AM 8:48

RECEIVED
GENERAL FILES
COMMUNICATIONS

Des. B. Prof. P.

THE LIBERIAN BANK FOR INDUSTRIAL DEVELOPMENT AND INVESTMENT

Telephone 21611

100 Broad Street
P. O. Box 547
Monrovia, Liberia

Cable - Devbank

September 27, 1968

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

Dear Mr. Shin:

As Mr McCann is out of the country I herewith acknowledge receipt of your letter of September 20, enclosing papers entitled Techniques for Project Appraisal under Uncertainty and International Coffee Agreement, 1968: Background and Analysis.

Yours very truly,

P. Clarence Parker, Jr.
P. Clarence Parker, Jr.
GENERAL MANAGER

1968 OCT -8 11:11 AM
COMMUNICATIONS
25

THE LIBERIAN BANK FOR INDUSTRIAL DEVELOPMENT AND INVESTMENT

Cable - Dovbank

100 Broad Street
P. O. Box 247
Monrovia, Liberia

Telephone 21611

September 27, 1968

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

Dear Mr. Shin:

As Mr. McCann is out of the country I herewith acknowledge receipt of your letter of September 20, enclosing papers entitled Techniques for Project Appraisal under Uncertainty and International Coffee Agreement, 1968: Background and Analysis.

Yours very truly,

Clarence Parker, Jr.
P. Clarence Parker, Jr.
GENERAL MANAGER

RECEIVED
GENERAL FILES
COMMUNICATIONS
1968 OCT -8 AM 11:43

Messrs. Garcia, Gustafson, Pollan, Powell,
Sekse

September 27, 1968

P. M. Mathew *PM*

Subprojects Reviewed by Development Finance Companies Department

Could you please send me by the close of business on
October 4 a statement (along the lines of my memorandum to Files
of November 9, 1967 on the same subject) showing the work re-
lating to subprojects undertaken by your division during the
quarter July 1 - September 30, 1968.

mbj

Des B - Inf P.

CORPORACION FINANCIERA DE CALDAS

TELEFONO:
CONMUTADOR 29 460

APTDO. AEREO 460
CABLES: "FINANCALDAS"

MANIZALES - CALDAS - COLOMBIA

27 de Septiembre de 1968

P - 03391

158
Señor
B. H. SHIN
DEVELOPMENT FINANCE COMPANIES
INTERNATIONAL FINANCE CORPORATION
1818 H. Street, N. W.,
Washington, D. C. 20433, U. S. A. -

Estimado señor Shin :

Me permito acusar a usted recibo de las copias de los estudios titulados "Techniques for Project Appraisal under Uncertainty" e "International Coffee Agreement, 1968: Background and Analysis", que fueron preparados por el Banco Mundial y los cuales recibí en la fecha. Sin lugar a dudas serán de gran interés para mi y para la Corporación .

Sin otro particular me suscribo de usted muy atentamente,


ROBERTO OCAMPO MEJIA
Presidente

RECEIVED

1968 OCT 1 11 11 AM

1968 OCT 1 11 11 AM

COMMUNICATIONS

1968 OCT 1 11 11 AM

RECEIVED
GENERAL FILES
COMMUNICATIONS

1968 OCT 1 11 11 AM

RECEIVED
GENERAL FILES
COMMUNICATIONS

1968 OCT 1 11 11 AM

1968 OCT -1 PM 8:46
RECEIVED
GENERAL FILES
COMMUNICATIONS

CORPORACION FINANCIERA NACIONAL

APARTADO AEREO 1039

CABLES: FINANCIERA

MEDELLIN-COLOMBIA

Medellín, Septiembre 26 de 1968

Señor
B. H. Shin
International Finance Corporation
1818 H Street, N.W.
Washington D. C. 20433

No. VP- 4402

Muy apreciado señor Shin:

Por medio de su atenta comunicación del 2 de agosto último, recibida en la fecha, llegaron a nuestro poder copias de cada uno de los memoranda descriptivos de varias compañías financieras de desarrollo vinculadas al grupo del Banco Mundial. -

Desde luego, estudiaremos con particular atención este material, que reviste gran interés para nosotros.

Mil gracias por este despacho.

Sin otro particular, nos repetimos como sus atentos servidores y amigos,

CRD/ead.

Carlos Restrepo Dumit
Carlos Restrepo Dumit,
Vicepresidente

RECEIVED
GENERAL FILES
COMMUNICATIONS
1968 OCT -1 PM 3:51

TO: SAC, NEW YORK

FROM: SAC, PHOENIX (44-1987) (P)

SUBJECT: MURKIN; RACIAL MATTERS

RE: PHOENIX TELETYPE TO NEW YORK, OCTOBER ONE LAST.

PHOENIX POLICE DEPARTMENT HAS ADVISED THAT IT HAS RECEIVED INFORMATION THAT AN INDIVIDUAL WHO IDENTIFIED HIMSELF AS A MEMBER OF THE BLACK PANTHER PARTY (BPP) CONTACTED A MEMBER OF THE PHOENIX POLICE DEPARTMENT AND REQUESTED ASSISTANCE IN OBTAINING A PASSPORT FOR TRAVEL TO ALGERIA.

PHOENIX POLICE DEPARTMENT IS ATTEMPTING TO LOCATE THIS INDIVIDUAL.

PHOENIX POLICE DEPARTMENT IS ATTEMPTING TO LOCATE THIS INDIVIDUAL.
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PHOENIX POLICE DEPARTMENT IS ATTEMPTING TO LOCATE THIS INDIVIDUAL.

PHOENIX POLICE DEPARTMENT IS ATTEMPTING TO LOCATE THIS INDIVIDUAL.

See copy

September 26, 1968

Dear Mr. Benkirane:



Thank you for your letter of September 16, 1968.

I note that you have no objection to our giving copies of the standard form of loan agreements in use by your company to third parties who have a bona fide interest in them.

With kind regards,

Sincerely yours,

P.M. Mathew
Deputy Director
Development Finance Companies

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

cc: Mr. Sekse

AK
BHS:er

10 11:10 AM SEP 26 1968

COMMUNICATIONS
SECTION

RECEIVED
GENERAL FILES
COMMUNICATIONS

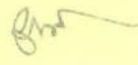
1968 SEP 27 AM 11:10

MR. [unclear]

CC: Mr. [unclear]

Director, [unclear]
[unclear] [unclear] [unclear]
[unclear] [unclear] [unclear]
[unclear] [unclear] [unclear]
[unclear] [unclear] [unclear]
[unclear] [unclear] [unclear]

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I hope [unclear] [unclear] [unclear] [unclear] [unclear] [unclear] [unclear] [unclear]

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[unclear] [unclear] [unclear] [unclear]

[unclear] [unclear] [unclear] [unclear]

בנק לפתוח התעשייה בישראל בערבון מוגבל
INDUSTRIAL DEVELOPMENT BANK OF ISRAEL LIMITED

113, ALLENBY ROAD
TEL - AVIV
TEL. 614771-6
P. O. B. 1462
TELEX 033-646
CABLE ADDRESS: MOSLETAAS

הכתבת החדשה: NEW ADDRESS:
תל-אביב, רח' אחד העם 9, מגדל שלום מאיר
TEL-AVIV, 9, AHAD HAAM ST., SHALOM MAYER TOWER
טל. 52666-75

רחוב אלנבי 113
תל-אביב
טל. 614771-6
ת.ד. 1462
טלקס 033-646
כתובת למברקים: מוסלתאס

בתשובה נא להזכיר:
Reference please note:

AN/GL/1/ 8508

26th September, 1968.

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

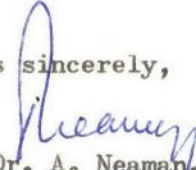
Dear Mr. Diamond,

Thank you for your letter dated August 12, 1968, enclosing a Table on "Comparative Operational Ratios of Development Finance Companies, 1967", which we have found most interesting and useful.

Thank you also for sending the booklet entitled "Management in Indian Industrial Enterprises", under cover of your letter dated September 11, 1968, which we have also found most stimulating.

With best personal regards,

Yours sincerely,


Dr. A. Neaman
Managing Director.

848 8:48 AM 5-130888

COMMUNICATIONS
SECTION
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INDUSTRIAL DEVELOPMENT BANK OF ISRAEL LIMITED
 לְבַנְיַן הַתְּעוּסָה הַיִּשְׂרָאֵלִי מְצֻיָּב מְצֻיָּב

113, ALLENBY ROAD
 TEL - AVIV
 TEL 61471-6
 P. O. B. 1462
 TEL EX 033-646 0770
 WASHINGTON D.C. 20433 U.S.A.

NEW ADDRESS: 113 ALLENBY ROAD
 TEL - AVIV 61471-6
 P. O. B. 1462
 TEL EX 033-646 0770
 WASHINGTON D.C. 20433 U.S.A.

113, ALLENBY ROAD
 TEL - AVIV
 TEL 61471-6
 P. O. B. 1462
 TEL EX 033-646
 CABLE ADDRESS: MDSLETAAS

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 Reference please note

26th September, 1968.

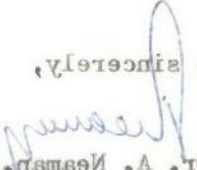
Mr. William Diamond,
 Director,
 Development Finance Companies,
 International Finance Corporation,
 1818 H Street, N.W.,
 WASHINGTON D.C. 20433 U.S.A.

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Thank you also for sending the booklet entitled "Management in Indian Industrial Enterprises", under cover of your letter dated September 11, 1968, which we have also found most stimulating.

With best personal regards,

Yours sincerely,

 Dr. A. Neeman,
 Managing Director.

1968 OCT - 2 AM 8:48
 RECEIVED
 GENERAL FILES
 COMMUNICATIONS

Sw B - Inf P.

DEVELOPMENT FINANCE CORPORATION OF CEYLON

3RD FLOOR, HEMAS BUILDING, YORK STREET,

Telephones ~~28674, 28675~~
28674, 28675

P. O. BOX 1397, COLOMBO.

Telegrams "DELCEY" Colombo

26th September, 1968.

Our Ref: LIB/GEN

BS
~~Mr. B.H. Shin,
Development Finance Companies,
International Finance Corporation,
Washington D.C. 20433,
U. S. A.~~

Dear Mr. Shin,

Thank you for your letter dated August 2, 1968, enclosing a copy each of the descriptive memoranda on the development finance companies you have thus far put into final form.

The contents of the second paragraph of your letter have been noted.

Yours sincerely,

E.A. Weerasinghe
E.A. Weerasinghe,
GENERAL MANAGER.

SG.

BY AIR MAIL

AERODROME
AIR LETTER
PAR VAIOM

Development Finance Companies,
International Finance Corporation,
Washington D.C. 20433,
U.S.A.

1328021-1 6 1100

Form approved by the Postmaster-General.
ENCLOSURE: IF IT DOES IT WILL BE RECHARGED
AN AIR LETTER SHOULD NOT CONTAIN ANY
OR SENT BY ORDINARY MAIL.

BY AIR MAIL

PAR AVION
AIR LETTER
AEROGRAMME



Mr. B.H. Shin,
Development Finance Companies,
International Finance Corporation,
1846 H Street, N.W.,
Washington D.C. 20433,
U. S. A.

← Second fold here →

Sender's name and address: Development Finance Corporation of Ceylon
P. O. Box No. 1397
Colombo.

AN AIR LETTER SHOULD NOT CONTAIN ANY
ENCLOSURE; IF IT DOES IT WILL BE SURCHARGED
OR SENT BY ORDINARY MAIL.

Form approved by the Postmaster-General

enclosure a cover First fold here

Thank you for your letter dated August 5, 1968.

Dear Mr. Shin,

U. S. A.
Washington D.C. 20433
International Finance Corporation,
Development Finance Companies,
Mr. B.H. Shin

Our Ref: DIB/GEN

Sept September, 1968.

Telephone: 886-1111

P. O. Box 1397, Colombo.
3rd Floor, Hevils Building, York Street

Telefax: "DIRECTY", Colombo

DEVELOPMENT FINANCE CORPORATION OF CEYLON

BANDESCO

BANCO DEL DESARROLLO ECONOMICO ESPAÑOL

EL DIRECTOR GENERAL

JOSE MARIA MARZO CHURRUCA

Madrid, 26th September 1968

Mr. B.H. Shin *BS*
International Finance Corporation
1818 H. Street, N.W.
WASHINGTON, D.C. 20433

Dear Mr. Shin,

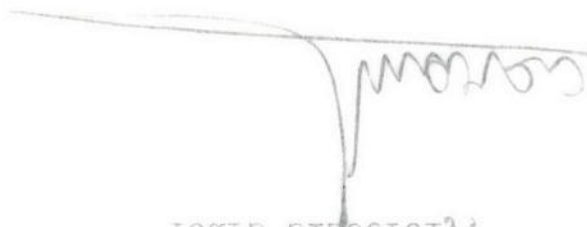
✓ I thank you very much for your letter of the 20th inst. and for the papers enclosed that you have been so kind to send me.

Yours sincerely,

marzo

1968 SEP 30 AM 8:23
COMMUNICATIONS
BANK OF SPAIN

RECEIVED
GENERAL FILES
COMMUNICATIONS
1968 SEP 30 AM 8:53



YOLLA SINCERELY,

been so kind to send me.
So far that and for the papers enclosed that you please
I thank you very much for your letter of the

Dear Mr. Smith,

WASHINGTON, D.C. 20033
1818 H. Street, N.W.
INTERNATIONAL FINANCE CORPORATION
Mr. B.H. Smith

Madriz, seth september 1968



FINANCIERA-VALLE

CORPORACION FINANCIERA DEL VALLE

Cali, Septiembre 25 de 1968

09561

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

Apreciado Dr. Diamond :

Acuso recibo de su atenta carta de Septiembre 11 del presente -
año, de la que retiré el libro " Management in Indian Industrial
Enterprises ", escrito por el Sr. G.L. Mehta. ✓

Agradezco a usted el envío de este libro, cuyo contenido toca -
con aspectos conectados muy directamente con los problemas de
gerencia que frecuentemente encontramos en nuestra área.

Espero tener el placer de poder verlo personalmente en la próxi-
ma semana, y hasta tanto reciba un atento saludo personal.

Cordialmente .,

CORPORACION FINANCIERA DEL VALLE

Benjamín Martínez Moriones
Presidente

1968 25 30 UN 10: 38

RECEIVED
GENERAL FILES
COMMUNICATIONS
1968 SEP 28 AM 10:39

Presidencia
Honorable Matilde Morfones

[Handwritten signature]

COOPERACION FINANCIERA DEL AVITE

Señor Presidente **

Una vez más, a través de este medio, me dirijo a usted para expresarle mi agradecimiento por haberse ocupado de hacer llegar a la Presidencia de la República los documentos que me ha remitido.

Los documentos que me ha remitido me han sido de gran utilidad y me han permitido tener un conocimiento más detallado de la situación de la economía de este país, sobre todo en lo que respecta a la actividad industrial y comercial.

En consecuencia, me dirijo a usted para agradecerle de nuevo la atención que me ha prestado y la información que me ha suministrado. Asimismo, espero que en el futuro podamos tener una mayor colaboración en el desarrollo de la actividad económica de este país.

Atentamente,
Dr. Disimón:

Dr. Disimón
Ministerio de Economía y Finanzas
Dirección General de Asesoría Económica
Dr. Disimón
Mr. William Disimón

San José, Costa Rica, 28 de Septiembre de 1968

00201



COOPERACION FINANCIERA DEL AVITE

COOPERACION FINANCIERA DEL AVITE

DEVELOPMENT FINANCE CORPORATION OF CEYLON

3RD FLOOR, HEMAS BUILDING, YORK STREET,

Telephones 78674, 78675

P. O. BOX 1397, COLOMBO

Telegrams "DELCEY" Colombo

25th September 1968.

Our Ref: LIB/GEN

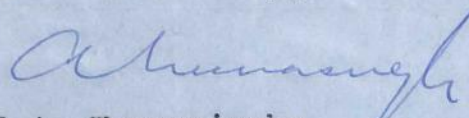
Dear Mr. Diamond,

Thank you for your letter of 11th instant enclosing a booklet entitled "Management in Indian Industrial Enterprises" by Mr. G.L. Mehta, which will make a useful addition to our Library.

Your observations in the second paragraph of your letter are noted.

With best personal regards,

Yours sincerely,


L.A. Weerasinghe,
GENERAL MANAGER.

SG.

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

1968 SEP 30 PM 5:11

COMMUNICATIONS

DEVELOPMENT FINANCE CORPORATION OF CEYLON

3RD FLOOR, HERAS BUILDING, YORK STREET,

Telephone "DECEY" Colombo

P. O. Box 1397, Colombo

Telephone 7874, 7875

25th September 1968.

Our Ref: LINDEN

Dear Mr. Diamond,

Thank you for your letter of 11th instant enclosing a booklet entitled "Management in Indian Industrial Enterprises" by Mr. G.L. Venka, which will make a useful addition to our library.

Your observations in the second paragraph of your letter are noted.

With best personal regards,

Yours sincerely,

[Handwritten signature]

L.A. Weerasinghe,
GENERAL MANAGER.

26.

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

1968 SEP 30 PM 2:47

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REGISTERED
MAIL NUMBER 05578

THE INDUSTRIAL FINANCE CORPORATION OF THAILAND

101 NARET ROAD, BANGKOK 5, THAILAND.

CABLE: "IFCTHAI" BANGKOK

No. A. 2360/2511

September 25, 1968

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

Dear Mr. Shin:

We thank you for your letter of September 20, enclosing two papers entitled "Techniques for Project Appraisal under Uncertainty" and "International Coffee Agreement" for internal use of IFCT staff members.

The above are found of interest and of great value to us.

Yours sincerely,

P. Prabhailakshana
Asst. General Manager

PP:vc:ps

1968 SEP 30 PM 1:23

COMMUNICATIONS
SECTION
RECEIVED



REGISTERED
MAIL NUMBER 02278

THE INDUSTRIAL FINANCE CORPORATION OF THAILAND

101 NARAI ROAD, BANGKOK 5, THAILAND.

CABLE: "IRCTHAI" BANGKOK

September 25, 1968

No. A. 2360/2511

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

Dear Mr. Shin:

We thank you for your letter of September 20, enclosing two papers entitled "Techniques for Project Appraisal under Uncertainty" and "International Coffee Agreement" for internal use of IRCT staff members.

The above are found of interest and of great value to us.

Yours sincerely,

P. Prabhakrishna
Asst. General Manager

PP:vc:ps

1968 SEP 30 PM 1:53

RECEIVED
COMMUNICATIONS
DIVISION

Dr. P. D. P.

NIGERIAN INDUSTRIAL DEVELOPMENT BANK LIMITED

DIRECTORS:

MALLAM AHMADU COOMASSIE (Chairman)
MATTHEW AJAYI ADEJORO
PHILIP CHIEDO ASIODU
WILLIAM DUNCAN
DR. ALI AKBAR KHOSROPUR
DOUGLAS FOAKES FAIRBAIRN
WOLFGANG JAHN
JOHN LYONS
ALHAJI SHEHU MALAMI
EDWARD CONOR MCNESTRY
JOHN CHUKWUMA AGUDOSI OKWESA
JAMES TOILLION



M. & K. HOUSE
96/102 BROAD STREET
LAGOS
P. O. BOX 2357

TELEPHONE: 27181-27186 (6 LINES)
TELEGRAMS: NIDBANK LAGOS

DATE 25th September, 1968.

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

Dear Mr. Shin,

Thank you for your letter of 20th September ✓
addressed to Mr. Daniyan and for the two papers - Techniques
for Project Appraisal under Uncertainty and Background and
Analysis for International Coffee Agreement 1968 - prepared by
the staff of the World Bank. We shall use them only for internal
use as requested.

Yours faithfully,
for NIGERIAN INDUSTRIAL DEVELOPMENT BANK LTD.

Dankaro
D. DANKARO
Assistant General Manager
(Operations)

DD/AAO.

Stamp: 201 30 18 20 50

NIGERIAN INDUSTRIAL DEVELOPMENT BANK LIMITED

M-K HOUSE
98/102 BROAD STREET
LAGOS
P. O. BOX 252



DATE: _____
TO: _____
FROM: _____
SUBJECT: _____
REFERENCE: _____

Dear Sir,
I have the pleasure to inform you that your application for a loan of N100,000.00 under the Industrial Development Bank of Nigeria (IDB) has been approved by the Board of Directors on the 28th day of August 1968.

The loan is to be repaid over a period of 5 years commencing from the date of completion of the project. The interest rate is 12% per annum. The loan is to be used for the purchase of raw materials and for the payment of wages and salaries.

Yours faithfully,
The Director, Nigerian Industrial Development Bank Ltd.

(Signature)
DIRECTOR
NIGERIAN INDUSTRIAL DEVELOPMENT BANK LTD.

RECEIVED
COMMUNICATIONS
1968 SEP 30 PM 3:26



FINANCIERA-VALLE

CORPORACION FINANCIERA DEL VALLE

Cali, Septiembre 25 de 1968

09564

18
Mr. B. H. Shin
Development Finance Companies
International Finance Corporation
1818 H Street N. W.
Washington, D. C. 20433
U. S. A.

Apreciado Mr. Shin :

Acuso recibo de su atenta carta de Septiembre 20, y del envío de los libretos titulados " Techniques for Project Appraisal under - Uncertainty " y " International Coffee Agreement, 1968 : Background and Analysis " .-

Agradezco a usted el envío de estos dos libretos, que son de un gran interés para nosotros por los tópicos que tratan. De acuerdo con sus instrucciones, ellos serán utilizados únicamente por nuestros ejecutivos. -

Con un atento saludo, me es grato repetirme,

Atentamente .,

CORPORACION FINANCIERA DEL VALLE


Benjamín Martínez Moriones
Presidente



00264

Call, Septiembre 25 de 1968

18

Mr. R. L. Smith
Development Finance Corporation
International Finance Corporation
1818 H Street N. W.
Washington, D. C. 20433
U. S. A.

Atendido Mr. Smith :

A cargo recibo de su atenta carta de Septiembre 20, y del envío de los listados titulados "Techniques for Project Appraisal under Uncertainty" y "International Collies Agreement, 1968; Back-ground and Analysis".

Agradecemos a usted el envío de estos dos listados, que son de gran interés para nosotros por los tópicos que tratan. De acuerdo con sus instrucciones, ellos serán utilizados únicamente por nuestros ejecutivos.

Con un atento saludo, me es grato repetirle,

Atentamente,

CORPORACION FINANCIERA DEL VALLE

[Handwritten signature]
Rogelio Martínez Méndez
Presidente

1968 SEP 28 AM 10:39

COMMUNICATIONS
RECEIVED

Z. HUQ
MANAGING DIRECTOR

Sw. B - Inf. P.

INDUSTRIAL DEVELOPMENT BANK
OF PAKISTAN
KANDAWALA BUILDING
P. B. No. 7300

D. O. No. MD(57)/68/407

KARACHI-3 Sept. 24, 1968

Dear *Mr Diamond,*

Many thanks for sending me a copy of a booklet entitled 'Management in Indian Industrial Enterprises' by Mr. G.L. Mehta, with your letter of September 17, 1968.

I have found the lectures very thought-provoking and stimulating. I shall be grateful if you will send me such useful literature in future also.

Kind regards,

Yours sincerely,



(Z. HUQ)

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

1968 SEP 30 AM 8:25

P.S. I am looking forward to meeting you when you visit Pakistan next.



✓

When you visit Pakistan next
I shall be glad to meet you

1968 SEP 30 AM 8:52

U. S. V.
Washington D.C. 20033
1818 H Street, N.W.
INTERNATIONAL FINANCE CORPORATION
DEVELOPMENT FINANCE COMPANIES
Director
Mr. WILLIAM DIAMOND

(S. HUB)



Yours sincerely,

Kind regards,

useful literature in future also.
be grateful if you will send me such
thought-provoking and stimulating. I shall

I have found the lectures very

September 17, 1968.

Mr. C. L. Mehta, with your letter of
in Indian Industrial Enterprises, by
copy of a booklet entitled 'Management

Many thanks for sending me a

Dear Mr. Diamond

D. O. No. MD(24)\88\404

КВКВЧН-3 2697 57 100 8

MANAGING DIRECTOR
S. HUB

L. B. No. 1300
KINDYAVLY BULGINS
OF PAKISTAN
INDUSTRIAL DEVELOPMENT BANK

Handwritten notes at the bottom right.

Dev. B. - D. P.
24. 9. 1968
RABAT, LE

البنك الوطني للائتماء الاقتصادي
BNDF
BANQUE NATIONALE POUR LE
DEVELOPPEMENT ECONOMIQUE

CAPITAL 30 MILLIONS DE DIRHAMS
BOITE POSTALE 407 - RABAT - TEL. 264.41.42
& 43 ADRESSE TELEGRAPHIQUE BADEMAROC

DG/HL n° 416

DIRECTION GÉNÉRALE

Monsieur B. H. SHIN
Development Finance Companies
International Finance Corporation
Washington D. C.

Cher Monsieur SHIN,

J'ai l'honneur d'accuser réception des deux études intitulées
"Techniques for Project Appraisal under Uncertainty" et "International
Coffee Agreement, 1968 : Background and Analysis" que vous avez bien
voulu m'adresser par votre lettre en date du 20 septembre 1968.

Je vous en remercie, et vous prie d'agréer, Cher Monsieur
SHIN, l'expression de mes sentiments les plus distingués. -

Le Directeur Général


Mohamed BENKIRANE

RECEIVED
GENERAL FILES
COMMUNICATIONS

1968 SEP 30 AM 8:52

TO: DIRECTOR, FBI
FROM: SAC, NEW YORK
SUBJECT: [Illegible]

RE: [Illegible]

NEW YORK 100-100000

SEP 29 1968
FBI - NEW YORK

100-100000-1000
100-100000-1000
100-100000-1000

Sec. B - J.P.



THE INDUSTRIAL FINANCE CORPORATION OF THAILAND *x-ref:*

101 NARET ROAD, BANGKOK 5, THAILAND.

CABLE: "IFCTHAI" BANGKOK

REGISTERED
MAIL NUMBER *0695 Thailand*

No. A. 2343/2511

September 23, 1968

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

Dear Mr. Diamond: ✓

We thank you for your letter of September 11, enclosing a booklet entitled "Management in Indian Industrial Enterprises". ✓

The above will of course be of interest and value to us in whatever way applicable.

With kind regards,

Yours sincerely,

P. Prabhailakshana
Asst. General Manager

1228 266 51 11:10:21

COMMUNICATIONS
SECTION

PP:vc:ps



THE INDUSTRIAL FINANCE CORPORATION OF THAILAND

101 NARAI ROAD, BANGKOK 5, THAILAND.

CABLE: "IFCTHAI" BANGKOK

REGISTERED
MAIL NUMBER 0007 Bangkok

September 23, 1968

No. A. 2343/2511

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

Dear Mr. Diamond:

We thank you for your letter of September 11, enclosing a booklet entitled "Management in Indian Industrial Enterprises".

The above will of course be of interest and value to us in whatever way applicable.

With kind regards,

Yours sincerely,

P. Prabhakarshana
Asst. General Manager

1968 SEP 27 AM 10:51

COMMUNICATIONS
RECEIVED

BP:vc:ps

Sec. 1-2-7 P.

CORPORACION FINANCIERA COLOMBIANA
BOGOTA-COLOMBIA

CARRERA 10ª N° 14 33 10º PISO
CONMUTADOR 343-060 TELEX 044769

CABLES "COFINANCIERA"
APARTADO AEREO 11843

DESPACHO DEL PRESIDENTE

445

Bogotá, D.E., September 23, 1968

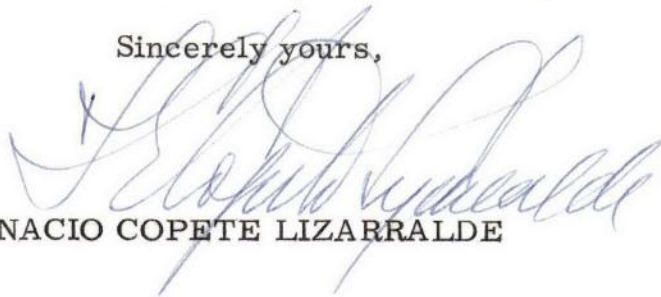
Mr. WILLIAM DIAMOND
Director
Development Finance Companies
International Finance Corporation
1818 H Street, N.W.,
Washington, D.C. 20433

Dear Bill :

I acknowledge receipt of the booklet
entitled "Management in Indian Industrial Enterprises"
prepared by Mr. G. L. Mehta, which you kindly sent
me. It is certainly a very interesting document and I
am sure it will be most useful to us.

With best personal regards, I remain,

Sincerely yours,



IGNACIO COPETE LIZARRALDE

copete lizarralde

RECEIVED
GENERAL FILES
COMMUNICATIONS

1968 SEP 27 AM 9:15

SECRETARIO GENERAL DE LA UNIÓN
COMUNICACIONES

SECRETARIO GENERAL DE LA UNIÓN

SECRETARIO GENERAL DE LA UNIÓN

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SECRETARIO GENERAL DE LA UNIÓN

SECRETARIO GENERAL DE LA UNIÓN

BRANCHES

Asmara, Gore, Jimma, Yirgalem,
Nazareth.
Representatives & Mobile Units
Wollo, Tigre, Begemider, Gojjam,
Wollega, Gemugoffa, Balle, Arussi,
Harrar.

የኢትዮጵያ ፡ የልማት ፡ ባንክ ።
DEVELOPMENT BANK OF ETHIOPIA

(Head Office Shoa)
ADDIS ABABA
ETHIOPIA

Ras Desta Damtew Avenue
P. O. Box 1900
Telephone : 48140-41-42
Telegram : DEVBANK

MAN/64/68

September 23, 1968

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

Dear Mr. Diamond,

Many thanks for your letter of the 11th September enclosing Mr. G. L. Mehta's booklet: "Management in Indian Industrial Enterprises" which I look forward to reading. Papers on similar subject matters from such personalities of wider experience like Mr. Mehta would certainly be of use to us.

I am sure I can always count on your advice and guidance and it shall be a source of pleasure for me to avail of every possible opportunity to contact you.

With warm personal regards,

Yours sincerely,


Mulugeta Gebrewold
Acting Managing Director

MGW/aws

1968 SEP 30 AM 8:22

COMMUNICATIONS
SECTION

Kas Desta Damlew Avenue
P. O. Box 1900
Telephone : 48140-41-42
Telegram : DEVBANK

ገንዘብ ልማት ባንክ
DEVELOPMENT BANK OF ETHIOPIA
(Head Office Shop)
ADDIS ABABA
ETHIOPIA

BRANCHES
Asmara, Gore, Jimma, Yirgalem,
Naxareth,
Representatives & Mobile Units
Wollo, Tigré, Begemider, Gollam,
Wollega, Gombogolla, Balie, Arusi,
Harar.

September 23, 1968

MAN/64/68

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


Dear Mr. Diamond,

Many thanks for your letter of the 11th September enclosing
Mr. G. L. Mehta's booklet "Management in Indian Industrial Enterprises"
which I look forward to reading. Papers on similar subject matters
from such personalities of wide experience like Mr. Mehta would
certainly be of use to us.

I am sure I can always count on your advice and guidance
and it shall be a source of pleasure for me to avail of every
possible opportunity to contact you.

With warm personal regards,

Yours sincerely,


Mulgeta Gebrewole
Acting Managing Director

MGM/aw

1968 SEP 30 AM 8:55

RECEIVED
COMMUNICATIONS
SECTION

CORPORACION FINANCIERA DEL NORTE

BARRANQUILLA - COLOMBIA

PRESIDENCIA

P-277.

Septiembre 23 de 1.968

Señor *BS*
B. H. Shin
Compañías Financieras de Desarrollo
Corporación Financiera Internacional
1818 H Street, N.W.
Washington, D.C. 20433

Estimado señor Shin:

Tengo el gusto de acusar recibo de su comunicación del 20 de Septiembre con la cual recibí copia de cada uno de los folletos intitulados "Techniques for Project Appraisal under Uncertainty" de - Agosto 21, 1968 (EC-164) e "International Coffee Agreement, 1968: Background and Analysis" de Agosto 1968 (EC-165), preparados - para el staff del Banco Mundial. ✓

Quiero aprovechar la presente para expresarle mis agradecimientos por el envío de este interesante trabajo.

Sin particulares para más, me suscribo muy atentamente,


Alvaro Jaramillo Vengoechea
Presidente

gca.

1968 SEP 23 11:00

RECEIVED
GENERAL FILES
COMMUNICATIONS

1968 SEP 26 AM 11:00

SECRET

UNITED STATES DEPARTMENT OF JUSTICE

[Handwritten signature]

[Faint, mostly illegible typed text]

[Faint, mostly illegible typed text]

SEP 26 1968

SECRET

UNITED STATES DEPARTMENT OF JUSTICE

TÜRKİYE SINAİ KALKINMA BANKASI A.Ş.
(INDUSTRIAL DEVELOPMENT BANK OF TURKEY)

23459

P. O. Box : 17 Karaköy,
İstanbul, Turkey

Cable Address :
KALKINMABANK, İstanbul

September 23, 1968

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

Dear Mr. Shin:

Thank you for your letter of September 20, 1968
to Mr. Egeli and the enclosed copies of "Techniques for
Project Appraisal under Uncertainty" and "International
Coffee Agreement, 1968".

Please be assured that these papers will be used
only by the staff within our organization.

Yours sincerely,

TÜRKİYE SINAİ KALKINMA BANKASI A.Ş.

84:8. M. 32. 10000

RECEIVED
GENERAL FILES
COMMUNICATIONS
1968 SEP 26 AM 8:48

2
T-10
TÜRKİYE İŞİTİM KURUMU BANKASI A.Ş.
DOLLA BİNGÖLÜĞÜ

buğa rā āre ārīkē mātūn olī. olkēntkērtōn.
Būzās re nēzīlēg tūr. tūrē sēbēn mātū re nēzī
sōrtē vīlēntēn' 1968.
Bōlōcā vīlēntēn' mātū nōcērtērtā, mātū "mīlēntōnēn'
sō mī. tūrēn' mātū nōcērtēn' sōrtēn' ol' "tūrēntōnēn' tōr.
mātūn' tōr. tōr. tūrēn' ol' tūrēntōnēn' sō' 1968

Dear Mr. Smith:

U. S. of America
Washington, D. C. 20433
1318 N. Street, N. W.
International Finance Corporation
Delegation Finance Committee
P. O. Box 1100

September 23, 1968

İstanbul Şubesi
5. Ç. B. No: 11000

Genel Müdürlük (İstanbul)
5. Ç. B. No: 11000

(INDUSTRIAL DEVELOPMENT BANK OF TURKEY)
TÜRKİYE İŞİTİM KURUMU BANKASI A.Ş.

23/28

sw B 9/ P.
TELEPHONE 26371/5
TELEGRAMS "MALINDEV"
KUALA LUMPUR
CODE BENTLEY'S SECOND

شركة تمويل التنمية الصناعية
ماليزيا

Malaysian Industrial Development Finance Berhad
(Incorporated In The States of Malaya)

OUR REF: F-1 Vol.II

YOUR REF:

Mr. B.H. Shin, ^{BH}
Development Finance Companies,
International Finance Corporation,
1818 H Street, N.W.
WASHINGTON, D.C.

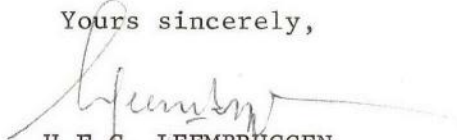
Dear Mr. Shin,

I acknowledge with thanks receipt of your letter of August 2, 1968 enclosing one copy each of the descriptive memoranda on the development finance companies as listed in your letter.

I look forward to receiving the rest of the companies as soon as they are finalised.

With kind regards,

Yours sincerely,


H.F.G. LEEMBRUGGEN
Acting General Manager

1968 SEP 25 AM 8:18

COMMUNICATIONS
1968 SEP 25
RECEIVED



BANGUNAN MIDF
117 JALAN AMPANG
KUALA LUMPUR
P. O. BOX 2110

DATE: September 21, 1968.

TELEPHONE 263712
TELEGRAMS "MALINDIV"
KUALA LUMPUR
CODE BENTLEY'S SECOND



BANGUNAN MIDE
117 JALAN AMPANG
KUALA LUMPUR
P. O. BOX 2110

DATE: September 21, 1968.

بنك المال الإسلامية للتنمية الاقتصادية
Malaysian Industrial Development Finance Berhad

(Incorporated in The States of Malay)

OUR REF: F-1 Vol. II
YOUR REF:

Mr. B.H. Shin
Development Finance Companies,
International Finance Corporation,
1818 H Street, N.W.
WASHINGTON, D.C.

Dear Mr. Shin,

I acknowledge with thanks receipt of your letter of August 2, 1968, enclosing one copy each of the descriptive memoranda on the development finance companies as listed in your letter.

I look forward to receiving the rest of the companies as soon as they are finalised.

With kind regards,

Yours sincerely,


H.F.C. LEMBRUGGEN
Acting General Manager

1968 SEP 26 AM 8:48

RECEIVED
GENERALISTS
COMMUNICATIONS

BANDESCO

BANCO DEL DESARROLLO ECONOMICO ESPAÑOL

EL DIRECTOR GENERAL

JOSE MARIA MARZO CHURRUCA

Madrid, 21st. September 1968

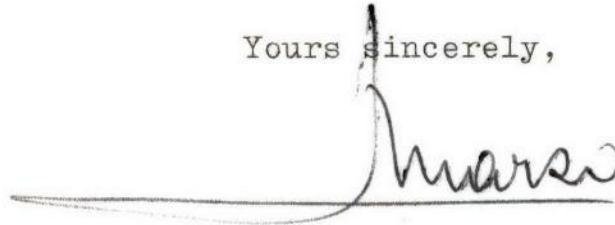
Mr. William Diamond
Director
Development Finance Companies
International Finance Corporation
1818 H. Street, N.W.
WASHINGTON, D.C. 20433

Dear Mr. Diamond,

✓ Thank you very much for your letter of September 11th and for the booklet entitled Management in Indian Industrial Enterprises that you have been so kind to send me.

Looking very much forward to seeing you soon,
I remain,

Yours sincerely,

A handwritten signature in dark ink, appearing to read 'Marzo', is written over a horizontal line. The signature is fluid and cursive.

12082EB St BW 1:53

COMMUNICATIONS
RECEIVED
SEP 25 1968

RECEIVED
GENERAL FILES
COMMUNICATIONS

1968 SEP 24 PM 1:23


JOSE MARIA AZNAR

I remain,

looking very much forward to seeing you soon,

me.

Incidentally enterprises that you have been so kind to send
it to and for the booklet entitled Management in Industry
Thank you very much for your letter of September

Dear Mr. Diamond,

WASHINGTON, D.C. 20033
1318 H. Street, N.W.
INTERNATIONAL FINANCE CORPORATION
DEVELOPMENT FINANCE COMPANY
Director
Mr. WILLIAM DIAMOND

Mailed: Sat. September 1968

EL DIRECTOR GENERAL

JOSE MARIA AZNAR

BANCO DEL DESARROLLO ECONOMICO ESPAÑOL

BANDESCO

2028 Dry P.

BANQUE IVOIRIENNE DE DÉVELOPPEMENT INDUSTRIEL

Société Anonyme au Capital de 700 millions de francs C.F.A.

Mr. Diamond

DIRECTION GÉNÉRALE

ADRESSE TÉLÉG. : BIDIBANK
TÉLÉPHONE : 286-48 286-16

Abidjan, le **20 SEP. 1968**
B.P. N° 4470

GR/AG **1775**

Mr. William DIAMOND

Director
Development Finance Companies
International Finance Corporation
1 818 H Street N. W.

WASHINGTON DC 20 433

Dear Mister Diamond,

Thank you very much for your letters of August 12 and September 11. I shall study the enclosures you have send me and hope I can discuss them with you personally while I am in Wahington for the World Bank Meeting this year.

Looking forward meeting you soon I am with
best regards,

Sincerely yours,

G. Rohnfelder

G. ROHNFELDER

1888 26 St 6W 1:52

1888 26 St 6W 1:52

RECEIVED
GENERAL FILES
COMMUNICATIONS

1968 SEP 24 PM 1:25

C. KONIGLEFDER

Sincerely yours,

Best regards,

Looking forward meeting you soon I am with

Washington for the World Bank Meeting this year.

and hope I can discuss them with you personally while I am in

12 and September 11. I shall study the enclosures you have sent me

Thank you very much for your letters of August

Best wishes Diamond,

WASHINGTON DC 20543

1818 H Street N.W.
International Finance Corporation
Development Finance Companies
Director

MR. WILLIAM DIAMOND

№ 10 4320

Arbitral

30 SEP 1968

CEVAE 1338

TELEPHONE : 389-48 380-10

ADRESSE TELE : VIDIVNIK

DIRECTION GENERALE

Société Anonyme au Capital de 100 millions de francs C.F.A.

BAIÖÖE ILOIBIENNE DE DÉLEGOÛREMEIÖ IÖDÜÖTÖIEÖ

Dev. B. Inf. P.

BRANCHES
Asmara, Gore, Jimma, Yirgalem,
Nazareth.
Representatives & Mobile Units
Wollo, Tigre, Begemider, Gojjam,
Wollega, Gemugoffa, Balle, Arussi,
Harrar.

የኢትዮጵያ ፡ የልማት ፡ ባንክ ።
DEVELOPMENT BANK OF ETHIOPIA
(Head Office Shoa)
ADDIS ABABA
ETHIOPIA

Ras Desta Damtew Avenue
P. O. Box 1900
Telephone : 48140-41-42
Telegram : DEVBANK

MAN/61/68

September 20, 1968

Dear Mr. Diamond,

Re: Development Banks Operational Ratios

Many thanks for your letter of the 12th instant, ^{August} addressed to my predecessor, enclosing a Table showing the comparative operational ratios of 24 Development Banks, associated with the World Bank Group, in 1967.

I am grateful also for your letter of July 1st. enclosing a Table of Ratios for the Development Bank of Ethiopia, which has been studied and found extremely useful. I have no objection to your circulating it to the other members of the "family".

With kindest regards,

Yours sincerely,

M. Gebrewold
Mulugeta Gebrewold
Acting Managing Director

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

PCM/yd

1968 SEP 22 UN 8: 18
COMMUNICATIONS

am Oct 3/68

Res-Desta Dantew Avenue
P. O. Box 1900
Telephone : 48140-41-42
Telegram : DEVBANK

ገንዘብ ልማት ባንክ የኢትዮጵያ
DEVELOPMENT BANK OF ETHIOPIA
(Head Office Shoa)
ADDIS ABABA
ETHIOPIA

BRANCHES
Amara, Gore, Jimma, Yirgalem,
Naxareto.
Representatives & Mobile Units
Wollo, Tigré, Begemider, Gollam,
Wollega, Gemugolla, Halle, Arusi,
Harar.

September 20, 1968

MAN/61/68

Dear Mr. Diamond,

Re: Development Banks Operational Ratios

Many thanks for your letter of the 15th instant, addressed to my predecessor, enclosing a Table showing the comparative operational ratios of 24 Development Banks, associated with the World Bank Group, in 1967.

I am grateful also for your letter of July last, enclosing a Table of Ratios for the Development Bank of Ethiopia, which has been studied and found extremely useful. I have no objection to your circulating it to the other members of the "family".

With kindest regards,

Yours sincerely,

Mulata Gebrewold
Acting Managing Director

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

FCM/yd

1968 SEP 25 AM 8:48

COMMUNICATIONS

September 20, 1968

(Salutation):

I take the liberty of enclosing one copy each of the two papers entitled Techniques for Project Appraisal under Uncertainty, August 21, 1968 (EC - 164) and International Coffee Agreement, 1968: Background and Analysis, August 1968 (EC - 165), both prepared by the staff of the World Bank. I hope that you will find them of interest.

These papers are made available for internal use of staff members within your organization and their findings should not be published or attributed to the World Bank and its affiliated organizations.

Yours sincerely,


B. H. Shin
Development Finance Companies

Enclosures

(Inside Address)

cc: Division Chief (with a copy of the Report EC - 164)

BHShin:er

Mr. Shin's List

Dear Dr. Copete:

Dr. Ignacio Copete Lizarralde
President
Corporacion Financiera Colombiana
Edificio Banco de Bogota
Carrera 10, Bogota
Colombia

Dear Dr. Ocampo:

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

Dear Dr. Gutierrez Gomez:

Dr. Jose Gutierrez Gomez
President
Corporacion Financiera Nacional
Apartado Aereo 1039
Medellin, Colombia *Oct 29, 1968*

Dear Mr. Lassila:

Mr. Jaakko Lassila
General Manager
Teollistamäärästo Oy - Industrialization
Fund of Finland Ltd.
Lomrotinkatu 13, V krs.
Helsinki, Finland

Dear Mr. Parekh:

Mr. H. T. Parekh:
Deputy Chairman and Managing
Director
The Industrial Credit and Investment
Corperation of India Limited
163 Backbay Reclamation
Bombay 1, India

Dear Mr. Egeli:

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

Dear Mr. Gendikas:

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

Dear Mr. Chang:

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

Dear Mr. Daniyan:

Mr. Silas, B. Daniyan
General Manager
Nigerian Industrial Development Bank
Limited
M & K House
96/102 Broad Street
Lagos, Nigeria

Dear Mr. Rohmfelder:

Mr. Gerhard Rohmfelder
Managing Director
Banque Ivoirienne de Developpement
Industriel
Boite Postale 4470
Abidjan, Ivory Coast

Dear Mr. Kheradjou:

Mr. A. Gasem Kheradjou
Managing Director
Industrial and Mining Development Bank
of Iran
133 Shiraz Street
Tehran, Iran

ack Oct 16, 1968

Dear Ato Mulugeta:

Ato Mulugeta Gebrewold
Acting Managing Director
Development Bank of Ethiopia
P. O. Box 1900
Addis Ababa, Ethiopia *Oct 11, 1968*

Dear Khun Kraisi:

Khun Kraisi Nisamanahaeminda
General Manager
The Industrial Finance Corporation
of Thailand
101 Naret Road
Bangkok 5, Thailand

Dear Mr. Marzo:

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

Dear Mr. Jayme:

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

Dear Mr. Ahmed:

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

Dear Mr. Benkirane:

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

Dear Mr. Leembruggen:

Mr. H. F. G. Leembruggen
Acting General Manager
Malaysian Industrial Development
Finance Berhad
P. O. Box 2110
Kuala Lumpur, Malaysia

Dear Mr. McCann:

Mr. Paul McCann
Chief Executive Officer
The Liberian Bank for Industrial
Development and Investment
100 Broad Street
P. O. Box 547
Monrovia, Liberia

Dear Dr. Neaman:

Dr. Avraham Neaman
Managing Director
Industrial Development Bank
of Israel Limited
9 Achad Haam Street
Shalom Mayer Tower
Tel Aviv, Israel

Dear Dr. Vallenilla:

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

Dear Dr. Teufenstein:

Dr. Wilhelm Teufenstein
Generaldirektor - Stellv. und
Vorstandsmitglied der
Oesterreichische Investitionskredit
Aktiengesellschaft
Am Hof 4
Vienna 1, Austria

Dear Mr. Ben Yedder:

Mr. R. Ben Yedder
l'Administrateur-Delegue
Societe Nationale D'Investissement
68, Ave. Habib Bourguiba
Tunis, Tunisia

Dear Dr. Martinez Moriones:

Dr. Benjamin Martinez Moriones
President
Corporacion Financiera del Valle
Apartado Aereo 4902
Cali, Colombia

Dear Dr. Jaramillo:

Dr. Alvaro Jaramillo Vengoechea
President
Corporacion Financiera del Norte
Apartado Aereo 2747
Barranquilla, Colombia

Dear Mr. Weerasinghe:

Mr. L. A. Weerasinghe
General Manager
Development Finance Corporation
of Ceylon
P. O. Box 1397
Third Floor - Hemas Building
York Street
Colombo, Ceylon

Dear Mr. Kim:

Mr. C. H. Kim
President
Korea Development Finance Corporation
12th Floor, Cho Heung Bank Building
14 Namdaemun - Ro, 1 - Ka
Seoul, Korea

Dear Mr. Huq:

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



FINANCIERA-VALLE

CORPORACION FINANCIERA DEL VALLE

SPECIAL DELIVERY

Cali, Septiembre 19 de 1968

09520

SEP 25 1968

Señor Doctor
WILLIAM DIAMOND
Director
Development Finance Companies
International Finance Corporation
1818 H. Street, N. W.
Washington , D. C. 20433
U. S. A.

Apreciado doctor Diamond :

Acuso recibo de su atenta carta de Agosto 12, con la cual usted amablemente me envió la Tabla Comparativa de las relaciones operacionales de las Instituciones de Fomento afiliadas al Grupo del " Banco Mundial".

Para nosotros aquí en la Corporación y para mí en particular, - ha sido sumamente útil e interesante el poder comparar las medidas de nuestra Corporación con todas las otras instituciones similares y, en especial con aquellas que no sólo son más grandes sino que tienen mucho mayor experiencia que la nuestra.

Creo que ustedes merecen unas sinceras felicitaciones por esta - idea de circular la Tabla entre los Miembros del Grupo, pues nos dá a todos la oportunidad no sólo de medirnos sino de conocernos mejor.

Espero poder tener el gusto de verlo personalmente dentro de unos pocos días en Washington y , mientras tanto me repito

Atentamente. ,

CORPORACION FINANCIERA DEL VALLE

Benjamín Martínez Moriones

Presidente

RECEIVED
GENERAL FILES
COMMUNICATIONS
1968 SEP 23 AM 7:40

Escritura
Escritura de Matrimonio

COOPERACION FINANCIERA DEL LATI

Atentamente:

Los señores en el momento de la escritura de matrimonio
deben tener presente que el matrimonio es un contrato de vida
que se celebra en el momento de la escritura de matrimonio.

En todos los aspectos de la vida de los esposos
deben tener presente que el matrimonio es un contrato de vida
que se celebra en el momento de la escritura de matrimonio.

Los señores en el momento de la escritura de matrimonio
deben tener presente que el matrimonio es un contrato de vida
que se celebra en el momento de la escritura de matrimonio.

Los señores en el momento de la escritura de matrimonio
deben tener presente que el matrimonio es un contrato de vida
que se celebra en el momento de la escritura de matrimonio.

Apreciado doctor Diamond:

D. S. A.
Washington, D. C. 20543
1818 N. Street, N. W.
International Finance Corporation
Development Finance Corporation
Director
MIRIAM DIAMOND
Senior Doctor

San, septiembre 19 de 1968



FINANCIERA-LATIT

SECRETARIA

COOPERACION FINANCIERA DEL LATI

Sw. R. Inf. P.



FINANCIERA-VALLE

CORPORACION FINANCIERA DEL VALLE

SPECIAL DELIVERY

Cali, Septiembre 19 de 1968

09515

BS

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

Apreciado Mr. Shin:

Acusamos recibo de su atenta carta de Septiembre 12 del presente año, con la cual usted amablemente nos envió 10 copias del memorando descriptivo de nuestra Corporación Financiera preparado por ustedes.

Agradecemos a usted el envío de este memorando, que será de gran utilidad para nosotros.

Con un atento saludo, nos es grato repetirnos

Atentamente,

CORPORACION FINANCIERA DEL VALLE

Jorge A. Ocampo Z.
Vicepresidencia

1803206-53 UN 1:70

JOZ/mmr.

RECEIVED
GENERAL FILES
COMMUNICATIONS

1968 SEP 23 AM 7:40

AGENCIAS DE
COMUNICACION

[Handwritten signature]

COMUNICACION FINANCIERA DEL AYTE

Atentamente,

con mi encargo se ha de dar a conocer a los señores
de esta institución para su conocimiento.
Adicionalmente se ha de dar a conocer de este memorando que se ha
elaborado brevemente por el señor
con el fin de describir de manera sucinta el contenido
presente en el con el fin de dar a conocer de este memorando que se ha
elaborado brevemente por el señor

Atentamente, Sr. Srta:

D. S. A.
Margarita D. S. 20433
Instituto de Estadística y Censos
Departamento de Estadística y Censos
Calle 15 de Septiembre

00012

Calle 15 de Septiembre 13 de 1968

SECRETARIA



FINANCIERA-AYTE

COMUNICACION FINANCIERA DEL AYTE

CORPORACION FINANCIERA DEL NORTE

BARRANQUILLA - COLOMBIA

PRESIDENCIA

P-271.

Septiembre 18 de 1.968

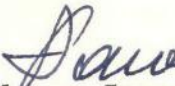
Señor
William Diamond
Director Compañías Financieras de Desarrollo
Corporación Financiera Internacional
1818 H Street, N.W.
Washington, D. C. 20433

Muy apreciado señor Diamond:

Tengo el gusto de acusar recibo de su atenta comunicación del 11 de Septiembre con la cual me hizo llegar el folleto titulado "Management in Indian Industrial Enterprises.", trabajo hecho por Mr. G. L. Mehta, Presidente de la Junta Directiva de la Corporación Industrial de Crédito e Inversiones de la India.

Aprovecho la oportunidad para expresar a usted mis agradecimientos por el envío de este material.

Sin particulares para más, me suscribo muy atentamente,


Alvaro Jaramillo Vengoechea
Presidente

gca.

1968 SEP 18 10 08 AM

RECEIVED
GENERAL FILES
COMMUNICATIONS

1968 SEP 23 AM 8:57

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[Faint, mostly illegible text, possibly a list or detailed notes]

[Faint, mostly illegible text, possibly a signature or reference]

[Faint, mostly illegible text]

CONFIDENTIAL

SECRET - SECURITY

COMUNICACIONES SECRETAS DE LA POLICIA

china development corporation



CABLE ADDRESS
CHIDELCO TAIPEI

September 18, 1968
File Ref. 57-E-0338

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

Dear Bill :

I acknowledge with many thanks, on behalf of Felix, the receipt of your letter dated September 11th and the enclosed booklet entitled "Management in Indian Industrial Enterprises" which is very useful to us.

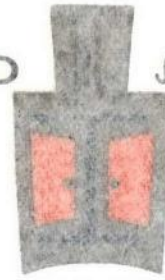
Thanking you again and with best regards,

Sincerely yours,

T. C. Pan
Executive Vice President

1968 SEP 18 8:28
COMMUNICATIONS

china development corporation



CHIDECO TAIPEI
CABLE ADDRESS

September 18, 1968
File Ref. 27-B-0338

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

Dear Bill :

I acknowledge with many thanks, on behalf of Felix,
the receipt of your letter dated September 15th and the en-
closed booklet entitled "Management in Indian Industrial
Enterprises" which is very useful to us.

Thanking you again and with best regards,

Sincerely yours,

T. C. Pan
Executive Vice President

1968 SEP 23 AM 8:58
COMMUNICATIONS
RECEIVED

البنك الوطني للاقتصاد
BNDE
BANQUE NATIONALE POUR LE
DEVELOPPEMENT ECONOMIQUE

CAPITAL 30 MILLIONS DE DIRHAMS
BOITE POSTALE 407 - RABAT - TEL. 264 - 41 - 42
43 ADRESSE TELEGRAPHIQUE BADEMAROC

DG/HL n° 409

17 Septembre 1968

RABAT, LE

Monsieur William DIAMOND
Directeur du Département des Compagnies
Financières de Développement
Société Financière Internationale
Washington D.C.

Cher Monsieur Diamond,

J'ai bien reçu votre lettre en date du 11 septembre à laquelle
était jointe l'étude de Mr G.L. MEHTA, intitulée "Management in Indian
Industrial Enterprises".

Je vous en remercie.

Veillez agréer, Cher Monsieur Diamond, l'expression de
ma considération distinguée. -

Le Directeur Général

Mohamed BENKIRANE

1968 SEP 17 08:33
RABAT

البنك
BNDF
 BANQUE NATIONALE POUR LE
 DEVELOPPEMENT ECONOMIQUE

CAPITAL 50 MILLIONS DE DIRMANS
 BOITE POSTALE 403 - HABAT - TEL. 264 21 - 22
 8 - 12 ADRASSE TELEGRAPHIQUE BAGDAD 80

17 Septembre 1968

Monsieur William DIAMOND
 Directeur du Département des Compagnies
 Financières de Développement
 Société Financière Internationale
 Washington D.C.

PG/HL n° 409

Cher Monsieur Diamond,

J'ai été reçu votre lettre et je me réjouis de la réponse
 était jointe l'ordre de Mr G.L. WHITE, directeur général de l'Industrie
 Industrielle Internationale.
 Je vous en remercie.

Veuillez agréer, Cher Monsieur Diamond, l'assurance de
 ma considération distinguée.

Mohamed LEKHLANE
 Directeur Général

1968 SEP 24 AM 8:33
 RECEIVED
 GENERAL FILES
 COMMUNICATIONS

Dev. B. Inf. P.

GENERALDIREKTOR
DR. WILHELM TEUFENSTEIN
VORSITZENDER DES VORSTANDES DER
ÖSTERREICHISCHEN INVESTITIONSKREDIT AKTIENGESELLSCHAFT

September 17, 1968

Mr. William DIAMOND
Director
Development Finance Companies
International Finance Corporation

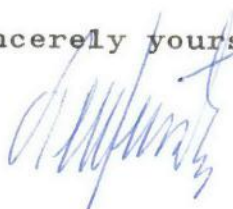
1818 H Street, N.W.
Washington, D.C. 20433, USA

Dear Mr. Diamond,

Thank you very much for sending me the booklet
on "Management in Indian Industrial Enterprises".
We can always learn from experience of other
countries, even if the problems are different.

With best personal regards,

Sincerely yours,



SEP 18 1968

STAMPED REVISIONS

RECEIVED
GENERAL FILES
COMMUNICATIONS

1968 SEP 24 AM 8:33


Sincerely yours,

With best personal regards,

countries, even if the problems are different.
We can always learn from experience of other
on "Management in Indian Industrial Enterprises".
Thank you very much for sending me the booklet.

Dear Mr. Diamond,

Washington, D.C. 20533 USA
1818 H Street, N.W.

International Finance Corporation
Development Finance Committee
Director
Mr. William Diamond

September 11, 1968

ÖSTERREICHISCHEM INVESTITIONSKREDIT AKTIEGESELLSCHAFT
VORSITZENDER DES VORSTANDES DER
DR. WILHELM TEUFENSTEIN
GENERALDIRECTOR



Corporación Financiera Nacional

APARTADO AEREO: 1039 - CABLES: FINANCIERA - TELEX 06-789
MEDELLIN - COLOMBIA

Medellín, septiembre 17/68


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

DE- 3143

Apreciados señores:

Por recomendación del Doctor José Gu-
tiérrez Gómez, acusamos recibo de su atenta comunicación
de Septiembre 11 de los corrientes, con la cual nos acom-
pañan un ejemplar del booklet "Management in Indian Industrial
Enterprises", publicación ésta que consideramos de sumo
interés para nosotros.

Al agradecer su amable envío, nos place re-
petirnos de Uds. atentos y seguros servidores,


Manuel Echandía G.
Departamento Económico
Director

SEP 18 1968

Corporacion Financiera Nacional

Corporacion Financiera Nacional - C.F.N.
Calle 14 de Septiembre No. 100, P.O. Box 100, San Juan, P.R.



Medellin, septiembre 17/68

Señores
International Finance Corporation
Atención Doctor William Harrison
1115 H Street, N.W.
Washington D. C. 20005, U.S.A.

de - 2143

Apreciados señores:

Por recomendación del Doctor José Gutiérrez Gómez, acabamos recibido de su oficina una copia de la revista de Septiembre de 1968 de los corrientes, con la cual nos acordamos un ejemplar del booklet "Management in Latin American Enterprises", publicación ésta que consideramos de gran interés para nosotros.

Al agradecer su amable envío, nos hace saber que los señores de Ude, atentos y seguros servidores,

Manuel Rodríguez C.
Departamento Económico
Gerente

1968 SEP 21 PM 12:16
RECEIVED
GENERAL FILES
COMMUNICATIONS

الشركة القومية للتبؤبؤ
SOCIÉTÉ NATIONALE D'INVESTISSEMENT



SIÈGE SOCIAL A TUNIS
68 AVENUE HABIB BOURGUIBA
REGISTRE DE COMMERCE N° 29934
TÉLÉPHONE : 241.222 - 246.783
ADRESSE TÉLÉC: SNITUN-TUNIS
TELEX N° 382

المركز الرئيسي بتونس
68 شارع الحبيب بورقيبة
السجل التجاري 29934
الهاتف 241.222 - 246.783
العنوان التلغرافي سنيتون تونس
تلاكم رقم 382

Direction Générale

SNI/N° 4639/

Tunis, le 17 SEP. 1968

Monsieur William DIAMOND
International Finance Corporation
1818 H Street N.W.

- WASHINGTON DC -

Cher Monsieur DIAMOND,

J'ai l'honneur de vous accuser réception de votre lettre du 11 Septembre 1968 relative à l'envoi d'une brochure intitulée "Management in Indian Industrial Enterprises" et je vous en remercie bien vivement.

Le document que vous avez bien voulu me faire parvenir retient toute mon attention bien que son contexte général soit fort différent du notre, et je ne manquerai pas de la compulsier avec intérêt.

En vous réitérant l'expression de mes plus vifs remerciements, je vous prie de croire Cher Monsieur DIAMOND, à l'assurance de ma haute considération.

L'Administrateur - Délégué

Signe : R. AEDJEBI

RECEIVED
GENERAL FILES
COMMUNICATIONS

1968 SEP 21 PM 12: 16

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STATE OF ...
DEPARTMENT OF ...
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BOARD OF INVESTMENT

निवेश बोर्ड ऑफ इंडिया

شركة تمويل الكوارث
شركة تمويل الكوارث
شركة تمويل الكوارث

Malaysian Industrial Development Finance Berhad

(Incorporated In The States of Malaya)

OUR REF: F-1

YOUR REF:

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

Dear Mr. Diamond,

Thank you for your letter of September 11, 1968 and the booklet "Management in Indian Industrial Enterprises".

We are grateful to receive a copy of such a helpful booklet, especially as we are now involved with the Federal Industrial Development Authority in working out the management needs of small and medium industries among other things.

With kind regards,

Yours sincerely,


H.F.G. LEEMBRUGGEN
Acting General Manager

TELEPHONE 26371/5
TELEGRAMS "MALINDEV"
KUALA LUMPUR
CODE BENTLEY'S SECOND



BANGUNAN MIDF
117 JALAN AMPANG
KUALA LUMPUR
P. O. BOX 2110

DATE: September 17, 1968.

1968 SEP 17 08:21

COMMUNICATIONS
RECEIVED

TELEPHONE 263715
TELEGRAMS "MALINDEV"
KUALA LUMPUR
CODE BENTLEY'S SECOND



BANGUNAN MIDE
117 JALAN AMPANG
KUALA LUMPUR
P. O. BOX 210

DATE: September 17, 1968.

Malaysian Industrial Development Finance Berhad

(Incorporated in The States of Malaya)

OUR REF: F-1

YOUR REF:

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

Dear Mr. Diamond,

Thank you for your letter of September 11, 1968 and the booklet "Management in Indian Industrial Enterprises".

We are grateful to receive a copy of such a helpful booklet, especially as we are now involved with the Federal Industrial Development Authority in working out the management needs of small and medium industries among other things.

With kind regards,

Yours sincerely,

H. F. G. LEMBRUGEN
Acting General Manager

1968 SEP 23 AM 8:57

RECEIVED
GENERAL FILES
COMMUNICATIONS

CORPORACION FINANCIERA DE CALDAS

TELEFONO:
CONMUTADOR 29 460

APTO. AEREO 460
CABLES: "FINANCALDAS"

MANIZALES - CALDAS - COLOMBIA

17 de Septiembre de 1968

P - 03316

Señor
WILLIAM DIAMOND
Director
Development Finance Companies
International Finance Corporation
1818 H. Street, N. W.
Washington , D. C. 20433, U. S. A.

Estimado señor Diamond :

Tuve el agrado de recibir el folleto titulado "Management in Indian Industrial Enterprises" del cual es autor Mr. G.L. Mehta y el que me incluyó en su amable carta del 11 de los corrientes .

Sin lugar a dudas su contenido nos será de sumo interés.

Atentamente,


ROBERTO OCAMPO MEJIA
Presidente

RECEIVED
GENERAL FILES
COMMUNICATIONS

1968 SEP 23 AM 9:15

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300. B -

البنك الوطني للائتمان الاقتصادي
BNDI
BANQUE NATIONALE POUR LE
DEVELOPPEMENT ECONOMIQUE

RABAT, LE 16 septembre 1968

CAPITAL 30 MILLIONS DE DIRHAMS
BOITE POSTALE 407 - RABAT - TEL. 264 - 41 - 42
& 43 ADRESSE TELEGRAPHIQUE BADEMAROC
TELEX : BADEMAROC - RARAT 319-42

DJCC/AS/JJ/ - N° 677

Monsieur P.M. MATHEW
Directeur
SOCIETE FINANCIERE INTERNATIONALE
1818 H. Street N.W.
WASHINGTON D.C. 20433

OBJET : - Contrat prêt standard B.N.D.E.

REFER. : - Votre lettre du 5 septembre 1968 ✓

Cher Monsieur P.M. Mathew,

J'ai bien reçu votre lettre en date du 5 septembre 1968. ✓

Je ne vois aucune objection à ce que vous communiquiez copie du contrat standard réglant les interventions de la B.N.D.E. avec ses clients.

Veillez agréer, cher Monsieur P.M. Mathew, l'expression de mes sentiments distingués.

Le Directeur Général


Mohamed BENKIRANE

09/26/68 11 3:10

acc. 9/26/68

RECEIVED
GENERAL FILES
COMMUNICATIONS
1968 SEP 20 AM 8:40

TOP SECRET

CONFIDENTIAL

TO : DIRECTOR, FBI
FROM : SAC, NEW YORK
SUBJECT: [Illegible]

RE: [Illegible]
NY 100-100000

CONFIDENTIAL
TOP SECRET

CONFIDENTIAL
TOP SECRET
[Large stamp with Bengali text]

TOP SECRET

Dev. B. Inf. P.



THE INDUSTRIAL FINANCE CORPORATION OF THAILAND

101 NARET ROAD, BANGKOK 5, THAILAND.

CABLE: "IFCTHAI" BANGKOK

REGISTERED
MAIL NUMBER 0163

No. A. 2256/2511

September 16, 1968

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

Dear Mr. Shin:

Thank you for your letter of August 2, enclosing the descriptive memoranda on the listed development finance companies. ✓

We have found the above very interesting and useful to us.

Yours sincerely,

Kraisri Nimmanahaeminda
General Manager

KN:vc:pt

12082EB 13 6M 3:21

COMMUNICATIONS
RECEIVED
SEP 16 1968

KH:ac:bf

RECEIVED
GENERAL TILLS
COMMUNICATIONS
1968 SEP 19 PM 3:57

GENERAL MANAGER
KRAI SRI INTHAPRASEMTHONG



Yours sincerely,

and please to us.

We have found the above very interesting
development finance companies.
enclosing the descriptive memoranda on the stated
Thank you for your letter of August 5.

Dear Mr. Smith:

U. S. A.
Washington, D. C. 20533
1818 H Street, N. W.
INTERNATIONAL FINANCE CORPORATION
DEVELOPMENT FINANCE COMPANIES
Mr. B. H. Smith

NO. A. 5526\5211

September 19, 1968

MAIL NUMBER
REGISTERED 0193

CHIEF: "INDUSTRIAL BANKING"
101 MARKET ROAD, BANGKOK 2, THAILAND

THE INDUSTRIAL FINANCE CORPORATION OF THAILAND



Doc B-2 of P.

September 11, 1968

(Salutation):

I take pleasure in enclosing a booklet entitled Management in Indian Industrial Enterprises. It is the work of Mr. G. L. Mehta, Chairman of the Board of the Industrial Credit and Investment Corporation of India Limited, and consists of a series of lectures he delivered at the Administrative Staff College of India on December 6 and 7, 1967.

Although Mr. Mehta's comments and views are directed to Indian experience and problems, I think they have fairly wide applicability and value. I am therefore taking the liberty of sending copies to you and to the chief executives of the other development finance companies associated with us. I am confident you will find it as stimulating as I did.

With best personal regards,

Sincerely yours,



William Diamond
Director
Development Finance Companies

Enclosure

(Inside Address)

cc: Division Chief

BHS/WDiamond:er:MI/ST:jgv

1968 SEP 15 PM 6:03

COMMUNICATIONS
RECEIVED

198
1968 SEP 12 PM 6:03
cc: DRAFTING UNIT


RECEIVED
GENERAL FILES
COMMUNICATIONS

1968 SEP 12 PM 6:03

(Please address)

Enclosure

Development Finance Committee
Director
MUTUAL BANKING



Douglas Jones

With your personal regards

I am writing to you regarding the
Development Finance Committee and the
Board of Directors of the
College of Industry and Commerce.
I am writing to you regarding the
Board of Directors of the
College of Industry and Commerce.

College of Industry and Commerce
of a series of lectures he delivered at the Administrative Staff
Credit and Investment Corporation of India Limited and Company
of Mr. G. P. Mehta, Chairman of the Board of the Industrial
Management in India Industrial Enterprises. It is the work
I take pleasure in enclosing a booklet entitled

(Signature):

September 11, 1968

198

Dear Dr. Ignacio:

Dr. Ignacio Copete Lizarralde
President
Corporacion Financiera Colombiana
Edificio Banco de Bogota
Carrera 10, Bogota
Colombia

Dear Dr. Ocampo:

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

My dear Don Jose:

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

Dear Jaakko:

Mr. Jaakko Lassila
General Manager
Teollistamissrahasto Oy - Industrialization Fund of Finland Ltd.
Lonnrotinkatu 13, V krs.
Helsinki, Finland

Dear Resid Bey:

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

Dear George:

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

Dear Felix:

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

Dear Silas:

Mr. Silas B. Daniyan
General Manager
Nigerian Industrial Development Bank
Limited
M & K House
96/102 Broad Street
Lagos, Nigeria

Dear Mr. Rohnfelder:

Mr. Gerhard Rohnfelder
Managing Director
Banque Ivoirienne de Developpement
Industriel
Boite Postale 4470
Abidjan, Ivory Coast

Dear Gasem:

Mr. A. Gasem Kheradjou
Managing Director
Industrial and Mining Development Bank
of Iran
133 Shiraz Street
Tehran, Iran

Dear Ato Mulugeta:

Ato Mulugeta Gebrewold
Acting Managing Director
Development Bank of Ethiopia
P. O. Box 1900
Addis Ababa, Ethiopia

Dear Kraisri:

Khun Kraisri Nimmanahaeminda
General Manager
The Industrial Finance Corporation
of Thailand
101 Naret Road
Bangkok 5, Thailand

Dear Senor Marzo:

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

Dear Ting:

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

My dear Mr. Ahmed:

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

My dear Mr. Benkirane:

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

Dear Mr. Leembruggen:

Mr. H. F. G. Leembruggen
Acting General Manager
Malaysian Industrial Development
Finance Berhad
P. O. Box 2110
Kuala Lumpur, Malaysia

Dear Paul:

Mr. Paul McCann
Chief Executive Officer
The Liberian Bank for Industrial
Development and Investment
100 Broad Street
P. O. Box 547
Monrovia, Liberia

Dear Dr. Neaman:

Dr. Avraham Neaman
Managing Director
Industrial Development Bank
of Israel Limited
9 Achad Haam Street
Shalom Mayer Tower
Tel Aviv, Israel

My dear Luis:

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

Dear Dr. Teufenstein:

Dr. Wilhelm Teufenstein
Generaldirektor - Stellv. und
Vorstandsmitglied der
Oesterreichische Investitionskredit
Aktiengesellschaft
Am Hof 4
Vienna 1, Austria

Dear Mr. Ben Yedder:

Mr. R. Ben Yedder
l'Administrateur-Delegue
Societe Nationale D'Investissement
68, Ave. Habib Bourguiba
Tunis, Tunisia

Dear Dr. Martinez Moriones:

Dr. Benjamin Martinez Moriones
President
Corporacion Financiera del Valle
Apartado Aereo 4902
Cali, Colombia

Dear ~~Dr.~~ Alvaro:

Dr. Alvaro Jaramillo Vengoechea
President
Corporacion Financiera del Norte
Apartado Aereo 2747
Barranquilla, Colombia

Dear Mr. Weerasinghe:

Mr. L. A. Weerasinghe
General Manager
Development Finance Corporation
of Ceylon
P. O. Box 1397
Third Floor - Hemas Building
York Street
Colombo, Ceylon

Dear Mr. Kim:

Mr. C.H. Kim
President
Korea Development Finance Corporation
12th floor, Cho Heung Bank Building
14 Nandaemoon-Ro, 1-Ka
Seoul, Korea

Dw B. Prof. P

September 11, 1968

Dear Mr. Mehta:

Thank you very much for the 35 copies of Management in Indian Industrial Enterprises, which I have today sent to the other development finance companies associated with us. Enclosed are a copy of my covering letter and the list of persons to whom copies were sent.

Please do let me have the bill for the copies and for postage to me and I shall reimburse you at once.

I have just had your personal letter of September 6, to which I shall reply separately.

With best wishes,

Sincerely yours,



William Diamond
Director
Development Finance Companies

Mr. G.L. Mehta
Chairman of the Board
Industrial Credit and Investment
Corporation of India
163 Backbay Reclamation
Bombay 1, India

Enclosures

cc: Mr. Pollan

BHShan/WDiamond:bmt

1968 SEP 15 PM 8:03

COMMUNICATIONS
RECEIVED

152
BHEP...MDT...:rsh

RECEIVED
GENERAL FILES
COMMUNICATIONS

cc: Mr. Bolton

1968 SEP 12 PM 6:03

Enclosure

Dear Mr. Bolton
I am pleased to hear
of the success of the
investigation and the
work of the Board
Mr. G. T. Jones

Development Finance Committee
Director
Milton Diamond


Milton Diamond

Dear Mr. Bolton

I am pleased to hear of the success of the

investigation and the work of the Board
I am pleased to hear of the success of the

investigation and the work of the Board
I am pleased to hear of the success of the

investigation and the work of the Board
I am pleased to hear of the success of the

investigation and the work of the Board
I am pleased to hear of the success of the

Dear Mr. Bolton

September 11, 1968

Sw. O. Inf P.

September 10, 1968

Dr. José Gutiérrez Gómez
President
Corporación Financiera Nacional
Apartado Aéreo 1039
Medellín, Colombia

Dear Don José:

I am pleased to learn that you found useful and instructive the Table of Operational Ratios that I sent you. When we meet, at the Annual Meeting, we will be able to exchange views on this, too.

As you know we are now reviewing the Colombian financieras and we are hoping to finish this job before the end of the year. Mr. García Rayneri cabled you yesterday asking whether October 16 will be convenient for you to receive our mission. I hope it will be convenient for you.

With best regards, I remain,

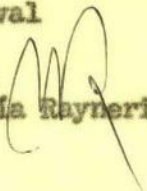
Sincerely yours



William Diamond
Director
Development Finance Companies

JGarcía/WDiamond/val

cc: Messrs. Shin
García Rayneri



Sw-B Inf. P.

September 10, 1968

Mr. Silas B. Daniyan
General Manager
Nigerian Industrial Development
Bank Limited
M & K House
96/102 Broad Street
Lagos, Nigeria

Dear Silas:

Many thanks for your letter of August 26, on the comparative ratio table. I am delighted to learn that you found the table useful and instructive.

I have read your comments with interest.

On the question of arrangement, you have a point, but I fear any arrangement will have some disadvantages. The merit of the alphabetical arrangement is that it obviously has no significance.

Secondly, I think you have rightly pointed out two critical facts respecting NIDB's performance, the large equity portfolio and high administrative costs, which are responsible for low profitability of NIDB. We are aware of the circumstances in which NIDB has to operate. However, I trust that you would give careful consideration to these facts in framing future policies of NIDB.


Thirdly, as for additional ratios, there are many other useful ones that could be calculated, including the one you suggested. If we put out another set of ratios next year, we will consider your suggestion.

I am enclosing a duplicate copy of Mr. Shin's letter of August 6, together with two copies of a final version of the descriptive memorandum on NIDB.

I'm looking forward to seeing you later in the month.

With best personal regards,

Sincerely yours,



William Diamond
Director

Development Finance Companies

Enclosures
WDiamond/AMuramatsu:lgs
cc: Mr. Pollan

china development corporation



CABLE ADDRESS
CHIDELCO TAIPEI

September 7, 1968
File Ref. 57-C-0326

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

Dear Bill :

Thank you very much for your letter of August 12, 1968 and the comparative operational ratios of 24 DFCs. ✓

We have found the ratios interesting and useful. Formerly we only had some vague idea of where we stood among the DFCs. Now we know our position more accurately.

Please rest assured that we will not circulate the document outside CDC.

With best regards,

Sincerely yours,

T. C. Pan
Executive Vice President

1968 SEP 10 PM 3:24

COMMUNICATIONS
SECTION
RECEIVED

RECEIVED
GENERAL SERVICES
COMMUNICATIONS

1968 SEP 10 PM 3:54

EXECUTIVE VICE PRESIDENT
I. C. BSN



Sincerely yours,

With best regards,

document outside CDC.

Please rest assured that we will not circulate the

the DFCs. Now we know our position more accurately.

Formerly we only had some vague idea of where we stood among
we have found the ratios interesting and useful.

1968 and the comparative operational ratios of 24 DFCs.

Thank you very much for your letter of August 15.

Dear Bill :

P. S. A.
Washington D.C. 20433
1818 H Street N.W.
INTERNATIONAL FINANCE CORPORATION
DEVELOPMENT FINANCE COMPANY
Director
Mr. William Diamond

CHIDEICO TAIPEI
CABLE ADDRESS



FILE REF. 21-C-0320
September 1, 1968

China Development Corporation

See B. Inf. P.

china development corporation



CABLE ADDRESS
CHIDELCO TAIPEI

September 7, 1968
File Ref. 57-E-0324

BS

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

Dear Mr. Shin :

This is to acknowledge with thanks, on behalf of Mr. Chang, receipt of your letter of August 2 together with the descriptive memoranda on 13 development finance companies which we found most interesting and very useful for comparative study.

Thanking you again,

Sincerely yours,

T. C. Pan
Executive Vice President

1968 SEP 15 AM 8:32

COMMUNICATIONS
TELETYPE UNIT
RECEIVED

RECEIVED
GENERAL FILES
COMMUNICATIONS

1968 SEP 12 AM 8:35

EXECUTIVE VICE PRESIDENT
I. C. PAN



Sincerely yours,

Thanking you again,

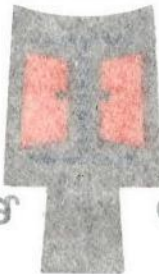
found most interesting and very useful for comparative study.
Comparative memoranda on 13 development finance companies which we
CHANG, receipt of your letter of August 5 together with the des-
This is to acknowledge with thanks on behalf of Mr.

Dear Mr. Spivey :

P. S. V.
Washington D.C. 20433
1818 H Street N.W.
INTERNATIONAL FINANCE CORPORATION
DEVELOPMENT FINANCE COMPANIES DEPT.
MR. B. H. SPIVEY



CHIDEICO TAIPEI
CABLE ADDRESS



FILE NO. 21-E-0334
September 1, 1968

China Development Corporation



20 B-27 P
September 5, 1968

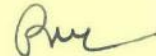
Dear Mr. Benkirane:

Thank you for your letter of August 21, 1968,
enclosing one copy each of the standard forms of loan agreement
and general conditions for long and medium-term loans currently
used by Banque Nationale pour le Developpement Economique.

I assume that you would have no objection to our
giving copies of these to third parties who have a bona fide
interest in them. If this is not so, I would appreciate your
letting us know.

With kind regards,

Sincerely yours,



P.M. Mathew
Deputy Director
Development Finance Companies

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

cc: Mr. Sekse

EH:er

acc 9/16/68

sw. B - Inf P.

September 5, 1968

Dear Mr. Vera:

Thank you for your letter of August 23, 1968, informing that you have no objection to our circulating copies to third interested parties of the form of loan agreement used by your company in relending the proceeds of the IFC loan (128 - VE).

We note that the same form of loan agreement is used by your company for all loans regardless of the sources of funds involved.

With kind regards,

Sincerely yours,

P.M. Mathew
Deputy Director
Development Finance Companies

Mr. Jacques Vera M.
Gerente General
C.A. Venezolana de Desarrollo
Apartado 11341
Caracas, Venezuela

cc: Mr. Garcia

BHS:er

Dev. R - Inf. R.

BANDESCO

BANCO DEL DESARROLLO ECONOMICO ESPAÑOL

PRINCIPE Fernando el Santo, 20

MADRID

DIRECCIÓN TELEGRÁFICA BANDESCO
APARTADO DE CORREOS 50460

JBT/

- BANCA COMMERCIALE ITALIANA
- BANCO ESPAÑOL DE CREDITO
- BANCO GUIPUZCOANO
- BARCLAYS BANK LTD.
- DEUTSCHE BANK A. G.
- INTERNATIONAL FINANCE CORPORATION
- MORGAN GUARANTY INTERNATIONAL FINANCE CO.
- DE ROTHSCHILD FRERES

Madrid, 3rd. September 1968

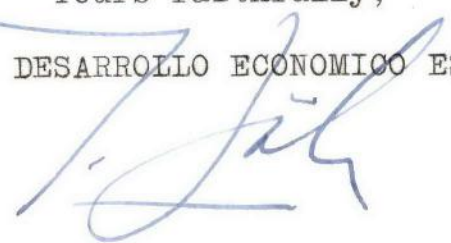
Mr. B.H. Shin *PS*
 International Finance Corporation
 1818 H. Street, N.W.
WASHINGTON, D.C. 20433

Dear Sir,

In absence of our General Manager, Mr. Marzo, we reply to your letter of August the 2nd. thanking you for your kindness in sending a copy of the descriptive memoranda on some development finance companies.

Yours faithfully,

BANCO DEL DESARROLLO ECONOMICO ESPAÑOL



1968 SEP -1 PM 1:58

COMMUNICATIONS
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RECEIVED
GENERAL FILES
COMMUNICATIONS

1968 SEP -7 PM 1:28



BANCO DEL DESARROLLO ECONOMICO ESPAÑOL

YOURS faithfully,

memoranda on some development finance companies.
For your kindness in sending a copy of the descriptive
we refer to your letter of August the 5th. Thanking you
in presence of our General Manager, Mr. Marco.

Dear Sir,

OF WASHINGTON
INTERNATIONAL FINANCE CO.
CORPORATION
1818 N. STREET, N.W.
WASHINGTON, D.C. 20036

WASHINGTON, D.C. 20036
1818 N. Street, N.W.
INTERNATIONAL FINANCE CORPORATION
Mr. B.H. Smith

September 7, 1968

IBL
BANCO DEL DESARROLLO ECONOMICO
DIRECCION TELEGRAFICA VAIDESCO

RECEIVED

BANCO DEL DESARROLLO ECONOMICO ESPAÑOL
VAIDESCO

Handwritten notes at the bottom right corner.


CORPORACION FINANCIERA DEL NORTE
BARRANQUILLA - COLOMBIA

ack. y receipt of dev. mem.
Sec. P - Inf. P.

PRESIDENCIA

P-249.

Septiembre 3 de 1.968


Señor 
B. H. Shin
Compañías Financieras de Desarrollo
Corporación Financiera Internacional
1818 H Street, N.W.
Washington, D.C. 20433

Estimado señor Shin:

Tengo el gusto de acusar recibo de su atenta carta del 2 de Agosto próximo pasado, adjunto a la cual me hizo llegar copias descriptivas del memorando de cada una de las compañías financieras de desarrollo anotadas en la lista anexa a su comunicación.

Aprovecho la oportunidad para expresarle mis agradecimientos por el envío de estas copias de documentos.

Sin particulares para más, me suscribo muy atentamente,


Alvaro Jaramillo Vengoechea
Presidente

gca.

RECIBO

RECEIVED
GENERAL FILES
COMMUNICATIONS
1968 SEP -9 PM 2:52

TO : DIRECTOR, FBI
FROM : SAC, [illegible]

[Faint, mostly illegible typed text, possibly a memorandum or report body]

[Faint, mostly illegible typed text, possibly a signature block or distribution list]

[Faint, mostly illegible typed text, possibly a closing or reference]

14-00000

COMMUNICATIONS SECTION - FEDERAL BUREAU OF INVESTIGATION
WASHINGTON, D.C. 20535

200 B - Inf. P.

CORPORACION FINANCIERA COLOMBIANA
BOGOTA-COLOMBIA

CARRERA 10ª N° 14 33 10º PISO
CONMUTADOR 343-060 TELEX 044769

CABLES "COFINANCIERA"
APARTADO AEREO 11843

4029

Bogotá, D. E., August 30th, 1968

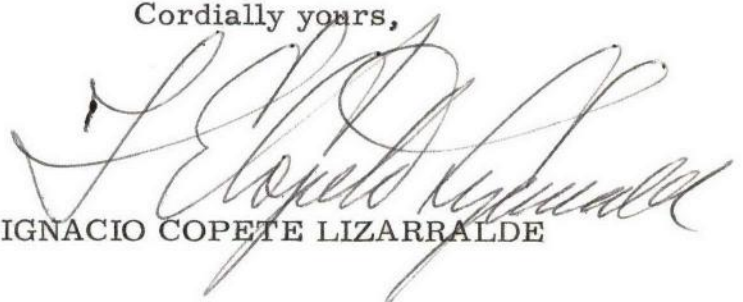
18

Mr. B. H. SHIN
Development Finance Companies
International Finance Corporation
1818 H Street, N.W.
Washington, D.C., 20433

Dear Mr. Shin :

I acknowledge receipt of the 14 descriptive memoranda on several development finance companies thus far put into final form, and which you kindly sent us. They are certainly very interesting documents and will be most useful to us.

Cordially yours,



IGNACIO COPETE LIZARRALDE

1968 SEP -3 PM 3:15

COMMUNICATIONS

RECEIVED
GENERAL FILES
COMMUNICATIONS
1968 SEP -3 AM 9:12

COMUNICACION GENERAL

Comunicación General

Se hace saber a todos

que para el desarrollo de las actividades de esta oficina se requiere la colaboración de todos los funcionarios de esta institución, quienes deberán cumplir con las obligaciones que se les asignen en el momento de ser requeridos para ello.

Atentamente,
Jefe de Oficina

Washington, D.C., 20540
Yates y Street, N.W.
International Finance Corporation
Development Finance Corporation
Mr. E. E. King

Comunicación General

6309

COMUNICACION GENERAL

COMUNICACION GENERAL

COMUNICACION GENERAL
COMUNICACION GENERAL

Handwritten mark

acknowledging receipt of letter

RABAT, LE 27 Août 1968

البنك الوطني للاقتصاد

BANQUE NATIONALE POUR LE DEVELOPPEMENT ECONOMIQUE

CAPITAL 30 MILLIONS DE DIRHAMS
BOITE POSTALE 407 - RABAT - TEL. 264.41.42
& 43 ADRESSE TELEGRAPHIQUE BADEMAROC

DG/HL n° 367

DIRECTION GÉNÉRALE

Monsieur William DIAMOND

Directeur des Compagnies Financières de Développement

Société Financière Internationale

WASHINGTON D. C.

Cher Monsieur Diamond,

J'ai bien reçu votre lettre en date du 12 août 1968 à laquelle étaient joints divers tableaux relatifs aux ratios de quelques Compagnies Financières de Développement affiliées au Groupe de la Banque Mondiale

Les documents que vous nous avez transmis à ce sujet nous serviront certainement à suivre certains aspects de l'activité de notre Banque.

Veillez agréer, Cher Monsieur Diamond, l'expression de ma haute considération. -

Le Directeur Général

Mohamed BENKIRANE. -

RECEIVED
GENERAL FILES
COMMUNICATIONS

1968 SEP -3 AM 9:12

Sw. P. Inf. P.



FINANCIERA-VALLE

CORPORACION FINANCIERA DEL VALLE

09213

Cali, Agosto 27 de 1968

~~Mr. B. H. Shin~~ ^{BS}
~~Development Finance Companies~~
~~International Finance Corporation~~
~~1818 H Street N. W.~~
~~Washington D. C. 20433~~
~~U. S. A.~~

Apreciado Mr. Shin :

Con la presente agradezco a usted el envio de los memorandos sobre el desarrollo de algunas de las compañías financieras, - que tan gentilmente se sirvió hacorme llegar con su atenta carta del 2 de los corrientes .-

Atentamente .,

CORPORACION FINANCIERA DEL VALLE

Benjamín Martínez Moriones
Presidente

nrr.-

1800 2EB-5 UN11:32
CORPORACION FINANCIERA DEL VALLE

RECEIVED
GENERAL FILES
COMMUNICATIONS
1968 SEP -2 AM 11:35

0111 -

Владельцы
деловых предприятий

КОРПОРАЦИОНА ФИНАНСИЕРА ДЕЛ АУТЕ

Учредители ..

из дел и де лос компаний ..
дво для развития во время работы деловых компаний с
целью и развитием деловых компаний ..
Согласно уставу и уставу деловых компаний ..

Учредители ..

0. 2. V.
Washington D. C. 20433
1818 H Street N. W.
International Finance Corporation
Development Finance Corporation
1818 H Street

САН: Агоста 21 де 1968

00513



ФИНАНСИЕРА-АУТЕ

КОРПОРАЦИОНА ФИНАНСИЕРА ДЕЛ АУТЕ

50 115

A-12-249-13

NATIONAL INVESTMENT BANK FOR INDUSTRIAL DEVELOPMENT S. A.

CABLE ADDRESS: "NATINVEST," - P. O. BOX 643 - 6, SOPHOCLEOUS STREET - ATHENS

Ref. No. 713

August 27, 1968

B

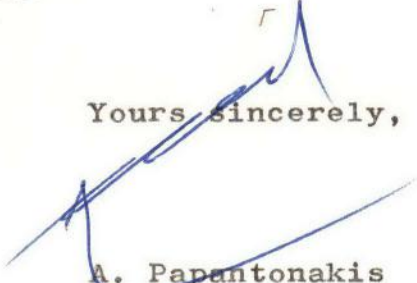
Mr. B.H. Shin
Development Finance Companies
International Finance Corp.
1818 H Street, N.W.
Washington, D.C. 20433

Dear Mr. Shin,

Thank you for your letter dated August 12, 1968, addressed to Mr. G. Gondicas, with the descriptive memoranda on 14 development finance companies enclosed therein.

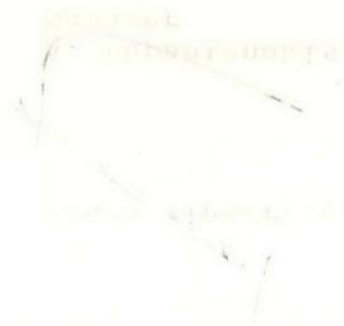
Your courtesy in forwarding to us this very interesting information on the companies associated with the IFC group is much appreciated.

Yours sincerely,


A. Papantonakis
Manager

SEP 10 1968 11:32

RECEIVED
GENERAL FILES
COMMUNICATIONS
1968 AUG 30 AM 8:39



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Faint, illegible text, possibly a list or detailed description.

August 27, 1968

Dr. A. Neaman
Managing Director
Industrial Development Bank
of Israel Ltd.
Migdal Shalom Mayer
9 Ahad Haam Street
P. O. Box 1462
Tel Aviv, Israel

Dear Dr. Neaman:

When Mr. Bose was in Israel, you kindly gave him copies of IDBI's standard Loan Agreement and Debenture Agreement. We have had translations made, of which I enclose copies. I should be grateful for your confirmation that the translations are accurate, or for advice of any changes you wish to suggest.

With kind regards,

Yours sincerely,



R. L. Powell
Development Finance Companies

Attachment

cc: Mr. Shin/w/attachment

RLPowell:jb

Dev. R. - Inf. P.

NIGERIAN INDUSTRIAL DEVELOPMENT BANK LIMITED

DIRECTORS:

MALLAM AHMADU COOMASSIE (Chairman)
MATTHEW AJAYI ADEJORO
PHILIP CHIEDO ASIODU
WILLIAM DUNCAN
DR. ALI AKBAR KHOSROPUR
DOUGLAS FOAKES FAIRBAIRN
WOLFANG JAHN
JOHN LYONS
ALHAJI SHEHU MALAMI
EDWARD CONOR MCNESTRY
JOHN CHUKWUMA AGUDOSI OKWESA
JAMES TOILLION



M. & K. HOUSE
96/102 BROAD STREET
LAGOS
P. O. BOX 2357

TELEPHONE: 27181-27186 (6 LINES)

TELEGRAMS: NIDBANK LAGOS

DATE 26th August, 1968.

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

Dear Bill,

Many thanks for your letter dated 12th August 1968 and the Table of operational Ratios of Development Finance Companies. I may assure you that this will be used exclusively by NIDB and will not be circulated to any one outside NIDB.

At the outset, I must say that the operative ratios have been intelligently drawn up and highlight the achievements of each company in proper juxtaposition. Although there must be certain special conditions under which each one operates and as such, the averages are not altogether comparable, the table does single out the weak and strong features in each case. I am sure this exercise would help all the finance companies in the Bank's family to look at themselves as others do and to take remedial measures wherever possible.

I have a comment to offer about the order in which different companies appear in the Table. Though the alphabetical arrangement has its own merits, the fact remains that many companies are not in the least comparable with companies appearing next to them (NIDB with PICIC). One alternative is to group them according to the age of each institution but then the opportunities and the problems of each would be far too different. I, therefore, consider that an arrangement whereby companies are grouped according to the amount of year-end Total Assets would probably be more useful.

30 AUG 1968 8:38 AM

COMMERCIAL BANK OF NIGERIA
LAGOS

.. /2

acc. 9.10.68

NIGERIAN INDUSTRIAL DEVELOPMENT BANK LIMITED

M. & K. HOUSE
 26/102 BROAD STREET
 LAGOS
 P. O. BOX 2327
 TELEPHONE: 27181-27182 (6 LINES)
 TELEGRAMS: NIDBANK LAGOS
 DATE 26th August, 1968.



DIRECTORS
 MALLAM AHMADU COOMARAH (CHAIRMAN)
 MATTHEW AYAYI ADEJOSUN
 PHILIP CHIDIO NABUDU
 DR. JULIUS NERURE
 DR. ALI AKBAR KHORRAMPUR
 SOLOMON MOSES FARABE
 JOHN LYONS
 DONALD ALEXANDER MACDONALD
 AHMAD IBRAHIM MALAM
 EDWARD OGBURN MCHERTYNT
 JOHN CURUWUMAYI AYOUBI OGBURN
 JAMES GORTON

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

Dear Bill,

Many thanks for your letter dated 12th August 1968 and the Table of Operational Ratios of Development Finance Companies. I may assure you that this will be used exclusively by NIDB and will not be circulated to any one outside NIDB.

At the outset, I must say that the operative ratios have been intelligently drawn up and highlight the achievements of each company in proper juxtaposition. Although there must be certain special conditions under which each one operates and as such, the averages are not altogether comparable, the table does single out the weak and strong features in each case. I am sure this exercise would help all the finance companies in the Bank's family to look at themselves as others do and to take remedial measures wherever possible.

I have a comment to offer about the order in which different companies appear in the Table. Though the alphabetical arrangement has its own merits, the fact remains that many companies are not in the least comparable with companies appearing next to them (NIDB with PICIC). One alternative is to group them according to the age of each institution but then the opportunities and the problems of each would be far too different. I, therefore, consider that an arrangement whereby companies are grouped according to the amount of year-end Total Assets would probably be more useful.

1968 AUG 30 AM 8:39

RECEIVED
 GENERAL MANAGER
 COMMUNICATIONS

Aug. 27. 1968

About the ratios, I have to state as follows:-

Serial No. 9 - Equity Portfolio

I feel that NIDB's investment in equity is rather large compared to total portfolio. This could be explained partly by the historical reason that we inherited some equity investments from the former company ICON and partly by the policy we have been pursuing to acquire equity in our role as a Nigerian investor in projects promoted by non-residents, with a view to sell these to prospective Nigerians at the earliest opportunity. I am afraid notwithstanding the current situation in this country, we shall have to continue to acquire equity in future projects for ~~three~~ reasons:-

- (a) We act as a catalyst for the class of Nigerian investors which will emerge when the political and economic conditions are more propitious and stable.
- (b) We expect to be able to disinvest the equity at reasonable capital gain at the appropriate time.
- (c) There is a growing feeling among a vocal section of my Board that NIDB should take more equity participation in foreign promoted ventures than it is doing at the moment.

Serial No. 14 - Administrative costs

NIDB's ratio of administrative costs is rather high. We are fully conscious of this and though a large part of it is inelastic, we are striving to maintain these at about the current levels, even as our portfolio grows in size and the gross income increases, these costs will gradually fall. Our heavy equity portfolio which gives no income in the early years of investment does not help us to achieve a low administrative cost although this would be improved when as we hope these equities start to yield handsome dividends.

With a view to make this ratio more informative, I would suggest that another ratio of administrative costs as a percentage of Gross Return (EBIT) be introduced. This would then show up the disproportionate expenditure, or otherwise, on administrative costs incurred by certain companies due to their young age or to special circumstances like inability to employ their resources more profitably.

- 3 -

I shall appreciate if you will indicate your reactions to my ideas in due course. Incidentally, Mr. Shin's letter of 6th August has not reached me.

Looking forward to meeting you soon.

Yours sincerely,



S. B. DANIYAN
General Manager

SBD/AAO.



C. A. VENEZOLANA DE DESARROLLO
(SOCIEDAD FINANCIERA)

CAPITAL SUSCRITO
Y PAGADO: Bs. 40.000.000
CARACAS, VENEZUELA

APDO. CORREOS 11341 CHACAO-CARACAS
TELEFONOS: 324891-94 Y 326636
DIRECCION CABLEGRAFICA: CAVENDES

Op.196

Caracas 23, agosto 1968.

Sres.
International Finance Corporation
1818 H. Street N. W.
Washington D.C. 20433
U.S.A

At.: Sr. P.M. *Over* Mathew
Deputy Director
Development Finance Companies

Estimados señores:

En relación con vuestra carta del 12 de Agosto del presente año, les manifestamos que no tenemos inconveniente alguno que la IFC circule copias del contrato de préstamo tipo que utiliza CAVENDES. ✓

Aunque el contrato tipo en poder de Uds. hace alusión a la IFC, es el mismo, en reglas generales, al utilizado para préstamos con fondos provenientes de otras fuentes de crédito.

Lamentamos que la correspondencia de fecha 19 de Junio se haya extraviado.

Muy atentamente,

Jacques Vera M.
Jacques Vera M.
Gerente General

SGH/gp.

1968 2EB-5 UN 11:32
COMMUNICATIONS
RECEIVED 11/5/68

acu. 9/5/68



C.A. VENEZOLANA DE DESARROLLO
(SOCIEDAD FINANCIERA)

APDO. CORREOS 1841 CHACAO-CARACAS
TELEFONOS: 224841-94 Y 224838
DIRECCION CABLERIA/CA: CAVENDES

CAPITAL SUSCRITO
Y PAGADO: Bs 4000000
CARACAS, VENEZUELA

Caracas 23, agosto 1968.

Op. 196

Sres.
International Finance Corporation
1818 H. Street N. W.
Washington D.C. 20433
U.S.A.

Handwritten initials

At.: Sr. P.M. Mathew
Deputy Director
Development Finance Companies

Estimados señores:

En relación con vuestra carta del 12 de Agosto del presente año, les manifestamos que no tenemos inconveniente alguno que la IFC circule copias del contrato de préstamo que utiliza CAVENDES.

Aunque el contrato tipo en poder de Uds. hace alusión a la IFC, es el mismo, en reglas generales, al utilizado para préstamos con fondos provenientes de otras fuentes de crédito.

Lamentamos que la correspondencia de fecha 19 de Junio se haya extraviado.

Muy atentamente,

Handwritten signature

Jacques Vera M.
Gerente General

1968 SEP -2 AM 11:35

RECEIVED
COMMUNICATIONS
DEPARTMENT

SGH/gp.

Handwritten notes

*Des B - Imp. P.
C. Garcia*

MR

CORPORACION FINANCIERA NACIONAL

APARTADO AEREO 1039

CABLES: FINANCIERA

MEDELLIN-COLOMBIA

Medellín August 22, 1968

P - 2840

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

Dear Mr. Diamond:

Thank you for your kind letter of August 12, along with which you sent me the exhibits regarding the economic and financial ratios of the Corporaciones Financieras linked to the World Bank.

It seems to me a very constructive work that will stimulate the institutions concerned and that constitutes a policy-formulating element for them.

I agree with you that there are circumstances that explain some contrasts among the different ratios, such as the domestic monetary situation, the cooperation of the government with the private finance companies etc.

In the particular case of CFN there are very suggestive informations, such as the one regarding the rentability which is higher than in most of the companies included in the survey; the excellent level of reserves; and the small indebtedment of CFN as a result of the difficulty that exists in Colombia to get resources, which is also reflected in the rate of growing of the assets.

I am very pleased with the comparison of the intrinsic value of our shares, taking into account that CFN began to pay cash dividends in the third year of activities, starting with 8% year for two years, 10% a year in the three following years and 12% during this present one.

I use this occasion to tell you how pleasant the visit of Dr. Justo García Rayneri and Mr. Oliveiro Pesce was and how warmly their presence was welcomed by our Directors and shareholders. We had the opportunity to talk at length with them about our internal situation and to give Mr. Pesce a full report on our systems. Both of them had the opportunity of meeting our Directors and they are remembered with sympathy.

In a forthcoming occasion I intend the exhibits you sent me to examine again.

Sincerely yours,



Handwritten signature of José Gutiérrez Gómez, consisting of a large, stylized 'J' and 'G' followed by a horizontal line.

José Gutiérrez Gómez
President

JGG/deh.

16/08/00 09:10:05

16/08/00

I have the honor to acknowledge the receipt of your letter of August 28, 1968, regarding the matter mentioned therein. The information you have provided is being reviewed and a response will be furnished to you as soon as possible.

The only information available to me at this time is that the matter is being handled as a matter of internal security. I am sure that you will understand the need for discretion in this regard.

Very truly yours,
 [Signature]

CONFIDENTIAL

1968 AUG 29 AM 10:02

RECEIVED
 GENERAL INVESTIGATIVE
 DIVISION
 COMMUNICATIONS

COMMUNICATIONS

1968 AUG 27 AM 8:32

0025

COMMUNICATIONS
SECTION
1000 WASHINGTON AVENUE
WASHINGTON, D.C. 20540

COMMUNICATIONS
SECTION
1000 WASHINGTON AVENUE
WASHINGTON, D.C. 20540



THE NATIONAL AERONAUTICS AND SPACE ADMINISTRATION

ন্যাশনাল অ্যাeronটিক্স অ্যান্ড স্পেস অ্যাডমিনিস্ট্রেশন

البنك الوطني للاقتصاد

B.N.D.E.
BANQUE NATIONALE POUR LE
DEVELOPPEMENT ECONOMIQUE

CAPITAL 30 MILLIONS DE DIRHAMS
BOITE POSTALE 407 - RABAT - TÉL. 264 - 41 - 42
9 43 ADRESSE TÉLÉGRAPHIQUE BADEMAROC

21 août 1968

RABAT, LE

DJCC/AS/JJ/ - N° 611

Monsieur P.M. MATHEW
Directeur
SOCIETE FINANCIERE INTERNATIONALE
1818 H. Street N.W.
WASHINGTON D.C. 20433

REFER. : - Vos lettres du 19 juin et 9 août 1968

Cher Monsieur P.M. Mathew,

Nous vous prions de bien vouloir trouver en annexe modèle du contrat standard régissant les interventions de la B.N.D.E. avec ses clients.

Le modèle que nous vous présentons comporte l'ensemble des conditions assortissant les prêts de notre Banque et notamment :

- l'hypothèque en premier rang sur les terrains et constructions appartenant à la société bénéficiaire du prêt,
- le nantissement sur le fonds de commerce et le matériel de la société,
- la caution hypothécaire sur des immeubles appartenant aux actionnaires,
- la caution personnelle de certains actionnaires de la société.

Le retard dans la transmission de ce document est indépendant de notre volonté et nous vous prions de bien vouloir nous en excuser.

Veillez agréer, cher Monsieur P.M. Mathew, l'expression de nos sentiments distingués.

LE DIRECTEUR GENERAL


Mohamed BENKIRANE

P.J. - I

8:38 AM 08 AUG 1968

COMMUNICATIONS
RABAT

accu 9/5/68

RECEIVED
GENERAL FILES
COMMUNICATIONS
1968 AUG 28 AM 8:38

COMMUNICATIONS SECTION

TO :

- Mr. Tolson
- Mr. DeLoach
- Mr. Mohr
- Mr. Bishop
- Mr. Casper
- Mr. Callahan
- Mr. Conrad
- Mr. Felt
- Mr. Gale
- Mr. Rosen
- Mr. Sullivan
- Mr. Tavel
- Mr. Trotter
- Tele. Room
- Miss Holmes
- Miss Gandy

FROM :

SUBJECT :

DATE :

WASHINGTON D.C. 20535
 TELETYPE UNIT
 TELETYPE UNIT
 TELETYPE UNIT
 TELETYPE UNIT

1968 AUG 28 - 11

U.S. GOVERNMENT PRINTING OFFICE

DEPARTMENT OF COMMERCE
 BUREAU OF ECONOMIC ANALYSIS
BUREAU OF ECONOMIC ANALYSIS
 WASHINGTON, D.C.

1968 AUG 28

Sec. B. Inf. P.

**PRIVATE DEVELOPMENT CORPORATION
OF THE PHILIPPINES
PDCP BUILDING
AYALA AVENUE, MAKATI, RIZAL**

VICENTE R. JAYME
EXECUTIVE VICE PRESIDENT

August 21, 1968

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

Dear Bill:

Thank you for your letter of August 12, 1968 and for furnishing us a copy of the comparative table of operational ratios of development finance companies, 1967. We are going over the table now and will give you our comments regarding the various items covered in the table.

Best regards.

Sincerely,



VRJ:mrl

1968 AUG 26 AM 8:45

DR. J. W. WILSON

Act. comparative ratios.

CORPORACION FINANCIERA DEL NORTE
BARRANQUILLA - COLOMBIA

PRESIDENCIA

P-223

Ra. Ishui
GM


Agosto 20 de 1.968

Señor
William Diamond
Director de Compañías Financieras de Desarrollo
Corporación Financiera Internacional
1818 H Street, N. W.
Washington, D. C. 20433

Muy apreciado Bill:

Tengo el gusto de acusar recibo de su atenta carta del 12 de Agosto último con la cual recibí los ratios operacionales de las diferentes Financieras.

Sin particulares para más, me suscribo muy atentamente,


Alvaro Jaramillo Vengoechea
Presidente

AJV/gca.

1968 AUG 24 PM 12:38

150-10000
MAY 15 1968

THE FOLLOWING IS A SUMMARY OF THE INFORMATION RECEIVED FROM THE SOURCE ON 8/24/68. THE SOURCE HAS ADVISED THAT THE SUBJECT IS CURRENTLY IN THE AREA OF [REDACTED] AND IS BEING MONITORED BY THE [REDACTED] UNIT. THE SOURCE HAS ALSO ADVISED THAT THE SUBJECT IS CURRENTLY IN CONTACT WITH [REDACTED] AND IS BEING MONITORED BY THE [REDACTED] UNIT.

RE: [REDACTED] (C) 1968
ALL INFORMATION CONTAINED HEREIN IS UNCLASSIFIED
DATE 08/24/68 BY [REDACTED]

8/24/68

SECRET

CLASSIFICATION - UNCLASSIFIED
EXEMPT FROM AUTOMATIC DOWNGRADING AND DECLASSIFICATION

ack. receipt of notes.

20. B Inf. P.
Th. Shui

CORPORACION FINANCIERA NACIONAL

APARTADO AEREO 1039

CABLES: FINANCIERA

MEDELLIN-COLOMBIA

Medellín, Agosto 19 de 1968

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

No. VP-2736

Apreciado señor Diamond:

Por medio de su atenta comunicación del 12 de los corrientes, dirigida al Dr. José Gutiérrez Gómez, Presidente de esta Corporación, hemos recibido las "Relaciones Comparativas de Operación" de las distintas instituciones financieras pertenecientes al Grupo del Banco Mundial, correspondientes al año de 1967.

Estamos estudiando con especial atención tan importante material, que nos servirá, no solo para apreciar nuestra posición relativa frente a las demás compañías de este tipo, sino para determinar en qué campos debemos poner énfasis, con miras a "normalizar" nuestras relaciones financieras.

Tenga usted la seguridad de que el cuadro y sus comentarios serán de gran utilidad para nosotros.

Al agradecerle su amable envío, nos repetimos como sus atentos servidores y amigos,

CRD/ead.


Carlos Restrepo Dumit,
Vicepresidente

Doc. B - Inf. P.

August 15, 1968

Dr. Avraham Neeman
Managing Director
Industrial Development Bank
of Israel Limited
9 Achad Haam Street
Shalom Mayer Tower
Tel Aviv, Israel

Dear Dr. Neeman:

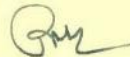
Thank you for your letter of August 5 regarding IDBI's standard form of loan agreements.

As you correctly understood, we have already arranged for the English translation of your standard loan agreements the copies of which Mr. Bose received from you during his recent mission to IDBI. When the translations are completed, we will be sending them for your kind review. I have noted and am appreciative of your permission for us to circulate copies of the loan agreements to bona fide interested parties.

I take pleasure in enclosing copies of loan agreements currently used by several companies, namely, The Industrial Credit and Investment Corporation of India Limited, Turkiye Sinai Kalkinma Bankasi A.S., Pakistan Industrial Credit and Investment Corporation Ltd., Industrial and Mining Development Bank of Iran and Private Development Corporation of the Philippines. I hope you will find them useful. Please let me know if you are interested in getting the forms used by any other specific company.

With best personal regards,

Sincerely yours,



P.M. Mathew
Deputy Director
Development Finance Companies

BHS
BHS:mgw

Enclosures

Dr. B. Inf. P.

August 12, 1968

Dr. Alvaro Jaramillo Bengoechea
President
Corporacion Financiera del Norte
Apartado Aereo 2747
Barranquilla, Colombia

Dear Dr. Alvaro:

Thank you for your letters of July 15 and 25 on CF Norte's operational ratios. I am pleased to learn that you are planning to use the various ratios to track your own performance on a regular semi-annual basis.

You have asked for our assessment of Norte. If you don't mind, I think I would prefer to put off our comment on Norte's performance until we have had a chance to make a new appraisal of its work. We are planning to send a mission for that purpose later this year.

We have now put together the ratios of the other companies, and take pleasure in enclosing a copy of the resulting Table. I hope you will find it interesting and useful.

Some of the companies have called our attention to the fact that, because of greatly differing conditions, the ratios of performance of the companies may not be strictly comparable. We, and I am sure you, are aware of this fact; so some caution needs to be exercised in making comparisons. Still, the figures are revealing and, I am sure, will raise questions in your own mind about ways in which your company's work should or can be improved.

When you have had time to review and reflect on the Table, I should very much appreciate having your observations and thoughts on it: on the format, the significance of the ratios, conclusions you draw from them, suggestions for future study, etc.

Needless to say, the Table is made available for your own use and that of your company only, and should not in any circumstances be circulated outside it.

With best regards.

Sincerely yours,



William Diamond
Director
Development Finance Companies

Enclosure

BS
cc: Mr. Acevedo
Washington

Dr. B. D. P.

August 12, 1968

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

Dear Dr. Vallenilla:

I refer to my letter of June 19, concerning a standard or typical form of loan agreement currently used by your company.

We have not yet received your reply on the subject. I am attaching a duplicate copy of my June 19 letter in case it was lost on the way to you.

We have a copy of the form of loan agreement used by your company in relending the proceeds of the IFC loan (No. 128-VE). Would it be all right with you for us to circulate copies of it to those who have a bona fide interest in it? If you have any other form which you use for lending operations involving other funds, we would also appreciate your sending us a copy of it and permitting us to circulate copies of it for the same purposes as above.

With best personal regards,

Sincerely yours,

P. M. Mathew
Deputy Director
Development Finance Companies

Attachment

H:med

cc. Mr. Acevedo

СС. № 4060

1959 JUN 13 11:34

ИЗДАНИЕ: 1959
АВТОГРАФИЧЕСКОЕ

Уполномоченный Лицензионной комиссии
Генерал Директор
Б. И. Директор

Экземпляр № 1

Итого всего выдано экземпляров

от 1-го июля 1959 года в количестве 100 экземпляров на право
экземпляр № 1. В соответствии с условиями лицензионного договора
№ 1 от 1-го июля 1959 года выдано 100 экземпляров. Итого
100 экземпляров. В соответствии с условиями лицензионного договора
№ 1 от 1-го июля 1959 года выдано 100 экземпляров. Итого
100 экземпляров.

он же № 1 от 1-го июля 1959 года.
В соответствии с условиями лицензионного договора № 1 от 1-го
июля 1959 года выдано 100 экземпляров. Итого 100 экземпляров.

Итого 100 экземпляров. В соответствии с условиями лицензионного
договора № 1 от 1-го июля 1959 года выдано 100 экземпляров.

Всего 100 экземпляров:

- Лицензия № 1
- Лицензия № 2
- Лицензия № 3
- Лицензия № 4
- Лицензия № 5

Итого 100 экземпляров

August 12, 1968

(Salutation);

Thank you very much for your letter of July ^(Date), and cable of July , giving us your permission to circulate the 1967 operational ratios of your company to the other companies associated with the World Bank Group. The other companies have also given us a green light.

We have now put the ratios together, and I take pleasure in enclosing a copy of the resulting Table. I hope you will find it interesting and useful.

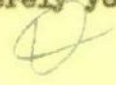
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With best regards.

Sincerely yours,


William Diamond
Director
Development Finance Companies

Enclosures

(Inside Address)

cc: Division Chiefs
BHSin/wDiamond:er
MP/ST/1201:jgv

* For date see in the attached list of companies

* For date see in the attached list of companies

MEMORANDUM FOR THE
ATTENTION OF THE
SECRETARY OF THE

(Priority required)

1943 11 11

MEMORANDUM

MEMORANDUM FOR THE
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SECRETARY OF THE

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MEMORANDUM FOR THE

RE: MEMORANDUM FOR THE SECRETARY OF THE
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MEMORANDUM FOR THE SECRETARY OF THE

(Priority required)

(8-11)

MEMORANDUM FOR THE SECRETARY OF THE

August 12, 1968

(Salutation):

Thank you very much for your letter of July ^(Date), giving us permission to circulate the 1967 operational ratios of your company to the other companies associated with the World Bank Group. The other companies have also given us a green light.

We have now put the ratios together, and I take pleasure in enclosing a copy of the resulting Table. I hope you will find it interesting and useful.

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With best regards.

Sincerely yours,

William Diamond
Director
Development Finance Companies

Enclosures

(Inside Address)

cc: Division Chief
BHSlin/WDiamond:er
MT/ST#1201:jgv

August 12, 1968

(Salutation):

Thank you very much for your cable of July ^(Date), giving us your permission to circulate the 1967 operational ratios of your company to the other companies associated with the World Bank Group. The other companies have also given us a green light.

We have now put the ratios together, and I take pleasure in enclosing a copy of the resulting Table. I hope you will find it interesting and useful.

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With best regards.

Sincerely yours,

William Diamond
Director
Development Finance Companies

Enclosures

(Inside Address)

cc: Division Chief
BHS/in/WDiamond:er
WFP/IS/ST/2077-100

August 12, 1968

(Salutation):

Thank you for your cable and letter both of July ^(Date), giving us your permission to circulate the 1967 operational ratios of your company to the other companies associated with the World Bank Group. The other companies have also given us a green light.

We have now put the ratios together, and I take pleasure in enclosing a copy of the resulting Table. I hope you will find it interesting and useful.

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With best regards.

Sincerely yours,

William Diamond
Director
Development Finance Companies

Enclosures

(Inside Address)

cc: Division Chief

BHShin/WDiamond:er

Date(s) filled in the letter
7/22
Date of letter Received *Date of Cable Received*

Dear Dr. Ignacio:

Dr. Ignacio Copete Lizarralde
President
Corporacion Financiera Colombiana
Edificio Banco de Bogota
Carrera 10, Bogota
Colombia

Letter of July 12

Dear Dr. Ocampo:

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

Letter of July 23
Cable of July 25

My dear Don Jose:

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

Letter of July 26

Dear Jaakko:

Mr. Jaakko Lassila
General Manager
Teollistamistrahesto Oy
Lonnrotinkatu 13, V krs.
Helsinki, Finland

Cable of July 29

Dear Hashmukhbhai:

Mr. H. T. Parekh
Deputy Chairman and Managing
Director
The Industrial Credit and Investment
Corporation of India Limited
163 Backbay Reclamation
Bombay 1, India

Cable and Letter Both
of July 25

Dear Resid Bey:

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

Cable of July 26

Dear Felix:

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

Letter of July 13

Dear Mr. Rohnfelder:

Mr. Gerhard Rohnfelder
Managing Director
Banque Ivoirienne de Developpement
Industriel
Boite Postale 4470
Abidjan, Ivory Coast

Letter of July 15

Dear Gasem:

Mr. A. Gasem Kheradjou
Managing Director
Industrial and Mining Development Bank
of Iran
133 Shiraz Street
Tehran, Iran

Letter of July 24
and Cable of July 27

Dear Kraisri:

Khun Kraisri Niimanahaeminda
General Manager
The Industrial Finance Corporation
of Thailand
101 Naret Road
Bangkok 5, Thailand

Letter of July 15

Dear Senor Marzo:

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

Letter of July 19

My dear Mr. Ahmed:

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

Letter of July 10

Dear Mr. Leembruggen:

Mr. H. F. G. Leembruggen
Acting General Manager
Malaysian Industrial Development
Finance Berhad
P. O. Box 2110
Kuala Lumpur, Malaysia

Dear Paul:

Mr. Paul McCann
Chief Executive Officer
The Liberian Bank for Industrial
Development and Investment
100 Broad Street
P. O. Box 547
Monrovia, Liberia

Letter of July 9

Dear Dr. Neeman:

Dr. Avraham Neeman
Managing Director
Industrial Development Bank
of Israel Limited
9 Achad Haam Street
Shalom Mayer Tower
Tel Aviv, Israel

Cable of July 28

My dear Luis:

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

Letter of July 12

Dear Dr. Teufenstein:

Dr. Wilhelm Teufenstein
Generaldirektor - Stellv. und
Vorstandsmitglied der
Oesterreichische Investitionskredit
Aktiengesellschaft
Am Hof 4
Vienna 1, Austria

Letter of July 15

Dear Mr. Ben Yedder:

Mr. R. Ben Yedder
l'Administrateur-Deleque
Societe Nationale D'Investissement
68, Ave. Habib Bourguiba
Tunis, Tunisia

Letter of July 23
Cable of July 26

Dear Dr. Martinez Moriones:

Dr. Benjamin Martinez Moriones
President
Corporacion Financiera del Valle
Apartado Aereo 4902
Cali, Colombia

Letter of July 9

Dear Mr. Weerasinghe:

Mr. L. A. Weerasinghe
General Manager
Development Finance Corporation
of Ceylon
P. O. Box 1397
Third Floor - Hemas Building
York Street
Colombo, Ceylon

Letter of July 10

August 12, 1966

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

Dear George:

Thank you for your cable and letter both of July 26 on NIBID's ratios.

I very much appreciate your taking the trouble to go over the figures for NIBID. After reviewing the computations, we decided to use the original ratios. The reason for the difference in the first of the two ratios is that we have included as a reserve item the Dr 1,890,000 write-down of Titan shares. As to the second ratio, we have not included the Dr 11,300,000 provision for losses as a net worth item (but have included the Titan write-down). We have done this to make the ratios comparable to the similar computations for other companies. I hope you will agree with us.

As I promised, I am enclosing a copy of the Table which we have now put together. I hope you will find it interesting and useful.

Some of the companies have called our attention to the fact that, because of greatly differing conditions, the ratios of performance of the companies may not be strictly comparable. We, and I am sure you, are aware of this fact; so some caution needs to be exercised in making comparisons. Still, the figures are revealing and, I am sure, will raise questions in your own mind about ways in which your company's work should or can be improved.

When you have had time to review and reflect on the Table, I should very much appreciate having your observations and thoughts on it: on the format, the significance of the ratios, conclusions you draw from them, suggestions for future study, etc.

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Needless to say, the Table is made available for your own use and that of your company only, and should not in any circumstances be circulated outside it.

With best regards.

Sincerely yours,

William Diamond
Director
Development Finance Companies

Enclosure

cc: Mr. Gustafson

WJGustafson:er

WJ

1960 AUG 13 PM 3:15

58

Mr. Tolson
Washington, D.C.

Dear Mr. Tolson:

Enclosed for you are
two copies of a report
dated August 11, 1960.

Very truly yours,
J. Edgar Hoover

cc: Mr. Tolson

The enclosed report is a copy of the report of the
Special Agent in Charge, New York, dated August 11, 1960,
concerning the activities of the Communist Party, New York
Chapter, in the area of the New York City School District.

August 12, 1968

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

Dear Ting:

Thank you for your cable and letter both of July 26 on PDCP's operational ratios.

I very much appreciate your taking the trouble to go over the figures for PDCP. On the basis of your letter, we have corrected four of the eight ratios you called attention to. As for the others, we have stuck with the original ratios, having gone over the computation as shown in the attachment. I hope you will agree with us.

As I promised, I am enclosing a copy of the Table which we have now put together. I hope you will find it interesting and useful.

Some of the companies have called our attention to the fact that, because of greatly differing conditions, the ratios of performance of the companies may not be strictly comparable. We, and I am sure you, are aware of this fact; so some caution needs to be exercised in making comparisons. Still, the figures are revealing and, I am sure, will raise questions in your own mind about ways in which your company's work should or can be improved.

When you have had time to review and reflect on the Table, I should very much appreciate having your observations and thoughts on it: on the format, the significance of the ratios, conclusions you draw from them, suggestions for future study, etc.

Needless to say, the Table is made available for your own use and that of your company only, and should not in any circumstances be circulated outside it.

With best regards.

Sincerely yours,




William Diamond
Director
Development Finance Companies

cc: Mr. Powell

Attachment

Enclosure

:er

Basis for Items(6), (7), (11) and (15)(All the figures are based on PDCP's Auditor's Reports)

<u>Item</u>		<u>PDCP's</u>	<u>IFC's</u>
(6) <u>Non-Current Conventional Debt/Equity plus Quasi-Equity*</u>		<u>1.0</u>	<u>1.5</u>
Equity (as of December 31, 1967)	33,750		
Quasi equity (AID loan of ₦ 27,500 Minus repayments to be made before the final repayment of World Bank loan, ₦ 9,167)	<u>18,333</u> <u>52,083</u>		
Non-current debt outstanding as at December 31, 1967			
World Bank	59,582		
Guarantee (DBP)	9,335		
Guarantee	2,381		
Part of AID to be repaid before the final repayment of the World Bank Loan	<u>9,167</u> <u>80,465</u>		
	<u>80,465</u>		
	52,083		
	- 1.5449		

* All maturities of quasi-equity falling due prior to the estimated last maturity of IBRD loan are excluded from quasi-equity and included in non-current debt.

(7) <u>Average Annual Rate of Growth of Total Assets</u>	<u>25.8</u>	<u>25.9</u>
Total Assets ('000)		
1967 123,702 + 450 = 124,152		
1966 98,795 + 200 = 98,995		
1965 86,889		
1964 62,789		

$$\frac{1967}{1966} = 125.41\%$$

FDGP's IFC's

$$\frac{1966}{1965} = 113.93\%$$

$$\frac{1965}{1964} = 138.38\%$$

Average for 3 years 25.90%

(11) Income from Term Loans as % of Average Term Loan Portfolio

Total loan portfolio 11.7 10.4

1967 70,786 + 8,802 + 450 = 80,038

1966 49,304 + 6,450 + 200 = 55,954
135,992

$$135,992/2 = 67,996$$

Interest from term loans	6,540
Service fees	354*
Commitment fees	161*
	<u>7,055</u>

$$\frac{7,055}{67,996} = 10.375$$

* Source: The Attachment to your letter of July 26.

(15) Reserves plus Provisions as % of Year-end Portfolio 11.4 10.0

Year-end 1967 portfolio	
Loans	80,038
Equity investments	370
Guarantees	2,381
"	9,335
Total	<u>92,124</u>

Reserves & Surplus 1967	8,750
Allowance for doubtful accounts	450
	<u>9,200</u>

$$\frac{9,200}{92,124} = 9.986$$

13.1.12

1968 AUG 13 PM 3:15

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August 12, 1968

Mr. Silas B. Daniyan
General Manager
Nigerian Industrial Development Bank
Limited
M & K House
96/102 Broad Street
Lagos, Nigeria

Dear Silas:

Thank you for your cable and letter both of July 25, on NIDB's operational ratios.

I very much appreciate your taking the trouble to go over the figures. As Mr. Shin has already explained to you in his letter of August 6, we have corrected the ratios you called attention to.

As I promised, I am enclosing a copy of the Table which we have now put together. I hope you will find it interesting and useful.

Some of the companies have called our attention to the fact that, because of greatly differing conditions, the ratios of performance of the companies may not be strictly comparable. We, and I am sure you, are aware of this fact; so some caution needs to be exercised in making comparisons. Still, the figures are revealing and, I am sure, will raise questions in your own mind about ways in which your company's work should or can be improved.

When you have had time to review and reflect on the Table, I should very much appreciate having your observations and thoughts on it: on the format, the significance of the ratios, conclusions you draw from them, suggestions for future study, etc.

Needless to say, the Table is made available for your own use and that of your company only, and should not in any circumstances be circulated outside it.

With best regards.

Sincerely yours,

19
William Diamond
Director
Development Finance Companies

Enclosure

cc: Mr. Pollan

Shin:er

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1968 AUG 13 PM 3:14

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August 12, 1968

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

My dear Mr. Benkirane:

Thank you for your letter of July 16.

I was sorry to learn of your hesitation about consenting to circulation among our friends of the ratios reflecting BNDE's performance. You will be interested to know that, of the companies in the group, one did not reply and 24 gave their whole-hearted approval; indeed, most of the 24 wrote to say they thought the comparison would be informative and some of them are now adopting the ratios for the purpose of keeping track of some aspects of their own performance.

Of course, we have respected your wishes. As you can see from the attached papers, we have omitted BNDE from the companies covered in the table, which we have today sent out to all the development finance companies associated with the World Bank Group. I regret very much that our friends are thus deprived of knowledge about one of the most important companies in the group - BNDE.

I believe that you will see, in scrutinizing the attached table, that all companies have been dealt with on precisely the same basis, and that the inclusion of a company in the comparison can only be helpful and informative. If this can remove your hesitation about allowing BNDE to be added to the table, we would be very happy to issue and circulate a new edition of the table including BNDE. Please let me have your thoughts.

With best wishes,


Sincerely yours,



William Diamond
Director
Development Finance Companies

Enclosure:

cc: Messrs. Lejeune
Sekse

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cc: Messala, G. J. J.

ENCLOSURE:

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August 12, 1968

His Excellency
Ato Werku Habte - Weld
Managing Director
Development Bank of Ethiopia
P. O. Box 1900
Addis Ababa, Ethiopia

Dear Ato Werku:

Thank you for your cable of July 26[✓] stating that the operational ratios of DBE were under study and that you would send us your decision soon.

As we could not wait any longer for your reply we have circulated the ratios without those of DBE. We have today sent them out to all the development finance companies associated with us but without your own, for we have of course respected your views.

You will be interested to know that, of the 26 companies in the group, one was unhappy about the circulation of the table and 24 gave their whole-hearted approval; indeed, most of the 24 wrote to say they thought the comparison would be informative and some of them are now adopting the ratios for the purpose of keeping track of some aspects of their own performance.

I regret the omission of DBE from the Table, and hope you will see your way clear to giving your approval. If you decide to do so, please let me know and we shall be very happy to issue and circulate a new edition of the Table.

I look forward to hearing from you. With best wishes,

Sincerely yours,



William Diamond
Director
Development Finance Companies

Enclosure

cc: Messrs. El Emary, Pollan

EH:er

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1950 AUG 13 PM 3:15

cc: DEBATA' ET' ENKAL' BOITON

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DEPARTMENT OF DEFENSE
WASHINGTON

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THE SECRETARY OF DEFENSE HAS BEEN ADVISED THAT...

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DEPARTMENT OF DEFENSE
WASHINGTON

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August 12, 1968

Mr. C.H. Kim
President
Korea Development Finance Corporation
12th Floor, Cho Heung Bank Building
14 Namdaemun-Ro, 1-Ka
Seoul, Korea

Dear Mr. Kim:

We have recently completed a review of the performance of each of the development finance companies associated with the World Bank Group in 1967. We have summarized the results of that review in 16 ratios which, together, given a significant picture of the financial behaviour of each of the companies. The ratios, when put side by side, provide a very interesting comparative picture. Therefore, we had written to each of the companies to ask specific permission to send a copy of our comparative table to all the group, strictly for internal use, and we have obtained their permission.

We have now put the ratios together, and I take pleasure in enclosing a copy of the resulting Table. I hope you will find it interesting and useful.


Some of the companies have called our attention to the fact that, because of greatly differing conditions, the ratios of performance of the companies may not be strictly comparable. We, and I am sure you, are aware of this fact; so some caution needs to be exercised in making comparisons. Still, the figures are revealing and, I am sure, will raise questions in your own mind about ways in which your company's work should or can be improved.

When you have had time to review and reflect on the Table, I should very much appreciate having your observations and thoughts on it: on the format, the significance of the ratios, conclusions you draw from them, suggestions for future study, etc.

Needless to say, the Table is made available for your own use and that of your company only, and should not in any circumstances be circulated outside it.

With best regards.

Sincerely yours,


William Diamond
Director
Development Finance Companies

Enclosure

cc: Mr. Powell
Shin:er

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OFFICE MEMORANDUM

TO: Files

DATE: August 9, 1968

FROM: B.H. Shin *BH*SUBJECT: Nigeria - NIDB (Standard form of loan agreement)

We have not received so far NIDB's reply to Mr. Mathews letter of June 19 asking for a copy of a standard form of loan agreement presently used by NIDB and for their permission for us to circulate copies to others who have a bona fide interest in it.

Mr. Balogun, NIDB's Principal Counsel and Secretary, who is currently with us, explains that the reason for the delay in replying is that NIDB's standard form of loan agreement is at present being revised. He said that as soon as the revision is completed, he would send a copy of it to Mr. Mathew together with NIDB's permission to use it as proposed.

cc: Mr. Gupta and Mr. Mathew

BHShin:er

Dev B - Inf. P.

DEVELOPMENT FINANCE CORPORATION OF CEYLON

3RD FLOOR, HEMAS BUILDING, YORK STREET,

Telephones ~~28674~~ 28675
28674, 28675

P. O. BOX 1397, COLOMBO.

Telegrams "DELCEY" Colombo

9th August, 1968.

Our Ref: LIB/GEN

BS

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

Dear Mr. Shin,

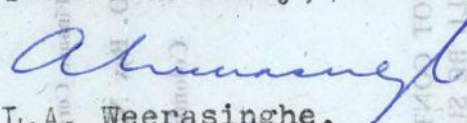
I acknowledge with thanks receipt of the following reports which were referred to in your letter dated 20th May 1968 :-

Report No. EC-152a: The Structure of Protection in the Industrial Countries and its effects on the exports of processed goods from developing countries - February 28, 1968.

Report No. EC-159: Economic Growth, Trade and the Balance of Payments in the Developing Countries 1960-1965 - March 15, 1968.

The contents of the last paragraph of your letter are noted and will be observed.

Yours sincerely,


L.A. Weerasinghe,
GENERAL MANAGER.

SG.

BY AIR MAIL

PAR AVION
AIR LETTER
AEROGRAMME



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

← Second fold here →

Sender's name and address: Development Finance Corporation of Ceylon
P. O. Box No. 1397
Colombo.

AN AIR LETTER SHOULD NOT CONTAIN ANY
ENCLOSURE; IF IT DOES IT WILL BE SURCHARGED
OR SENT BY ORDINARY MAIL.

Form approved by the Postmaster-General.

Dear Mr. Shin,

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

Out Ref: FIB/GEN

24th August, 1958.

I acknowledge with thanks receipt of the following reports which were referred to in your letter dated 20th May 1958.

Telephone 28930

3rd Floor, Hayes Building, York Street

Director, Colombo

DEVELOPMENT FINANCE CORPORATION OF CEYLON

August 9, 1968

Dear George:

I refer to my letter of June 19, [✓] concerning a standard or typical form of loan agreement currently used by your company.

We have not yet received your reply on the subject. We would be most grateful if you check into the matter. I am attaching a duplicate copy of my June 19 letter in case it was lost on the way to you.

With best personal regards.

Yours sincerely,



P.M. Mathew
Deputy Director
Development Finance Companies

Attachment

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

cc: Mr. ^{Gustafson} Jeffries

BHS: inter

August 9, 1968

Dear Mr. Benkirane:

I refer to my letter of June 19, concerning a standard or typical form of loan agreement currently used by your company.

We have not yet received your reply on the subject. We would be most grateful if you check into the matter. I am attaching a duplicate copy of my June 19 letter in case it was lost on the way to you.

With best personal regards.

Yours Sincerely,



P.M. Mathew
Deputy Director
Development Finance Companies

Attachment

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

cc: Division Chief
BHS/ea:er
MT/ST/1191:jgv

August 9, 1968

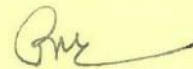
Dear Khun Kraisri:

I refer to my letter of June 19, concerning a standard or typical form of loan agreement currently used by your company.

We have not yet received your reply on the subject. We would be most grateful if you check into the matter. I am attaching a duplicate copy of my June 19 letter in case it was lost on the way to you.

With best personal regards.


Yours Sincerely,



P.M. Mathew
Deputy Director
Development Finance Companies

Attachment

Khun Kraisri Simeanahachinda
General Manager
The Industrial Finance Corporation
of Thailand
101 Naret Road
Bangkok 5, Thailand

cc:  Division Chief
BMS:er
WT/ST#1191:jgv

August 7, 1968

Dr. Alvaro Jaramillo Vengoechea
President
Corporacion Financiera del Norte
Apartado Aereo 2747
Barranquilla, Colombia

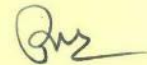
Dear Dr. Jaramillo:

Thank you for your letter of July 29, enclosing two copies of a form of the loan agreement together with a copy of the promissory note, currently used by Corporacion Financiera del Norte for lending operations.

I note that the form is made flexible by the provisions in page 9. I appreciate that you have no objection to our giving copies of it to the interested third parties.

With kind regards,

Yours sincerely,



P.M. Mathew
Deputy Director
Development Finance Companies

cc: Mr. Acevado

BHS:er


New Bank
Info

בנק לפתוח התעשייה בישראל בערבון מוגבל
INDUSTRIAL DEVELOPMENT BANK OF ISRAEL LIMITED

TEL-AVIV, 9, AHAD HAAM ST.
SHALOM MAYER TOWER
TEL. 526 66 - 75
P. O. B. 1462
TELEX 033-646
CABLE ADDRESS: MOSLETAAS

תל אביב, רחוב אחד העם 9
סניף שלום מאיר
טל. 52666-75
ת.ד. 1462
טלפקס 033-646
כתובת כבלית: מוסלטהאס

בתשובה נא להזכיר:
Reference please note:

AN/BB/0254

5th August, 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 refer to your letter dated June 19, 1968, in which you asked for a few samples of our standard form of loan agreement which are being used at our Bank.

While Mr. Bose was visiting us we gave him a few samples of such standard loan agreements to be handed over to you. Unfortunately, we don't have these loan agreements in the English language, but we understand from Mr. Bose that you could arrange for the translation of these standard loan agreements from the Hebrew language into English. Of course, we don't have any objection that copies of such loan agreements be given to those who have a bona fide interest in it.

By the way, we would appreciate if you could send us samples of standard loan agreements which are being used by other development finance companies, which you have on hand.

with best personal regards,

Sincerely yours,

A. Neaman
Dr. A. Neaman.
Managing Director.

INDUSTRIAL DEVELOPMENT BANK OF ISRAEL LIMITED
 לְבַנְיַן הַתְּשׁוּבָה הַיִּשְׂרָאֵלִי מְצֻרָה מְצֻרָה

בניין התשובה הישראלי מצורה מצורה
 ת.ד. 1462 פ.ת. 2266-75
 033-646 0770

TEL-AVIV, 9, AHAD HAAM ST.
 SHALOM MAYER TOWER
 TEL. 2266-75
 P. O. B. 1462
 TELEX 033-646
 CABLE ADDRESS: MIZLETA2

AN/BB/022
 Reference please note

5th August, 1968.

Mr. F.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 refer to your letter dated June 19, 1968, in which you asked for a few samples of our standard form of loan agreement which are being used at our bank.

While Mr. Bose was visiting us we gave him a few samples of such standard loan agreements to be handed over to you. Unfortunately, we don't have these loan agreements in the English language, but we understand from Mr. Bose that you could arrange for the translation of these standard loan agreements from the Hebrew language into English. Of course, we don't have any objection that copies of such loan agreements be given to those who have a bona fide interest in it.

By the way, we would appreciate if you could send us samples of standard loan agreements which are being used by other development finance companies which you have on hand.

With best personal regards,

Sincerely yours,

[Handwritten signature]

Dr. A. Neuman,
 Managing Director.

RECEIVED
 AUG 21 1968
 TEL-AVIV

20.8-Inf.P

INCOMING CABLE

DATE AND TIME OF CABLE: AUGUST 3, 1968 1330

LOG NO.: RC 25/5

TO: CORINTFIN

FROM: KUALA LUMPUR

TEXT:

ROUTING	
ACTION COPY:	MR. DIAMOND <i>Deau</i>
INFORMATION COPY:	<i>Mr. & Mrs. Ruz</i>
DECODED BY:	

FOR DIAMOND

NO OBJECTION YOUR FAMILY DISTRIBUTION OF OUR OPERATIONAL
RATIOS YOUR LET JULY 1

LEEMBRUGGEN MALINDEV

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MT

GENERAL FILES
COMMUNICATIONS

AUG 5 9 05 AM 1968

THE DIRECTOR

FROM THE SAC, NEW YORK

RE NEW YORK TELETYPE TO BUREAU, AUGUST 4, 1968

NY 100-100000

NY 100-100000

NY 100-100000

NY 100-100000

NY 100-100000-133

NY 100-100000

NY 100-100000

NY 100-100000

201-211
August 2, 1968

(Salutation)

I am enclosing one copy each of the descriptive memoranda on the development finance companies in the attached list that we have thus far put into final form.

We will be sending to you those on the rest of the companies as soon as they are finalized.

Yours sincerely,



B.H. Shin
Development Finance Companies

Enclosures

Attachment

(Inside Address)

cc: Division Chiefs

BHShin:er:MT/ST#1197:mk

Attachment

1. Oesterreichische Investitionskredit Aktiengesellschaft (Austria)
2. China Development Corporation
3. Corporacion Financiera de Caldas (Colombia)
4. Teollistamisrahasto Oy - Industrialization Fund of Finland Ltd.
5. The Industrial Credit and Investment Corporation of India Limited.
6. Industrial and Mining Development Bank of Iran
7. Banque Ivoirienne de Developpement Industriel (Ivory Coast)
8. Malaysian Industrial Development Finance Berhad
9. Pakistan Industrial Credit and Investment Corporation Ltd.
10. Private Development Corporation of the Philippines
11. Banco del Desarrollo Economico Espanol (Spain)
12. Industrial Finance Corporation of Thailand
13. Societe Nationale D'Investissement (Tunisia)
14. Turkiye Sinai Kalkinma Bankasi A.S. (Turkey)

List of Addressees

Dear Dr. Copete:

Dr. Ignacio Copete Lizarralde
President
Corporacion Financiera Colombiana
Edificio Banco de Bogota
Carrera 10, Bogota
Colombia

Dear Dr. Ocampo:

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

Dear Dr. Gutierrez Gomez:

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

Dear Mr. Lassila:

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

Dear Mr. Parekh:

Mr. H. T. Parekh
Deputy Chairman and Managing
Director
The Industrial Credit and Investment
Corporation of India Limited
163 Backbay Reclamation
Bombay 1, India

Dear Mr. Egeli:

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

Dear Mr. Gondicas:

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

Dear Mr. Chang:

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

Dear Mr. Daniyan:

Mr. Silas B. Daniyan
General Manager
Nigerian Industrial Development Bank
Limited
M & K House
96/102 Broad Street
Lagos, Nigeria

Dear Mr. Rohnfelder:

Mr. Gerhard Rohnfelder
Managing Director
Banque Ivoirienne de Developpement
Industriel
Boite Postale 4470
Abidjan, Ivory Coast

Dear Mr. Kheradjou:

Mr. A. Gasem Kheradjou
Managing Director
Industrial and Mining Development Bank
of Iran
133 Shiraz Street
Tehran, Iran

Excellency:

His Excellency
Ato Worku Habte-Wold
Managing Director
Development Bank of Ethiopia
P. O. Box 1900
Addis Ababa, Ethiopia

Dear Khun Kraisri:

Khun Kraisri Nimmanahaeminda
General Manager
The Industrial Finance Corporation
of Thailand
101 Naret Road
Bangkok 5, Thailand

Dear Mr. Marzo:

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

Dear Mr. Jayme:

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

Dear Mr. Ahmed:

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

Dear Mr. Benkirane:

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

Dear Mr. Leembruggen:

Mr. H. F. G. Leembruggen
Acting General Manager
Malaysian Industrial Development
Finance Berhad
P. O. Box 2110
Kuala Lumpur, Malaysia

Dear Mr. McCann:

Mr. Paul McCann
Chief Executive Officer
The Liberian Bank for Industrial
Development and Investment
100 Broad Street
P. O. Box 547
Monrovia, Liberia

Dear Dr. Neaman:

Dr. Avraham Neaman
Managing Director
Industrial Development Bank
of Israel Limited
9 Achad Haam Street
Shalom Mayer Tower
Tel Aviv, Israel

Dear Dr. Vallenilla:

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

Dear Dr. Teufenstein:

Dr. Wilhelm Teufenstein
Chairman of the Board of
Management
Oesterreichische Investitionskredit A.G.
Am Hof 4
Vienna 1, Austria

Dear Mr. Ben Yedder:

Mr. R. Ben Yedder
l'Administrateur-Deleque
Societe Nationale D'Investissement
68, Ave. Habib Bourguiba
Tunis, Tunisia

Dear Dr. Martinez Moriones:

Dr. Benjamin Martinez Moriones
President
Corporacion Financiera del Valle
Apartado Aereo 4902
Cali, Colombia

Dear Dr. Jaramillo:

Dr. Alvaro Jaramillo Vengoechea
President
Corporacion Financiera del Norte
Apartado Aereo 2747
Barranquilla, Colombia

Dear Mr. Weerasinghe:

Mr. L. A. Weerasinghe
General Manager
Development Finance Corporation
of Ceylon
P. O. Box 1397
Third Floor - Hemas Building
York Street
Colombo, Ceylon

Dear Mr. Kim:

Mr. C. H. Kim
President
Korea Development Finance Corporation
12th floor, Cho Heung Bank Building
14 Namdaemoon-Ro, 1-Ka
Seoul, Korea

Dear Mr. Huq:

~~Mr. Z. Huq
Managing Director
Industrial Development Bank of Pakistan
Kandawala Building
P. O. Box 7300
Karachi 3, Pakistan~~

Dw. B. Inf P.

CORPORACION FINANCIERA DEL NORTE
BARRANQUILLA - COLOMBIA

P R E S I D E N C I A

P-188

Julio 29 de 1.968

AUG 2 1968

Señor
P. M. Mathew
Development Finance Companies
Corporación Financiera Internacional
1818 H Street, N. W.
Washington, D.C. 20433

Muy apreciado señor Mathew:

Tengo el gusto de referirme a su ~~atenta~~ carta de Junio 19 en la cual me solicita una copia del Contrato de Préstamo utilizado por esta Corporación para sus operaciones de crédito.

Con la presente me permito remitirle un original y copia del contrato que estamos utilizando para todas las operaciones de crédito. Como podrá apreciar, por las observaciones contenidas en la página 9 hay algunas condiciones que se eliminan o se adicionan, según sea el caso y todo de acuerdo con la determinación que tome la Junta Directiva.

También le estoy anexando una copia del pagaré utilizado para estas operaciones de crédito.

Sin particulares para más, me suscribo muy atentamente,


Alvaro Jaramillo Vengoechea
Presidente

AJV/gca.
Incluso lo anunciado.

gca 8.7.68

Amoracia

INCOMING CABLE

DATE AND TIME OF CABLE: JULY 29, 1968 1322

LOG NO.: RC 47/29

TO: CORINTFIN

FROM: HELSINKI

TEXT:

ROUTING	
ACTION COPY:	MR. DIAMOND
INFORMATION COPY:	
DECODED BY:	

FOR DIAMOND
 YRCAB ARRIVED TODAY DELAYED. PERMISSION TO DISTRIBUTE
 COMPARATIVE RATIOS GRANTED IN LASSILAS ABSENCE REGARDS

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GENERAL FILES

JUL 29 9 05 AM 1968

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RECEIVED

COMMUNICATIONS SECTION
FEDERAL BUREAU OF INVESTIGATION
WASHINGTON, D.C.

TO :

FROM :

SUBJECT :

DATE :

NY 100-100000

NY 100-100000

NY 100-100000

NY 100-100000

COMMUNICATIONS SECTION

FEDERAL BUREAU OF INVESTIGATION

WASHINGTON, D.C.

100-100000

U.S. DEPARTMENT OF JUSTICE

201 P-Inf. P.

INCOMING CABLE

DATE AND TIME OF CABLE: JULY 28, 1968 0830

LOG NO.: RC 15/29

TO: DIAMOND CORINTFIN

FROM: TEL AVIV

TEXT:

ROUTING	
ACTION COPY:	MR. DIAMOND
INFORMATION COPY:	
DECODED BY:	

AGREE RELEASE COPY OF COMPARATIVE TABLES REGARDS

NEAMAN
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MT

NEW BRUNSWICK TELEPHONE SERVICE COMPANY, INC. COMMUNICATIONS SECTION

GENERAL FILES
COMMUNICATIONS

JUL 23 9 03 AM 1968

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COMMUNICATIONS SECTION

TO: DIRECTOR
BY: [Name]

RECEIVED BY
DATE

DATE OF CALL
TIME OF CALL

[Signature]

INCOMING CABLE

DATE AND TIME OF CABLE: JULY 27, 1968 1230

LOG NO.: RC 114/29

TO: CORINTFIN

FROM: TEHERAN

TEXT:

ROUTING	
ACTION COPY:	MR. DIAMOND
INFORMATION COPY:	
DECODED BY:	

WILLIAM DIAMOND ✓

YOURCAB 24TH MYLET 24TH NO OBJECTION TO CIRCULATING

RATIOS REGARDS

KHERADJOU

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FEDERAL BUREAU OF INVESTIGATION

06 24 1964

MEMORANDUM

TO : SAC, NEW YORK

FROM : SAC, NEW YORK (100-100000)

SUBJECT: [REDACTED]

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Des. P - Inf. P.

INCOMING CABLE

DATE AND TIME
OF CABLE:

JULY 26, 1968 1747

LOG NO.:

RC 29/26

TO:

DIAMOND CORINTFIN

FROM:

KARAKOY

TEXT:

RE YOUR CABLE ^{July} JUNE 24 WE ARE IN AGREEMENT IN SENDING THE COMPARATIVE
RATIOS TO THE OTHER GROUPS REGARDS

NO SIGNATURE; BEING SERVICED

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THIS DOCUMENT CONTAINS UNCLASSIFIED INFORMATION EXCEPT WHERE SHOWN OTHERWISE

TYPED

JUL 26 1 03 PM 1968
GENERAL FILES
COMMUNICATIONS

NO INFORMATION BEING REPORTED

SEARCHED TO THE ABOVE SEARCH REPORT

IF THIS COPY IS NOT TO BE USED IN CONNECTION WITH THE ABOVE SEARCH REPORT

DATE

NAME

NO

FOR NO

OF COPY

DATE AND TIME

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INDEXED
FILED

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SERIALIZED BY	FILED BY
DATE	
TIME	

SEARCHED COPY

Sw. B - Inf. P.

INTERNATIONAL DEVELOPMENT
ASSOCIATION

INTERNATIONAL BANK FOR
RECONSTRUCTION AND DEVELOPMENT

INTERNATIONAL FINANCE
CORPORATION

INCOMING CABLE

DATE AND TIME
OF CABLE:

JULY 26, 1968

1725

LOG NO.:

ITT 13/26

TO:

DIAMOND CORINTFIN

FROM:

ADDIS ABABA

TEXT:

ROUTING

ACTION COPY: MR. DIAMOND

INFORMATION
COPY:

DECODED BY:

cc. Mr. Shaw

MATTER UNDER STUDY. WILL SEND REPLY SOON REGARDS

DEVBANK

MPB

TYPED

JUL 26 12 04 PM 1968

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D.W.B. - Inf. P.

INCOMING CABLE

DATE AND TIME
OF CABLE:

JULY 26, 1968 1015

LOG NO.:

WU 19/26

TO:

CORINTFIN DIAMOND

FROM:

TUNIS

TEXT:

CONCERNE VOTRE CABLE ²⁴26 JUILLET CONCERNANT VOTRE LETTRE [✓]1ER JUILLET.
LETTRE RESPONSE DEJA EXPEDIEE 23 JUILLET. VOUS CONFIRONS ACCORD POUR
DIFFUSION RORATIOS. MERCI SALUTATIONS

BEN YEDDER SNITUN

 AS RECEIVED

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COMMUNICATIONS UNIT
JUL 26 11 34 AM 1968

FOR INFORMATION RECEIVED BY THE COMMUNICATIONS SECTION

TYPED

JUL 26 11 18 AM 1968

GENERAL FILES
COMMUNICATIONS

TO DIRECTOR

FROM SAC, [illegible]

RE: [illegible]

IN RE: [illegible]

DATE: [illegible]

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SERIALIZED	FILED
JUL 26 1968	
FBI - [illegible]	

TELEPHONE UNIT

COMMUNICATIONS SECTION

COMMUNICATIONS SECTION

COMMUNICATIONS SECTION

Dev. B - Inf. P.

INCOMING CABLE

DATE AND TIME
OF CABLE:

JULY 26, 1968

LOG NO.:

ITT TELEX/26

TO:

CORINTFIN

FROM:

MANILA

TEXT:

ROUTING

ACTION COPY: **MR. DIAMOND**

INFORMATION
COPY:

DECODED BY:

MR. WILLIAM DIAMOND ✓

REURCAB JULY 24TH PDGP AGREES TO PUBLICATION COMPARATIVE

RATIOS ON DFC'S. CORRECTED FIGURES AS FOLLOWS RATIO (1)

8.3, (4) 16.9, (6) 1.0, (7) 25.8 (8) 9.1, (11) 11.7,

(14) 1.5, AND (15) 13.7. LETTER FOLLOWS REGARDS

TING JAYME

PRIDCOP

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MPB

TYPED

JUL 26 9 03 AM 1968
GENERAL FILES
COMMUNICATIONS

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SEARCHED BY	
INDEXED BY	
SERIALIZED BY	
FILED BY	
JUL 26 1968	

EXHIBIT COPY

Des B - Inf. P

CORPORACION FINANCIERA NACIONAL

APARTADO AEREO 1039

CABLES: FINANCIERA

MEDELLIN-COLOMBIA

Medellín, Julio 26 de 1968

2528

Señor
William Diamond
International Finance Corporation
1818 H Street, N.W.
Washington, D. C.

Estimado señor Diamond:

Confirmamos nuestro mensaje cablegráfico del 26 de los corrientes, que dice así:

"Suyo 24 conformes con relaciones comparativas.
Saludos".

En efecto, hemos estudiado cuidadosamente el material adjunto a su comunicación del 10. de julio último, recibida el 12, y hemos verificado que las distintas relaciones financieras deducidas por IFC corresponden a las de nuestros balances de 1967, según la consolidación y ajustes hechos por Price Waterhouse & Co.

Encontramos de gran interés el proyecto que usted anuncia en su carta, de agrupar las relaciones de las compañías financieras vinculadas al Banco Mundial y de hacer circular entre las mismas el cuadro que las sintetice.

Quedamos pendientes del envío de tan importante material informativo y, sin otro particular, nos repetimos como sus atentos servidores y amigos,

Carlos Restrepo Dumit
Carlos Restrepo Dumit,
Vicepresidente

CRD/ead.

Acc

D.W. B - Inf. P.



Industrial and Mining Development Bank of Iran

Managing Director

25 July 1968

Dear Mr. Shin: *BS*

✓ Thank you very much for your letter of July 5, 1968 and the reprinted copy of an article written by Mr. H.T. Parekh, Deputy Chairman and Managing Director of the Industrial Credit and Investment Corporation of India entitled, "Development Banks and Mobilization of Resources" and also a copy of the report (EC-193) entitled, Past and Prospective Trends in the World Aluminum Industry, May 31, 1968, prepared by the staff of the World Bank. I find both reports most interesting and I note your comment on these reports and confirm that its findings will not be published or attributed to the world bank and its affiliated organizations. ✓

Sincerely yours,

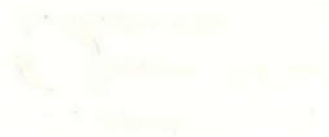
A. Gasem Kheradjan
A. Gasem Kheradjan

Mr. B.H. Shin
Development Finance Companies
International Finance Corporation
1818 H St. N.W. Washington DC. 20433
USA

COMMUNICATIONS

1968 AUG -2 AM 8:54

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Des. B - Inf. P

INCOMING CABLE

Handwritten initials/signature

DATE AND TIME
OF CABLE:

JULY 25, 1968

1158

LOG NO.:

RC 34/25

TO:

CORINTFIN

FROM:

MANIZALES

TEXT:

ROUTING	
ACTION COPY:	MR. DIAMOND
INFORMATION COPY:	
DECODED BY:	<i>ce Mr Shew 7/25</i>

FOR DIAMOND

EN CARTA JULIO VEINTITRES [✓]AUTORIZAMOSLO PUBLICACION

COMPARATIVE RATIOS SALUDOS

O CAMPO FINANCALDAS

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GENERAL OFFICE
JUL 25 5 47 PM 1968

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JUL 25 2 11 PM 1968

GENERAL FILES
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D.W.P. - Inf.P.

NIGERIAN INDUSTRIAL DEVELOPMENT BANK LIMITED

DIRECTORS

MALLAM AHMADU COOMASSIE (CHAIRMAN)
MATTHEW AJAYI ADEJORO
PHILIP CHIRDO ASIODU
DR. SILVIO BORRI
DR. ALI AKBAR KHOCOPUR
DOUGLAS FOAKES FAIRBAIRN
JOHN LYONS
DONALD ALEXANDER MACLEOD
ALHAJI SHEHU MALAMI
EDWARD CONOR MCNESTRY
JOHN CHUKWUMA AGUDOSI OKWESSA
JAMES TOLLION



M. & K. HOUSE
96/102 BROAD STREET
LAGOS
P. O. BOX 2357

TELEPHONE: 27181-27186 (6 LINES)

TELEGRAMS: NIDBANK LAGOS

DATE 25th July, 1968.

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

Dear Bill,

I have received your letter dated 1st July, 1968 and the review of NIDB's operations during 1967 as a part of the summarized review of development finance companies.

I have no objection to the circulation of this data to the development finance companies in the Bank's family, strictly for internal use.

I would like to comment on the following two ratios:

Item (4) Profit after Tax as % of year-end Capital

As I explained in my letter dated 22nd July, 1968 to Mr. Shin, I consider the correct ratio to be 6.7% instead of - 2.2%.

Item (11) Income from Term Loans as % of Average Term Loan Portfolio.

The net income from Term loans amounts to £84,000 that is, gross income £128,000 as reduced by provision for non-recovery £44,000. The remaining non-recoverable amount of £8,000 relates to short-term investments. Taking the Average Term Loan Portfolio as £1,514,000, the ratio comes to 5.6% instead of 5.2%.

I trust you will look into this before circulating the statements.

With best wishes,

Yours sincerely,

Silas

S. B. DANIAN
General Manager

MEMBER OF THE LAGOS STOCK EXCHANGE

SBD/BU

*Correct one
to 5.5%*

INCOMING CABLE

DATE AND TIME
OF CABLE:

JULY 25, 1968

1720

LOG NO.:

ITT 15/25

TO:

DIAMOND CORINTFIN

FROM:

BOMBAY

TEXT:

ROUTING

ACTION COPY: MR. DIAMOND

INFORMATION
COPY:

DECODED BY:

REPLY AGREEING TO RELEASE OF COMPARATIVE RATIOS SENT
YESTERDAY JULY 24TH

MEDHORA CREDCORP

MPB

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BY

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TO

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DATE

SEP 25 1968

7130

SEARCHED BY	INDEXED BY
SERIALIZED BY	FILED BY
FBI - MEMPHIS	
SEP 25 1968	

RESEARCH AND TEST

des. B - Inf. P.

INCOMING CABLE

DATE AND TIME
OF CABLE:

JULY 25, 1968

1535

LOG NO.:

WU 21/25

TO:

CORINTFIN

FROM:

LAGOS

TEXT:

ROUTING

ACTION COPY: MR. DIAMOND

INFORMATION

COPY:

cc. Mr. Shew 7/25

DECODED BY:

FOR DIAMOND

YOURCAB NO OBJECTION CIRCULATION. COMMENTS ON

RATIOS AIRMAILED

DANIYAN

MPB

COMMUNICATIONS
GENERAL
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COMMUNICATIONS

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HEREON NO OBSTACLE TO REPRODUCTION OF
THIS DOCUMENT

TEXT

FROM: PAGES
TO: CONTINUED
INFO: MR. STONE

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FBI - WASHINGTON	

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THE INDUSTRIAL CREDIT AND INVESTMENT CORPORATION OF INDIA LIMITED



163, BACKBAY RECLAMATION, BOMBAY 1 / GRAMS: 'CREDCORP' BOMBAY / PHONE: 245081/245478/245485/245939

Secy/11358

July 25, 1968

Mr. William Diamond
Director
Development Finance Companies
International Finance Corporation
1818 H Street, NW
Washington DC 20433
USA

My dear Diamond,

I acknowledge receipt of your letter dated July 1, 1968, and the enclosed ratios for various development banks. We have gone through the ratios and find them, as you state, instructive. We hereby agree that you might send a copy of the comparative table to development banks associated with the World Bank and the International Finance Corporation.

With kind regards,

Yours sincerely,

H.T. Parekh
Deputy General Manager

1 11358 - 113

THE INDUSTRIAL CREDIT AND INVESTMENT CORPORATION OF INDIA LIMITED



163, BACKBAY RECLAMATION, BOMBAY 1 | GRAMS: CREDCORP, BOMBAY | PHONE: 245081/245478/245482/245999

July 25, 1968

Secy/11328

Mr. William Diamond
Director
Development Finance Companies
International Finance Corporation
1818 H Street, NW
Washington DC 20433
USA

My dear Diamond,

I acknowledge receipt of your letter dated July 1, 1968, and the enclosed ratios for various development banks. We have gone through the ratios and find them, as you state, instructive. We hereby agree that you might send a copy of the comparative table to development banks associated with the World Bank and the International Finance Corporation.

With kind regards,

Yours sincerely,


H.T. Parekh
Deputy General Manager

RECEIVED
JUL 29 1968

Dev. Fin. Co.

July 25, 1968

Messrs. Ossian Antson,
John Nordman
Teollistammissrahasto Oy
Lennrotinkatu 13, V krs.
Helsinki, Finland

Gentlemen:

On behalf of Mr. Mathew who is away from Washington, I thank you for your letter of July 19, 1968 enclosing two different forms of loan agreement presently used by your institutions.

We note that you have no objection to our giving copies of them to interested parties.

Yours sincerely,

BS
B.S. Shin
Development Finance Companies

cc: Mr. Jeffries

BHShin:er

THE INDUSTRIAL CREDIT AND INVESTMENT CORPORATION OF INDIA LIMITED



163, BACKBAY RECLAMATION, BOMBAY 1 / GRAMS: 'CREDCORP' BOMBAY / PHONE: 245081/245478/245485/245939

Sec D/11357

July 25, 1968

Mr. B.H. Shin
Development Finance Companies
International Finance Corporation
1818 H Street, NW
Washington DC 20433
USA

Dear Mr. Shin,

This is to acknowledge receipt of your letter dated July 8, 1968, and the two papers entitled, Manufacture of Heavy Electrical Equipment in Developing Countries, May 29, 1968 (EC-162) and Automotive Industries in Developing Countries, May 31, 1968 (EC-162). I note that these papers are for internal use and the findings are not to be published or attributed to the World Bank and its affiliated organisations.

Yours sincerely,


Phiroze B. Medhora
Assistant General Manager

RECEIVED 24 JUL 1968

THE INDUSTRIAL CREDIT AND INVESTMENT CORPORATION OF INDIA LIMITED



163, BACKBAY RECLAMATION, BOMBAY 1 | GRAMS: CREDCORP, BOMBAY | PHONE: 245081/245478/245482/245839

July 25, 1968


Recd 8/11/327
AS

Mr. B. N. Shin
Development Finance Companies
International Finance Corporation
1818 H Street, NW
Washington DC 20433
USA

Dear Mr. Shin,

This is to acknowledge receipt of your letter dated July 8, 1968, and the two papers entitled, Manufacture of Heavy Electrical Equipment in Developing Countries, May 29, 1968 (EC-162) and Automotive Industries in Developing Countries, May 31, 1968 (EC-162). I note that these papers are for internal use and the findings are not to be published or attributed to the World Bank and its affiliated organizations.

Yours sincerely,


Phiroze B. Medhora
Assistant General Manager

RECEIVED 23 JUL 23 1968

Des. B - Dny P.

July 25, 1968

Dear Mr. McGann:

Thank you for your letter of July 9 requesting for ten additional copies of Mr. Raj's paper, "Ratio Analysis".

I am pleased to enclose the ten copies requested.

With kind regards,

Yours sincerely,



B.H. Shin
Development Finance Companies

Mr. Paul McGann
Chief Executive Officer
The Liberian Bank for Industrial
Development and Investment
100 Broad Street
P. O. Box 547
Monrovia, Liberia

Enclosures

cc: Mr. Powell

BHShin:er

RECEIVED LIBRA

1968 JUL 26 PM 4:40

URGENT:01

CC: MR. BOGERT

URGENT:01

MEMORANDUM FOR THE DIRECTOR
FROM: MR. BOGERT
SUBJECT: [Illegible]

MEMORANDUM FOR THE DIRECTOR
FROM: [Illegible]

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Des. B. Inf. P.

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TO:

DATE: July 24, 1968

CLASS OF
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~~Page 2~~

COUNTRY:

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Cable No.:

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RATIOS REGARDS

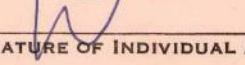
DIAMOND

NOT TO BE TRANSMITTED

MESSAGE AUTHORIZED BY:

NAME William Diamond

DEPT. IFC/DFC

SIGNATURE 
(SIGNATURE OF INDIVIDUAL AUTHORIZED TO APPROVE)


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SIGNATURE

(Signature of individual authorized to execute)

DATE: 12/01/99

NAME: MULLER, PHILIP

5 20 11 1999

MESSAGE AUTHORIZED BY:

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For Use by Executive Division

DATE: 12/01/99

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OUTGOING WIRE

TO:

DATE: July 24, 1968

CLASS OF SERVICE: *LT*

117

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BOOK OF 13

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|------------------|--|--------------------|-----------|--|--------------------|
| <i>LT</i> | 1. COFINANCIERA
MANIZALES
COLOMBIA | <i>acc July 25</i> | <i>LT</i> | 9. MALINDEVE
KUALA LUMPUR
MALAYSIA | <i>acc 8.3</i> |
| <i>LT</i> | 2. FINANCIERA
MEDELLIN
COLOMBIA | | <i>LT</i> | 10. NIDBANK
LAGOS
NIGERIA | <i>acc July 25</i> |
| <i>LT</i> | 3. DEVBANK
ADDIS ABABA
ETHIOPIA | <i>acc 7.26</i> | <i>LT</i> | 11. PRIDECOP
MANILIA
PHILIPPINES | <i>acc 7.26</i> |
| <i>LT</i> | 4. TERS TO
HEALSINKI
FINLAND | <i>acc 7.29.68</i> | <i>LT</i> | 12. SNITUN
TUNIS
TUNISIA | <i>acc July 26</i> |
| <i>IFC Govt.</i> | 5. NATINVEST
ATHENS
GREECE | | <i>LT</i> | 13. KALKINMA BANK
ISTANBUL
TURKEY | <i>acc July 26</i> |
| <i>LT</i> | 6. CREDCORP
BOMBAY
INDIA | <i>acc July 25</i> | | | |
| <i>IFC Govt.</i> | 7. MOSLETAAS
TEL AVIV
ISRAEL | <i>acc July 27</i> | | | |
| <i>LT</i> | 8. INMIDEL
IRAN | <i>acc July 27</i> | | | |

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MESSAGE AUTHORIZED BY:

NAME

DEPT.

SIGNATURE *[Signature]*
(SIGNATURE OF INDIVIDUAL AUTHORIZED TO APPROVE)

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Sec. B - Inf. P.

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DEVELOPMENT BANK OF ETHIOPIA

MAN/165/68

July 25th, 1968.

138
Mr. B.H. Shin,
International Finance Corporation,
1818 H Street, N.W.,
Washington D.C. 20433,
U.S.A.

Dear Sir,

This is to acknowledge receipt of your letter dated July 8th, 1968, with the enclosures therein.

I have no doubt that we shall find these two papers interesting. I do hope you will continue sending us similar papers in the future.

Thanking you, I remain,

Yours sincerely,



[Signature]
Worqu Habte Wold
Vice Minister
Managing Director

WT/.

1968 JUL 25 11:03

1968 JUL 31 AM 8:38

ML\



Minister of Finance
Addis Ababa
Mulugeta Habte Wold

Yours sincerely,

Dear Sir,

ne stiffer before in the future*
two before interesting* I do hope you will continue working
I have no doubt that we shall find these
letter dated July 28th 1968 with the enclosure therein.
This is to acknowledge receipt of your
Dear Sir,

P.S.A.
Washington D.C. 20542
1818 H Street, N.W.
International Finance Corporation
Mr. B.H. Smith

58

July 28th 1968

ML\

Handwritten notes at the bottom right corner.

del B - Inf. P

IDA		IBRD		IFC	
FORM NO. 92 (4-68)		CORRESPONDENCE RECORD FORM			
FROM			DATED		
Corporacion Financiera del Norte Barranquilla, Colombia			July 25, 1968		
SUBJECT					
Operational Ratios of Cofinorte.					
ADDRESSED TO		ROUTED TO		DATE RECEIVED	
Mr. Diamond		Mr. Diamond		July 29, 68 ir	



Industrial and Mining Development Bank of Iran

Managing Director

24 July, 1968

Dear Bill:

Thank you very much for your letter of July 1, 1968 and for ratios relating to financial performance and position of development finance companies associated with the World Bank Group. As you say, these ratios are very interesting and instructive; indeed, they present a fascinating picture. I am all for sending your comparative table to all development companies within the "family"

With best regards.

Sincerely yours,

A. Gasem Kheradjou

Mr. William Diamond
Director
Development Finance Companies
International Finance Corporation
1818 H St. N.W., Washington DC 20433
USA

COMMUNICATIONS

1968 JUL 30 11:03

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CORPORACION FINANCIERA DE CALDAS

TELEFONO:
CONMUTADOR 29 460

APTO. AEREO 460
CABLES: "FINANCALDAS"

MANIZALES - CALDAS - COLOMBIA

Manizales, 23 de Julio de 1.968. -

JUL 30 1968

03227

Señor
WILLIAM DIAMOND
Director
Development Finance Companies
International Finance Corporation
1818 H Street, N. W.
WASHINGTON, D. C. 20433, U.S.A.

Estimado Señor Diamond :

Con la presente le estamos enviando copia de la tabla elaborada por ustedes, que contiene 16 relaciones financieras y que servirá para un estudio comparativo de las Compañías Financieras de Desarrollo, asociadas con el grupo del Banco Mundial. -

Hemos revisado detenidamente las relaciones mencionadas, y no tenemos objeción ninguna para su publicación en la forma que ustedes la tienen prevista. Nos es grato, por el contrario, manifestarle que encontramos de mucha utilidad el estudio que piensan publicar, ya que él podrá servirnos como útil herramienta - de trabajo para la proyección de nuestras propias operaciones -- futuras. -

Quedamos en espera de algunas copias del trabajo que ustedes -- van a publicar, y sin particulares para más nos suscribimos de usted, muy atentamente,

CORPORACION FINANCIERA DE CALDAS



Incluimos: lo anunciado. -
GOT/cat. -

الشركة القومية للتأمين
SOCIÉTÉ NATIONALE D'INVESTISSEMENT



SIÈGE SOCIAL A TUNIS
68 AVENUE HABIB BOURGUIBA
REGISTRE DE COMMERCE N° 29934
TELEPHONE : 241.222 - 246.783
ADRESSE TELEG: SNITUN-TUNIS
TELEX N° 382

Direction Générale

N° 4172/

Tunis, le 23 JUIL. 1968

Monsieur William Diamond
Société Financière Internationale
1818 H. Street N. W

WASHINGTON D. C

Cher Monsieur Diamond,


J'ai reçu avec plaisir les informations fort utiles éditées par vous-même sur notre Société et je vous en remercie vivement.

Quant à la distribution de ces rapports au sein du "Groupe", je signale à votre aimable attention que je n'y vois aucune objection, et je vous laisse le soin de juger de l'opportunité de cette diffusion à l'occasion de chaque cas spécifique.

Aussi, dans l'esprit de la bonne entente et de la bonne coopération qui règnent entre nos deux établissements, je serais heureux de recevoir les mêmes informations sur les autres banques de développement adhérentes au "Groupe".

Veillez croire cher Monsieur Diamond, à l'assurance de ma haute considération.

L'Administrateur - Délégué


Signé : R. BEN YEDDER

cc: Ms. Shin

المركز الرئيسي بتونس
68 شارع الحبيب بورقيبة
التدفئة التجارية
الرقم 29934 - 246.783
العنوان التلغرافي
382 رقم تليكس

Seen by Mr Diamond
" by Mr Shin
Uru reply needed
7/31/68

Log No. *See 0-Inf. P. 1/1*



FINANCIERA-VALLE

CORPORACION FINANCIERA DEL VALLE

Cali, Julio 22 de 1968

08818

Bl
Sr. B. H. SHIN
International Finance Corporation
Development Finance Companies
1818 H. Street, N. W.
Washington, D. C. 20433
U. S. A.

Apreciado señor Shin :

Acuso recibo de su atenta carta de Julio 8 del presente año, en la que me anunciaba el envío de dos folletos titulados " Manufacture of Heavy Electrical Equipment in Developing Countries " y " Automotive Industries in Developing Countries " , los cuales ya llegaron a nuestro poder.

Agradezco a usted el envío de estos folletos que son de gran interés para nosotros y serán usados exclusivamente por nuestro staff.

Con un cordial saludo, me repito de usted

Atentamente.

CORPORACION FINANCIERA DEL VALLE

Benjamín Martínez Moriones
Benjamín Martínez Moriones
Presidente

BMM/mcg. -



81818

Call, Julio 22 de 1968

Mr. B. H. SHIN
International Finance Corporation
Development Finance Companies
1818 H. Street, N. W.
Washington, D. C. 20036
U. S. A.

Apreciado señor Shin :

Acuso recibo de su atenta carta de Julio 8 del presente año, en la que me anunciaba el envío de dos folletos titulados "Manual de Heavy Electrical Equipment in Developing Countries" y "Automotive Industries in Developing Countries", los cuales ya llegaron a nuestro poder.

Agradezco a usted el envío de estos folletos que son de gran interés para nosotros y serán usados exclusivamente por nuestro staff.

Con un cordial saludo, me repito de usted

Atentamente,

CORPORACION FINANCIERA DEL VALLE

Benjamin Martínez Moriones
Benjamin Martínez Moriones
Presidente

1968 JUL 27 PM 12:13

COMUNICACIONES
CORPORACION FINANCIERA DEL VALLE

BMM/dec

בנק לפתוח התעשייה בישראל בערבון מוגבל
INDUSTRIAL DEVELOPMENT BANK OF ISRAEL LIMITED

TEL-AVIV, 9, AHAD HAAM ST.
SHALOM MAYER TOWER
TEL. 52666-75
P. O. B. 1462
TELEX 033-646
CABLE ADDRESS: MOSLETAAS

תל אביב, רחוב אחד העם 9
סניף שלום מאיר
טל. 52666-75
ת.ד. 1462
טלפקס 033-646
כתובת כבלית: מוסלטהאס

בתשובה נא להזכיר:
Reference please note:
AN/GL/ג/

6633

21st July, 1968.

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

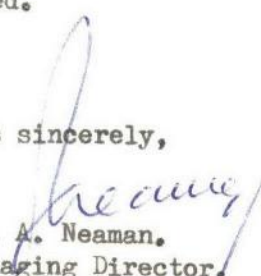
Dear Mr. Shin,

We are once again indebted to you for supplying us with two papers entitled "Manufacture of Heavy Electrical Equipment in Developing Countries", and "Automotive Industries in Developing Countries".

These have been handed to our Economics and Engineering Departments, and I am sure they will prove of great interest and assistance to them.

Thanking you for keeping us informed.

Yours sincerely,


Dr. A. Neaman.
Managing Director.

10:10 1968 7/21

INDUSTRIAL DEVELOPMENT BANK OF ISRAEL LIMITED
 כנסת תעשייתית תעשייתית תעשייתית

בנק תעשייתית תעשייתית תעשייתית
 033-646 0770
 1 462 7 10
 25866-75 70

TEL-AVIV, 9, AHAD HAAM ST.
 SHALOM MAYER TOWER
 TEL. 25866-75
 P. O. B. 1462
 TELEX 033-646
 CABLE ADDRESS: MIZLETAAS

AN/GL/1
 Reference please note:
 0333

21st July, 1968.

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

Dear Mr. Shin,

We are once again indebted to you for supplying us with two papers entitled "Manufacture of Heavy Electrical Equipment in Developing Countries", and "Automotive Industries in Developing Countries". These have been handed to our Economics and Engineering Departments, and I am sure they will prove of great interest and assistance to them. Thanking you for keeping us informed.

Yours sincerely,
 Dr. A. Neuman,
 Managing Director

1968 JUL 26 UNIC:19

Dev B - Inf P.

BANDESCO

BANCO DEL DESARROLLO ECONOMICO ESPAÑOL

EL DIRECTOR GENERAL

JOSE MARIA MARZO CHURRUCÁ

Madrid, 19th July 1968

Mr. B.H. Shin
International Finance Corporation
1818 H. Street, N.W.
WASHINGTON, D.C. 20433

Dear Mr. Shin, *BM*

✓ ✓ I acknowledge receipt of your letters of July 5th and 8th. sending me with your usual kindness, for our information, different documents for all which I thank you very sincerely.

With best personal regards,

Yours truly,

Marzo

1968 JUL 23 10 37 AM

July 27, 1968

BANDESCO

BANCO DEL DESARROLLO ECONOMICO ESPAÑOL

EL DIRECTOR GENERAL

José María Marzo Churruga

Madrid, 19th July 1968

Mr. B.H. Shin
International Finance Corporation
1818 H. Street, N.W.
WASHINGTON, D.C. 20433



Dear Mr. Shin,

I acknowledge receipt of your letters of July 5th and 8th. sending me with your usual kindness, for our information, different documents for all which I thank you very sincerely.

With best personal regards,

Yours truly,

Handwritten signature in blue ink

1968 JUL 22 PM 3:39

RECEIVED

CORPORACION FINANCIERA DE CALDAS

TELEFONO:
CONMUTADOR 29 460

APTO. AEREO 460
CABLES: "FINANCALDAS"

MANIZALES - CALDAS - COLOMBIA

17 de Julio de 1968

P - 03209

Señor *BS*
B. H. SHIN
INTERNATIONAL FINANCE CORPORATION
1818 H. Street, N. W.
Washington, D.C. 20433, U. S. A. -

Apreciado señor Shin :

Acuso recibo de su atenta nota fechada el 12 de los corrientes. ✓

En relación a los modelos de pagarés que recientemente le fueron remitidos, no encuentro ninguna objeción a su uso por parte de quienes lo crean de utilidad.

Atentamente,

ROBERTO OCAMPO MEJIA
Presidente



PRIVATE DEVELOPMENT CORPORATION
OF THE PHILIPPINES
PDGP BUILDING
AYALA AVENUE, MAKATI, RIZAL

VICENTE R. JAYME
EXECUTIVE VICE PRESIDENT

July 17, 1968

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

Dear Mr. Shin:

We received the copies of the two papers you sent us, entitled, Manufacture of Heavy Electrical Equipment in Developing Countries, May 29, 1968 (EC-161) and Automotive Industries in Developing Countries, May 31, 1968 (EC-162). We believe both papers will be useful to our staff as reference materials.

Sincerely,



VRJ:cms



**PRIVATE DEVELOPMENT CORPORATION
OF THE PHILIPPINES**

TELEPHONE: 88-89-91

**CBTC BUILDING
AYALA AVENUE, MAKATI, RIZAL**

CABLE ADDRESS "PRIDECOP"

July 17, 1968

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

Dear Mr. Shin:

I write to acknowledge on behalf of the PDCP the receipt of a copy of the article of Mr. H. T. Parekh entitled "Development Banks and Mobilization of Resources". The lucid description of the experience of ICICI on resources mobilization is very enlightening. Our staff has been requested to read Mr. Parekh's article with careful attention.

We again wish to express our appreciation for your continuing interest in our organization. The various reports that you very kindly furnish us from time to time have always been of value in our operations.

Very truly yours,

NARCISO A. FERRER
Assistant Vice President

NAF:evk

RECEIVED ON 8:34



PRIVATE DEVELOPMENT CORPORATION
OF THE PHILIPPINES

CABLE ADDRESS "PRIDE COP"

CBTC BUILDING

TELEPHONE 88-89-91

AYALA AVENUE, MAKATI, RIZAL

July 17, 1968

Handwritten initials

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

Dear Mr. Shin:

I write to acknowledge on behalf of the PDCP the receipt of a copy of the article of Mr. H. T. Parekh entitled "Development Banks and Mobilization of Resources". The lucid description of the experience of ICICI on resources mobilization is very enlightening. Our staff has been requested to read Mr. Parekh's article with careful attention.

We again wish to express our appreciation for your continuing interest in our organization. The various reports that you very kindly furnish us from time to time have always been of value in our operations.

Very truly yours,

Handwritten signature of Narciso A. Ferrer

NARCISO A. FERRER
Assistant, Vice President

NAF:evk

1968 JUL 22 AM 8:24

Faint stamp or text

DW. B - Inf. P.

IDA		IBRD		IFC	
FORM NO. 92 (4-68)		CORRESPONDENCE RECORD FORM			
FROM			DATED		
ENDE Rabat, Morocco			July 16, 1968		
SUBJECT					
Re: definition of ratios used in financial study of development companies.					
ADDRESSED TO		ROUTED TO		DATE RECEIVED	
Mr. Diamond		Mr. Diamond		7/23/68 jgv	



Industrial and Mining Development Bank of Iran

P. O. Box 1801 - 133 Shiraz Street, (Behjat Abad) Tehran, Iran.

Cables: INMIDEL

Our Ref.

Date July 16, 1968.

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

Dear Mr. Shin,

In the absence of Mr. Kheradjou I have the pleasure to acknowledge with thanks the receipt of your letter dated July 8, 1968 and one copy of each of the following papers:

1. Manufacture of Heavy Electrical Equipment in Mining Countries.
2. Automotive Industries in Developing Countries.

These papers which will be used only internally, are of great interest to us and will make a valuable addition to our library.

Thanking you for your very kind consideration and cooperation, I remain,

Yours sincerely,

M. Reza Amin
Deputy Managing Director

18-07-1968 11:10

1969 JUL 22 AM 11:10

Deputy Managing Director
W. Kaza Amin

W. K. Amin

Yours sincerely,

cooperation, I remain,
Thanking you for your very kind consideration and
to our firm.
are of great interest to us and will make a valuable addition
These papers which will be used only internally,

- 3. Automotive Industries in Developing Countries.
- Mining Countries.
- 1. Manufacture of Heavy Electrical Equipment in

July 8, 1968 and one copy of each of the following papers:
to acknowledge with thanks the receipt of your letter dated
In the absence of Mr. Kheradlou I have the pleasure

Dear Mr. Amin,

P.O. Box 1801 - 133 Shihaz Street (Bab al Ward) Jordan' Amman
Washington, D.C. 20033
1818 H Street, N.W.
International Finance Corporation
Development Finance Companies
Mr. B.H. Amin

BA

Copies: INMIDER

Date July 10, 1968.
Our Ref.

P. O. Box 1801 - 133 Shihaz Street (Bab al Ward) Jordan' Amman

sent to Mr. Amin by registered mail on 10/7/68



D.V.B. - Inf. - P.

THE INDUSTRIAL CREDIT AND INVESTMENT CORPORATION OF INDIA LIMITED



163, BACKBAY RECLAMATION, BOMBAY 1 / GRAMS: 'CREDCORP' BOMBAY / PHONE: 245081/245478/245485/245939

sec. 2/10813

July 16, 1968

Dear Mr. Shin: *BS*

I thank you for your letter of July 5 and am happy to note that you found my recent article on "Development Banks and Mobilisation of Resources" which appeared in the Hindu, useful for circulating among the development finance companies.

I would also like to thank you for sending a copy of the report entitled Past and Prospective Trends in the World Aluminium Industry prepared by the staff of the World Bank. I am sure this will be of great value. We will make use of this report for internal purpose.

Yours sincerely,

H. T. Parekh
Managing Director

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

1968 JUL 16 11 11

2008 July 16

THE INDUSTRIAL CREDIT AND INVESTMENT CORPORATION OF INDIA LIMITED



163, BACKBAY RECLAMATION, BOMBAY 1 | GRAMS: 'CREDCORP', BOMBAY | PHONE: 245081/245478/245485/245939

July 16, 1968

Recd. 2/10813
89

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I would also like to thank you for sending a copy of the report entitled Past and Prospective Trends in the World Aluminium Industry prepared by the staff of the World Bank. I am sure this will be of great value. We will make use of this report for internal purpose.

Yours sincerely,

H. T. Parekh
Managing Director

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

1968 JUL 20 11:10 AM

TELETYPE UNIT

شركة تمويل وتطوير الأعمال
ماليزيا

Malaysian Industrial Development Finance Berhad

(Incorporated In The States of Malaya)

OUR REF: F-1

YOUR REF:

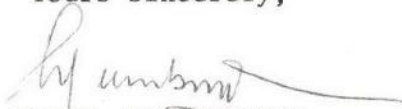
Mr. B.H. Shin,
Development Finance Companies,
International Finance Corporation,
1818 H Street, N.W.
WASHINGTON, D.C.

Dear Mr. Shin,

We are much obliged for the two papers entitled Manufacture of Heavy Electrical Equipment in Developing Countries and Automotive Industries in Developing Countries which you have sent us.

They will not only be interesting but very useful to MIDF in its operations.

Yours sincerely,



H.F.G. LEEMBRUGGEN
Acting General Manager

TELEPHONE 26371/5
TELEGRAMS "MALINDEV"
KUALA LUMPUR
CODE BENTLEY'S SECOND

MIDF

BANGUNAN MIDF
117 JALAN AMPANG
KUALA LUMPUR
P. O. BOX 2110

DATE: July 16, 1968.

TELEPHONE 263718
TELEGRAMS "MALINDY"
KUALA LUMPUR
CODE BENTLEY'S SECOND



BANGUNAN MIDE
117 JALAN AMPANG
KUALA LUMPUR
P. O. BOX 210

DATE: July 16, 1968.

ماليزيا ايجيا فينانشيا لڤتڤانج ماليزيا

Malaysian Industrial Development Finance Berhad

(Incorporated in The States of Malaya)

OUR REF: F-1
YOUR REF:

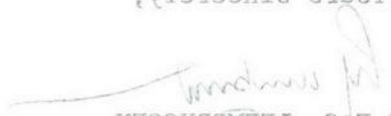
Mr. B.H. Shin,
Development Finance Companies,
International Finance Corporation,
1818 H Street, N.W.,
WASHINGTON, D.C.

Dear Mr. Shin,

We are much obliged for the two papers entitled Manufacture of Heavy Electrical Equipment in Developing Countries and Automotive Industries in Developing Countries which you have sent us.

They will not only be interesting but very useful to MIDE in its operations.

Yours sincerely,


H.F.C. LEEMBRUGGEN
Acting General Manager

RECEIVED
JUL 19 1968

cc B. Shin P.

July 16, 1968

Dr. Benjamin Martinez Moriones
President
Corporacion Financiera del Valle
Apartado Aereo 4902
Cali, Colombia

Dear Dr. Martinez Moriones:

On behalf of Mr. Mathew who is away from Washington, I thank you for your letter of July 9, 1968 enclosing different forms of loan agreement (Nos. 1-7) presently used by Corporacion Financiera del Valle.

We note that you have no objection to our giving copies of them to interested parties.

Yours sincerely,

B.M. Shin
Development Finance Companies

cc: Mr. Garcia

BHShin:er

Sec. D. Inf. P.

July 16, 1968

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

Dear Mr. Ahmed:

Thank you for your letter of July 10. I am sorry to learn that the two Bank publications, "The Structure of Protection in the Industrial Countries and its Effects on the Exports of Processed Goods from Developing Countries" and "Economic Growth, Trade and the Balance of Payments in the Developing Countries 1960-1965," sent on May 20, 1968 have not as yet reached you. They must have gone astray.

Because of short supply, I am enclosing only one copy each of them.

Yours sincerely,

BS
B.H. Shin
Development Finance Companies

Enclosures

cc: Mr. Sekse

BHShin: er

RABAT, LE 16 Juillet 1968

البنك الوطني للائتمان الاقتصادي
BANQUE NATIONALE POUR LE DEVELOPPEMENT ECONOMIQUE

CAPITAL 30 MILLIONS DE DIRHAMS
BOITE POSTALE 407 - RABAT - TEL. 264 41.42
& 43 ADRESSE TELEGRAPHIQUE BADEMAROC

DIRECTION GÉNÉRALE

DG/HM/N° 313 /

Monsieur William DIAMOND
Directeur du Development Finance
Companies
INTERNATIONAL FINANCE CORPORATION

1818 H. Street
N.W. WASHINGTON D.C. 20 433 U.S.A.

Cher Monsieur DIAMOND,

Je vous remercie de votre lettre en date du 1er Juillet 1968 à laquelle était joint des notes sur les définitions des ratios utilisées pour l'étude financière des Sociétés de développement, et le tableau des ratios établi dans le cas de la B.N.D.E.

J'hésite comme vous pour vous donner ma réponse affirmative quant à la diffusion des ratios intéressant notre BANQUE. En effet, il est à craindre que les comparaisons établies sur de telles bases soient mal "interprétées" par le lecteur fût-il celui des seules banques de développement.

Je me demande d'autre part quelle signification profonde il convient de donner à de telles comparaisons quand on connaît les différences qui séparent les diverses compagnies financières de développement, différences qui tiennent comme vous le savez à leur niveau de capital, à la structure de leurs fonds propres, à leur marge de profit, à leur régime fiscal, à leur régime de réserves et provisions, à leur âge, et à l'importance de leurs emplois.

Veuillez agréer, Cher Monsieur DIAMOND, l'expression de ma considération distinguée.

LE DIRECTEUR GENERAL


Mohamed BENKIRANE

cc. Mr. Shin

COMMUNICATIONS

1968 JUL 23 AM 8:00

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AMDC

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D.W.P. - Inf. P.

July 16, 1968

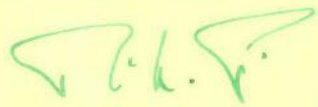
Mr. Paul C. McCann
Chief Executive Officer
Liberian Bank for Industrial
Development and Investment
P. O. Box 547
Monrovia, Liberia

Dear Mr. McCann:

On behalf of Mr. Mathew, who is away from Washington,
I write to thank you for your letter to him of July 8, 1968,
enclosing a standard form of loan agreement. Thank you, also,
for the background information.

With kind regards,

Yours sincerely,



R. L. Powell

Development Finance Companies

RLPowell:cbb

cc: Mr. Shin



THE INDUSTRIAL FINANCE CORPORATION OF THAILAND

101 NARET ROAD, BANGKOK 5, THAILAND.

CABLE: "IFCTHAI" BANGKOK

REGISTERED
MAIL NUMBER 03821

No. A. 1652/2511

July 15, 1968

Dear Mr. Shin: BS

Thank you for your letter of July 8, advising your dispatch to us one copy each of the two papers entitled "Manufacture of Heavy Electrical Equipment in Developing Countries" and "Automotive Industries in Developing Countries". ✓

I am looking forward to its arrival, and hope the papers will be of great use to our staff members as well as to the IFCT work.

Yours sincerely,

Kraisri Nimmanahaeminda
General Manager

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

№ 2. V.
Məşərətə D.C. 50433
1818 N Street, W.M.
INTERNATIONAL FINANCE CORPORATION
DEVELOPMENT FINANCE CENTER
Mr. B.H. Smith

GENERAL MANAGER
Krajati Nimmannarsheminda



Don't sincerely,

well as to the IECF work.
The papers will be of great use to our staff members as
I am looking forward to its arrival, and hope

Comptroller,
Comptroller and "Automotive Industries in Developing
"Manufacture of Heavy Electrical Equipment in Developing
Your gratitude to us one copy each of the two papers entitled
Thank you for your letter of July 8, regarding

Dear Mr. Smith:

№. V. 12515211

July 12, 1968

MAIL NUMBER 03851
REGISTERED



СВЯТЕ: «ІЕСЛНІ», ВАНСКОК
101 MARKET ROAD, BANGKOK 2, THAILAND
THE INDUSTRIAL FINANCE CORPORATION OF THAILAND

CORPORACION FINANCIERA DE CALDAS

TELEFONO:
CONMUTADOR 29 460

APTDO. AEREO 460
CABLES: "FINANCALDAS"

MANIZALES - CALDAS - COLOMBIA

Manizales Julio 15 de 1.968

03208

Señor
B. H. SHIN
INTERNATIONAL FINANCE CORPORATION
1818 H. Street, N.W.
WASHINGTON, D.C. 20433.-

Apreciado señor Shin:

Recibí el artículo que bajo el título "Past and Prospective Trends in the World Aluminum Industry", preparó el personal del Banco Mundial. Así mismo, el recorte del artículo publicado por THE HINDU Survey of Indian Industry, 1967, referente a las actividades y experiencias de la ICICI.-

Todo ello, a no dudarlo, nos reportará gran interés.-

Reciba un cordial saludo,

ROBERTO OCAMPO MEJIA
Presidente



CORPORACION FINANCIERA DE CALDAS


TELEFONO:
CONMUTADOR 29 460

APTDO. AEREO 460
CABLES: "FINANCALDAS"

MANIZALES - CALDAS - COLOMBIA

Manizales Julio 15 de 1968

03206

Señor 
B. H. SHIN
INTERNATIONAL FINANCE CORPORATION
1818 H. Street, N.W.
WASHINGTON, D.C. 20433.-

Estimado señor Shin:

Acuso recibo de su atenta nota fechada el 8 de los corrientes y mediante la cual me anuncia el envío de los estudios titulados "Manufacture of Heavy Electrical Equipment in Developing Countries" y "Automotive Industries in Developing Countries", preparados por el personal del Banco Mundial los cuales recibí igualmente, días atrás. -

Agradezco muy de veras tal envío, lo que a no dudarlo será de nuestro completo interés. -

Sin otro particular por el momento, me es grato suscribirme de usted con toda atención,


ROBERTO OCAMPO MEJIA
Presidente

1968 JUL 22 AM 8:24

11-11-68

Dear Mr. [Name],

I have your letter of July 15, 1968, regarding the [Subject].

The information you provided is being reviewed by the appropriate departments. We will contact you again once a final decision has been reached.

Sincerely,

[Signature]

11-11-68

Very truly yours,

[Name]

[Address]

[Address]

[Footnote or additional information]

Prof. P.

BANQUE IVOIRIENNE DE DÉVELOPPEMENT INDUSTRIEL

Société Anonyme au Capital de 700 millions de francs C.F.A.

DIRECTION GÉNÉRALE

ADRESSE TÉLÉG. : BIDIBANK
TÉLEX : ABIDJAN 782
TÉLÉPHONE : 286-48 286-16
GR/KR

Abidjan, le July 15, 1968

B. P. N° 4470

Mr. William Diamond
Director
Development Finance Companies

International Finance Corporation
1818 H Street, N.W.
Washington, D.C. 20433

1364

Dear Mr. Diamond,

The operational ratios which you sent me in your letter dated July 1, are indeed very instructive. They become really informative only in comparison with other Development Finance Companies, and of course I agree to your sending this information to all members of the group and even to other institutions who might be interested. My policy is to give as much information on the bank and its operations as possible even if this is not in line with French banking tradition.

By the way we are making quite some progress now; our Executive Committee has approved in the past two months 14 projects for nearly 500 million Frs CFA - including 11 projects to be financed under the AID credit line. We have still a number of new projects involving US-equipment under study so that I hope to be able to use much of the AID funds. It is not very likely that I am going to accompany the Ivory Coast delegation to the World Bank Meeting this year. But I hope that I will have sometime the pleasure of meeting you out here in Abidjan.

With best regards.

Sincerely yours,

G. Rohnfelder
(G. Rohnfelder)

cc: see Shin

66: 100 100

1968 JUL 24 PM 8: 10

(G. Kornietzer)

Sincerely yours,

With best regards.

here in articles.

But I hope that I will make sometime the pleasure of meeting you and delegation to the World Bank meeting this year.

If it is not very likely that I am going to accompany the World Council staff so that I hope to be able to see many of the VID funds.

We make still a number of new projects including US-aidshipment under the CEV - including 11 projects to be financed under the VID credit line. We are approved in the last two months 14 projects for nearly 200 million by the way we are making quite some progress now! Our Executive Committee even if this is not in line with French banking tradition.

To give as much information on the bank and its operations as possible and even to other institutions who might be interested. My policy is always to send sending this information to all members of the World Commission with other development finance committees and of course I am always very interested. They become really informative only in the operational matters which you sent me in your letter dated July 1.

Dear Mr. Diamond

1304

Washington, D.C. 20032
 1818 H Street, N.W.
 International Finance Corporation
 Development Finance Committee
 Director
 Mr. William Diamond

GB/KB
 TELEPHONE : 380-48 380-10
 TELEX : VBIDLVN 185
 ADDRESS TELE : VBIDLVN
 DIRECTION GENERALE

B. P. No. 4120
 Avignon le 12 July 1968

Société Anonyme au Capital de 200 millions de francs C.F.A.

ВАНШОНЕ ИЛОИВИЕНИЕ ДЕ ДЕЛЕГОВЬЕМЕНТ ИНДУСТРИЕЛ

GENERALDIREKTOR
DR. WILHELM TEUFENSTEIN
VORSITZER DES VORSTANDES DER
ÖSTERREICHISCHEN INVESTITIONSKREDIT AKTIENGESELLSCHAFT

July 15, 1968


Dev. B - Inf. R.

W

*See by
Messrs Shin
Jeffres*

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

Dear Mr. Diamond,

I thank you for your letter of July 1,  and the attached table of ratios in the financial performance of our company which indeed have proved very interesting. Some of the figures speak by themselves, the majority of the ratios, however, will be best understood when compared with the figures of the other Development Finance Companies.

We have no objection to have these figures taken up in a comparative table for circulation within the whole group of DFC's, it being understood that you will provide us with that table as well.

With kind regards,

Sincerely yours,

Wilhelm Teufenstein

87-113 1833

1968 JUL 13 AM 8:22

[Handwritten signature]
Sincerely yours,

With kind regards,

as with that table as well.

Group of DFC's, it being understood that you will provide a comparative table for circulation within the group. We have no objection to have these figures taken up in companies.

combined with the figures of the other development finance of the ratios, however, will be best understood when some of the figures speak by themselves, the majority company which indeed have proved very interesting. table of ratios in the financial performance of our I thank you for your letter of July 1, and the attached

Dear Mr. Diamond:

Washington, D.C. 20033, USA
1818 H Street, N.W.
International Finance Corporation
Development Finance Committee
Director
Mr. WILLIAM DIAMOND

ÖSTERREICHISCHEM INVESTITIONSKREDIT AKTIENGESELLSCHAFT
VORSITZER DES VORSTANDES DER
DR. WILHELM TEUFENSTEIN
GENERAL-DIREKTOR

JULY 12, 1968

[Handwritten notes]
Mass 75/1100
SPIN
Poor pd

[Handwritten signature]

[Handwritten notes]
2003-10-10

CROSS REFERENCE SHEET

COMMUNICATION: Letter

DATED: July 15, 1968

TO: Mr. Shin

FROM: Mr. G. Rohnfelder
Banque Ivoirienne de Developpement
Industriel
Ivory Coast

FILED UNDER: DEVELOPMENT BANKS - Gen.

SUMMARY: Re: Ack. receipt of letters dtd May 29, June 6, July 8. ✓
He further comments on the Draft Descriptive Memorandum on ✓
BIDI. ✓

ack. July 26, 1968 (filed:Dev.Banks - Gen.)

Sw. B - Inf. P.

CORPORACION FINANCIERA DEL NORTE
BARRANQUILLA - COLOMBIA

MR

PRESIDENCIA

P-177

Julio 15 de 1.968

Señor
WILLIAM DIAMOND
Director de Compañías Financieras de Desarrollo
Corporación Financiera Internacional
1818 H Street, N. W.
Washington, D. C. 20433

Muy apreciado Bill:

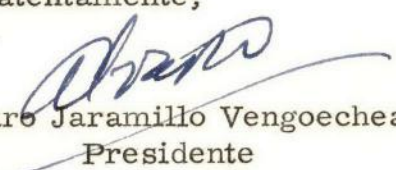
Acuso recibo de su atenta carta del 10. de Julio último con la cual recibí el análisis y posición financiera de la Corporación Financiera del Norte, usando los Ratios que aparecen descritos en el anexo.

Al revisarlos los he encontrado de gran interés para nosotros y sobre todo de una gran aplicación práctica puesto que a través del análisis de los Ratios se puede uno formar una completa idea de la situación de la Financiera.

Me ha parecido de tanta importancia e interés que le cuento que aprovechando el balance del primer semestre del 68 estoy haciendo un análisis de la situación financiera de esta Corporación aplicando los mismos Ratios. Tan pronto como lo termine se lo enviaré a usted con la esperanza de poder tener algún comentario sobre el análisis que resulte.

En cuanto a la circulación de los Ratios de la Corporación Financiera del Norte, no tenemos ningún inconveniente en que ustedes lo hagan por tanto, les otorgamos el permiso que usted muy gentilmente nos solicita.

Sin otro particular me suscribo muy atentamente,


Alvaro Jaramillo Vengoechea
Presidente

AJV/gca.

DEVELOPMENT FINANCE CORPORATION OF CEYLON

3RD FLOOR, HEMAS BUILDING, YORK STREET,

Telephones 28674, 28675
28674, 28675

P. O. BOX 1397, COLOMBO.

Telegrams "DELCEY" Colombo

14th July, 1968.

Our Ref: LIB/GEN

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

Dear Mr. Shin,

✓ We have for acknowledgement your letter dated 8th July 1968 addressed to Mr. L.A. Weerasinghe, our General Manager, and the copies of the two papers prepared by the staff of the World Bank entitled "Manufacture of Heavy Electrical Equipment in Developing Countries" May 29, 1968 (EC-161) and "Automotive Industries in Developing Countries" May 31, 1968 (EC-162) which will be useful additions to our Library.

The contents of the last paragraph of your letter have been noted and will be observed.

Yours sincerely,

S. Kanagaratnam

S. Kanagaratnam,
ASST. GENERAL MANAGER (ADMINISTRATION)

SG.

BY AIR MAIL

AIR LETTER
AEROGRAMME
PAR AVION

Development Finance Corporation,
International Finance Corporation,
1818 H Street N.W.,
Washington D.C. 20433.

Development Finance Corporation,
International Finance Corporation,
1818 H Street N.W.,
Washington D.C. 20433.

IF IT DOES IT WILL BE RECHARGED.
AN AIR LETTER SHOULD NOT CONTAIN ANY

Not approved by the Postmaster-General

BY AIR MAIL

PAR AVION
AIR LETTER
AEROGRAMME



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

← Second fold here →

Sender's name and address: Development Finance Corporation of Ceylon
P. O. Box No. 1397
Colombo.

AN AIR LETTER SHOULD NOT CONTAIN ANY
ENCLOSURE; IF IT DOES IT WILL BE SURCHARGED
OR SENT BY ORDINARY MAIL.

Form approved by the Postmaster-General.

Prepared by the < First fold here > Wild Bank Limited

General Manager, and the copies of the two papers
5th July 1968 addressed to Mr. B.H. Shin, our
We have for acknowledgement your letter dated

Dear Mr. Shin,

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

Our Ref: IIB/GEN

4th July, 1968.

Telephone 25022

P. O. Box 1397, Colombo.
3rd Floor, Heera Building, York Street.

Telephone: DRYCEX, Colombo

DEVELOPMENT FINANCE CORPORATION OF CEYLON



Corporación Financiera Nacional

APARTADO AEREO: 1039 - CABLES: FINANCIERA - TELEX 06-789
MEDELLIN - COLOMBIA

Julio 13 de 1968

Señores ^{PS}
International Finance Corporation
Atención Sr. B.H. Shin
1818 H Street
N.W. Washington, D.C. 20433, USA.

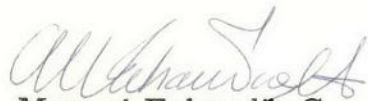
DE- 2337

Apreciados señores y amigos:

✓ Acusamos recibo de su atenta comunicación No. 2063 del 5 de los corrientes, con la cual nos incluyen una copia del artículo "Development Banks and Mobilisation of Resources", lo mismo que un ejemplar del reporte "Past and Prospective trends in the World Aluminum Industry.

Estamos seguros de que los documentos anteriores serán de gran utilidad para nuestros funcionarios.

Al agradecer a Uds. el suministro de tan útil información, nos suscribimos como sus atentos servidores y amigos,


Manuel Echandía G.
Departamento Económico
Director

1968 JUL 16 PM 3:29

Director
Departamento Económico
Manuel Escobar C.

Comisión, nos suscribimos como sus agentes autorizados y amigos
Al Sr. Director de Uda. el administrador de su institución

nos suscribimos como sus agentes autorizados y amigos
datos según se ve en los documentos adjuntos

in the World y suscribimos como sus agentes autorizados y amigos
lo mismo que se muestra en los documentos adjuntos y prospectiva trends
de la Comisión de Desarrollo Banka and Monitoreo of Resources,
No. 2023 del 2 de los documentos, con lo que nos suscriben sus
agencias respecto de sus agentes autorizados

autorizados agentes y amigos:

M. W. 'Asociación' D. C. 2023, 1967
1913 N. 2111
Atención Sr. B. H. Smith
International Finance Corporation
Washington

DE- 5331

1968 JUL 16 PM 3:29

Corporación Financiera Nacional

CORPORACION FINANCIERA COLOMBIANA
BOGOTA-COLOMBIA

CARRERA 10ª N° 14 33 10º PISO
CONMUTADOR 343-060 TELEX 044769

CABLES "COFINANCIERA"
APARTADO AEREO 11843

3158

DESPACHO DEL PRESIDENTE

Bogotá, D.E., July 12, 1968

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

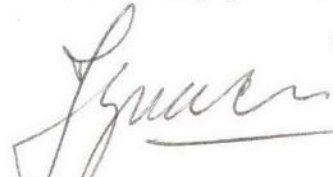
Dear Bill :

I acknowledge receipt of your letter of July 8th, regarding the publication of a review of the financial performance of different finance institutions associated with the World Bank group.

This review will indeed give a very interesting picture, and we do not have any objection as to the publication of our data in it.

With best personal regards, I remain,

Sincerely yours,



IGNACIO COPETE LIZARRALDE

del B - Inf. P.
JUL 15 1968
MR
BP

1968 JUL 15 AM 8:40

COMMUNICATIONS

1968 JUL 15 AM 8:40

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NIGERIAN INDUSTRIAL DEVELOPMENT BANK LIMITED

DIRECTORS

MALLAM AHMADU COOMASSIE (CHAIRMAN)
MATTHEW AJAYI ADEJORO
PHILIP CHIRDO ASIODU
DR. SILVIO BORRI
DR. ALI AKBAR KHOSROPUR
DOUGLAS FOAKES FAIRBAIRN
JOHN LYONS
DONALD ALEXANDER MACLEOD
ALHAJI SHEHU MALAMI
EDWARD CONOR MCNESTRY
JOHN CHUKWUMA AGUDOSI OKWESA
JAMES TOLLION



M. & K. HOUSE
96/102 BROAD STREET
LAGOS
P. O. BOX 2357

TELEPHONE: 27181-27186 (6 LINES)
TELEGRAMS: NIDBANK LAGOS

DATE

12th July, 1968.

Our Ref: 120/10.

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

Dear Mr. Shin,

This is to acknowledge the receipt of the following reports which you sent to us:-

- a. The Structure of Protection in Industrial Countries and its effects on the exports of processed Goods from Developing Countries (EC - 152).
- b. Economic Growth, Trade and the Balance of Payments in the Developing Countries, 1960 - 1965 , (EC - 159).
- c. Past and Prospective Trends in the World Aluminium Industry (EC - 163).

We appreciate your generosity in forwarding the reports to us and your instruction on their use is noted.

Yours faithfully,
for NIGERIAN INDUSTRIAL DEVELOPMENT BANK.

M. O. Adeyinka
M. O. Adeyinka (Mrs)
Librarian.

MOA/TE:

NIGERIAN INDUSTRIAL DEVELOPMENT BANK LIMITED



DIRECTORS
 MALAM SHAMU COMBES (CHAIRMAN)
 PHILIP CHIBO ABIOU
 DR. ELVIS KOREI
 DR. ALI KEMAR KHOORPUR
 DOOFAI KACER YABBARU
 JOHN YOHU
 DONALD ALEXANDER MACLEOD
 ALJAL SHIBU MALJAM
 EDWARD CONOR MCHERTY
 JOHN CHUKWUMA AUCHOBI OKWABA
 JAMES TOLLSON

M. & K. HOUSE
 96/102 BROAD STREET
 LAGOS
 P. O. BOX 2327
 TELEPHONE: 2181-2186 (6 LINES)
 TELEGRAMS: NIDBANK LAGOS

DATE

12th July, 1968.

Our Ref: 120/10.

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

Dear Mr. Shin,

This is to acknowledge the receipt of the following reports which you sent to us:-

- a. The Structure of Protection in Industrial Countries and its effects on the exports of processed Goods from Developing Countries (EC - 152).
- b. Economic Growth, Trade and the Balance of Payments in the Developing Countries, 1960 - 1965, (EC - 159).
- c. Past and Prospective Trends in the World Aluminium Industry (EC - 163).

We appreciate your generosity in forwarding the reports to us and your instruction on their use is noted.

Yours faithfully,
 for NIGERIAN INDUSTRIAL DEVELOPMENT BANK.

M.O. Adeyinka (Mrs)
 Librarian.

MOA/TE:

china development corporation

CABLE ADDRESS
CHIDEICO TAIPEI

July 12, 1968
File Ref. 57-E-0246

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

Dear Mr. Shin :

This is to acknowledge, with thanks, receipt of your letter dated July 5, 1968 together with reports entitled "Development Banks and Mobilisation of Resources" and "Past and Prospective Trends in the World Aluminum Industry" both of which are very useful to us.

Thank you again,

Sincerely yours,



Felix S. Y. Chang
President

1968 JUL 12 11:51 AM

1968 JUL 15 PM 2:41

President
FELIX S. L. CHANG



Sincerely yours,

Thank you again,

of which are very useful to us
and prospective trends in the world aluminum industry, both
"Development Banks and Mobilization of Resources," and "Past
your letter dated July 2, 1968 together with reports entitled
This is to acknowledge, with thanks, receipt of

Dear Mr. Shiu :

P. S. V.
Washington D.C. 20433
1818 H Street, N.W.
INTERNATIONAL FINANCE CORPORATION
DEVELOPMENT FINANCE COMPANIES Dept.
Mr. B. H. Shiu

CHIDEFCO TAIPEI
CABLE ADDRESS



FILE REF. 27-E-0540
JULY 15, 1968

China Development Corporation

Doc. Inf. P.

July 12, 1968

Mr. Gerhard Rohnfelder
Managing Director
Banque Ivoirienne de Developpement
Industriel
Boite Postale 4470
Abidjan, Ivory Coast

Dear Mr. Rohnfelder:

On behalf of Mr. Mathew who is away on vacation, I thank you for your letter of July 3, 1968 to him, enclosing one copy each of the standard loan agreement, general conditions for loans and special conditions for loans (AID financed) presently used by Banque Ivoirienne de Developpement Industriel.

We note that you have no objection to our giving copies of them to interested parties.

I also would like to refer to my two letters of May 14 and June 26 on the draft descriptive memorandum on BIDI. I wonder if the letters have gone astray. I would appreciate your checking into this matter.

With kind regards,

Yours sincerely,

BS
B.S. Shin
Development Finance Companies

cc: Mr. Helling
BHShin:er

sw 2 of 1.
July 12, 1968

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

Dear Dr. Ocampo:

On behalf of Mr. Mathew who is away on vacation I thank you for your letter of July 6 to him, enclosing three forms of loan agreements presently used by Corporacion Financiera de Caldas.

We assume that you have no objection to our giving copies of them to those who have a bona fide interest in them. Otherwise, we would appreciate your letting us know.

Yours sincerely,

BS

B.H. Shin
Development Finance Companies

cc: Mr. Garcia

BHShin:er


acc July 17

CORPORACION FINANCIERA DEL NORTE
BARRANQUILLA - COLOMBIA

PRESIDENCIA

P-173.

Julio 12 de 1.968


Señor 
B. H. Shin
Compañías Financieras de Desarrollo
Corporación Financiera Internacional
1818 H Street, N. W.
Washington, D.C. 20433

Muy estimado señor Shin:

Nos permitimos acusar recibo de su carta del 8 de los corrientes, así como de las copias de cada uno de los informes preparados por el staff del Banco Mundial, titulados "Manufacture of Heavy Electrical Equipment in Developing Countries" de Mayo 29/68 (EC-161) y "Automotive Industries in Developing Countries" de Mayo 31/68 (EC-162).

Estos interesantes informes los haremos conocer de los miembros de nuestro staff.

Sin particulares para más y agradeciéndole el envío de los informes antes mencionados, nos suscribimos muy atentamente,


Alvaro Jaramillo Vengoechea
Presidente

gca.

RABAT, LE 12 Juillet 1968

البنك الوطني للاقتصاد
BANQUE NATIONALE POUR LE
DEVELOPPEMENT ECONOMIQUE

CAPITAL 30 MILLIONS DE DIRHAMS
BOITE POSTALE 407 - RABAT - TEL. 264.41.42
& 43 ADRESSE TELEGRAPHIQUE BADEMAROC

DIRECTION GÉNÉRALE

DG/HM/N° 298/

PS
Monsieur B.H. SHIN
INTERNATIONAL FINANCE CORPORATION
1818 H. Street.
D.C. 20433
N.W. WASHINGTON - U.S.A.

Cher Monsieur,

July 8
Je vous remercie de votre lettre, ainsi que des documents joints, relatifs à "Manufacture of Heavy Electrical Equipment in Developing Countries," et à "Automotive Industries in Developing Countries".

Veillez agréer, Cher Monsieur, l'expression de mes sentiments distingués.

[Signature]
LE DIRECTEUR GENERAL

Mohamed BENKIRANE

البنك الوطني للاقتصاد
BNDE
BANQUE NATIONALE POUR LE
DEVELOPPEMENT ECONOMIQUE

CAPITAL 30 MILLIONS DE DIRHAMS
BOITE POSTALE 407 - RABAT - TEL. 264 - 41 - 42
& 43 ADRESSE TELEGRAPHIQUE BADEMAROC

12 JUIL. 1968

RABAT, LE

MB/HM/N° 409 /

RF
Monsieur B.H. SHIN

INTERNATIONAL FINANCE CORPORATION
1818 H. Street.

D.C. 20433

N.W. WASHINGTON - D.C. 20 433 U.S.A.

Cher Monsieur,

July 5
Je vous remercie de votre lettre, ainsi que des documents joints, relatifs à "Development Banks and Mobilisation of Resources" et à "Past and Prospective Trends in the World Aluminium Industrie.

Veillez agréer, Cher Monsieur, l'expression de mes sentiments distingués.

LE DIRECTEUR GENERAL

[Signature]
Mohamed BENKIRANE

BOARD OF COMMUNICATIONS

1968 JUL 16 PM 3:30

DEPARTMENT OF COMMUNICATIONS
THE DIRECTOR GENERAL

Les renseignements distribués
concernent l'activité de l'Administration
indiquée ci-dessous.
of "Revolution" et d'autres activités de la même
nature, ainsi que d'autres activités de la même
nature, ainsi que d'autres activités de la même
nature, ainsi que d'autres activités de la même

M. M. MONTGOMERY - D.C. 50 433 P.S.V.
D.C. 50433
1548 N. Street
INTERNATIONAL BUSINESS CORPORATION
Montreal, P.Q. 2H1

1968/07/16

LE DEPARTMENT DE COMMUNICATIONS
A L'ATTENTION DE
LE DEPARTMENT DE COMMUNICATIONS
A L'ATTENTION DE
VIDE
1968/07/16

15 JUL 1968

TELEPHONE 26371/5
TELEGRAMS "MALINDEV"
KUALA LUMPUR
CODE BENTLEY'S SECOND

MIDF

BANGUNAN MIDF
117 JALAN AMPANG
KUALA LUMPUR
P. O. BOX 2110

July 11, 1968.

DATE:.....

شركة تمويل التنمية الصناعية
ماليزيا

Malaysian Industrial Development Finance Berhad

(Incorporated In The States of Malaya)

OUR REF: Fl Vol. II

YOUR REF:

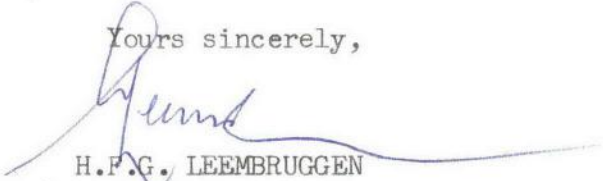
BS
Mr. B.H. Shin,
Development Finance Corporation,
1818 H Street, N.W. Washington D.C.
U.S.A.

Dear Mr. Shin,

✓ I acknowledge with thanks the receipt of your letter of July 5, 1968 enclosing the following documents :-

1. An article entitled "Development Banks and Mobilisation of Resources".
2. A copy of the report (EC-163) entitled "Past and Prospective Trends in the World Aluminum Industry".

Yours sincerely,


H.F.G. LEEMBRUGGEN
Acting General Manager

RECEIVED 12 JUL 1968 10:54

TELEPHONE 263718
TELEGRAMS "MALINEV"
KUALA LUMPUR
CODE BENTLEY'S SECOND



BANGUNAN MIDE
117 JALAN AMPANG
KUALA LUMPUR
P. O. BOX 210

DATE: July 11, 1968

Malaysian Industrial Development Finance Berhad

(Incorporated in The States of Malaya)

OUR REF: FI Vol. II

YOUR REF:

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

Dear Mr. Shin,

I acknowledge with thanks the receipt of your letter of July 5, 1968 enclosing the following documents :-

1. An article entitled "Development Banks and Mobilisation of Resources".
2. A copy of the report (DC-163) entitled "Past and Prospective Trends in the World Aluminum Industry".

Yours sincerely,

H. F. G. LEMBRUGEN
Acting General Manager

1968 JUL 15 10:24

Sec. P. Inf. P

Korea Development Finance Corporation

Twelfth Floor, The Cho Heung Bank Bldg.
14, Namdaemoon-Ro 1-Ka, Chung-Ku
Seoul, Korea

Telephone: (24) 2 2 9 1~5
Cable Address: KODEFINCO

July 11, 1968

KDFC-IFC-90 *PS*

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

Dear Mr. Shin:

This acknowledges receipt of your letter of July 5, 1968 with enclosures.

I much appreciate your thoughtfulness in sending materials to me. The article written by Mr. H. T. Parekh and the report prepared by Andrew C. Haung are very useful and interesting. As you request, the report will be used only within our organization.

Yours sincerely,

C. H. Kim
C. H. Kim
President

RECEIVED

INTERNATIONALS
1963 JUL 17 AM 6:16

President
C. H. KIM



Yours sincerely,

in our organization.
As you request, the report will be used only with-
C. H. Kim's and very useful and interesting.
Mr. H. L. Park and the report prepared by Andrew
sending materials to me. The article written by
I much appreciate your thoughtfulness in

July 2, 1968 with enclosures.
This acknowledges receipt of your letter of

Best Mr. Kim:

P. S. A.
Washington, D. C. 20433
1818 H Street, N. W.
INTERNATIONAL FINANCE CORPORATION
DEVELOPMENT FINANCE COMPANIES
Mr. B. H. Kim

KDEC-IEC-00

July 11, 1968

Seoul, Korea
14, Namdaemun-ro 1-Ka, Chung-Ku
Twelfth Floor, The Cho Heung Bank Bldg.

Cable Address: KODEFINCO
Telephone (24) 3 3 8 1-2

Korea Development Finance Corporation

Dec 8 - 27 P.

china development corporation



CABLE ADDRESS
CHIDELCO TAIPEI

July 10, 1968
File Ref. 57-B-0244

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

Dear Mr. Shin :

Many thanks for your kind letter of May 20, 1968 and Professor Balassa's two reports entitled "The Structure of Protection in the Industrial Countries and Its Effects on the Exports of Processed Goods from Developing Countries" and "Economic Growth, Trade and the Balance of Payments in the Development Countries, 1960-1965" which have just come to my hand.

We are also grateful to you for making available to us the publications entitled "A Global Directory of Development Finance Institutions" which you kindly sent us in last March and April respectively.

Thanking you again and with warmest regards,

Sincerely yours,

Felix S. Y. Chang
President

china development corporation



CHIDEICO TAIPEI
CABLE ADDRESS

July 10, 1968
File Ref. 27-B-0244

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

Dear Mr. Shin :

Many thanks for your kind letter of May 20, 1968 and Professor Balassa's two reports entitled "The Structure of Pro- section in the Industrial Countries and Its Effects on the Ex- ports of Processed Goods from Developing Countries" and "Economic Growth, Trade and the Balance of Payments in the Development Countries, 1960-1967" which have just come to my hand.

We are also grateful to you for making available to us the publications entitled "A Global Directory of Development Finance Institutions" which you kindly sent us in last March and April respectively.

Thanking you again and with warmest regards,

Sincerely yours,

Felix S. Y. Chang
President

JUL 15 1968

CHIDEICO TAIPEI

CORPORACION FINANCIERA COLOMBIANA
BOGOTA-COLOMBIA

CARRERA 10ª Nº 14 33 10º PISO
CONMUTADOR 343-060 TELEX 044769

CABLES "COFINANCIERA"
APARTADO AEREO 11843

3129

DESPACHO DEL PRESIDENTE

Bogotá, D.E., July 10, 1968

BS
Mr. B. H. SHIN
Development Finance Companies
International Finance Corporation
1818 H Street, N.W.
Washington, D.C., 20433

Dear Mr. Shin :

lt. July 5
I acknowledge receipt of the two reports entitled "Development Banks and Mobilisation of Resources" and "Past and Prospective Trends in the World Aluminum Industry", which you kindly sent us. They are certainly very interesting documents and will be most useful to us.

Yours faithfully,

Ignacio Copete Lizarralde
IGNACIO COPETE LIZARRALDE

TELECOMMUNICATIONS

1968 JUL 15 AM 8:55

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Dr. P. J. P.

INDUSTRIAL DEVELOPMENT BANK OF PAKISTAN

HEAD OFFICE:

GRAMS: "INDEBA"

PHONES: 70061/5 Lines

M.D's Secretariat.

POST BOX NO. 7300

Ref. No. MD(OSD)/68/345 *Karachi-3* July 10, 1968.
(Pakistan)

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

Dear Sir,

I am directed to acknowledge with thanks receipt of one copy of an article entitled "Development Banks & Mobilisation of Resources" within by Mr. H.T. Parekh of ICICI together with a copy of the report "Past and Prospective Trends in the World Aluminum Industry, May 31, 1968" enclosed with your letter of July 5, 1968.

I may however bring to your kind notice that the follows two reports sent to us by air freight have not been received by us so far.

1. "The Structure of Protection in the Industrial Countries and its Effects on the Exports of Processed Goods from Developing Countries"
2. Economic Growth, Trade and the Balance of payments in the Developing Countries 1960-1965.

It will be highly appreciated if you will send us two additional copies of the above.

Thanking you,

Yours faithfully,

M. M. Ahmed
(M.M. AHMED)

OFFICER ON SPECIAL DUTY

recd July 16/68

INDUSTRIAL DEVELOPMENT BANK OF PAKISTAN

HEAD OFFICE:

GRAMS: "INDEBA"

POST BOX NO. 7300

M.D.'s Secretariat

PHONES: 70081/5 Lines

1988

July 10

(Pakistan)

Prof. No. MD(22)/68/345

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

Dear Sir,

I am directed to acknowledge with thanks receipt of one copy of an article entitled "Development Banks & Mobilization of Resources" within by Mr. H.T. Parakh of ICICI together with a copy of the report "Past and Prospective Trends in the World Aluminum Industry, May 31, 1988" enclosed with your letter of July 5, 1988.

I may however bring to your kind notice that the follows two reports sent to us by air freight have not been received by us so far.

1. "The Structure of Protection in the Industrial Countries and its Effects on the Exports of Processed Goods from Developing Countries"
2. Economic Growth, Trade and the Balance of payments in the Developing Countries

It will be highly appreciated if you will send us two additional copies of the above.

Thanking you,

Yours faithfully,

(M.M. AHMED)
OFFICER ON SPECIAL DUTY

1988 JUL 12 11:11 AM

Dev R. Inf. P.

July 10, 1968

Dr. Wilhelm Teufenstein
Generaldirektor - Stellv. und
Vorstandsmitglied der
Oesterreichische Investitionskredit
Aktiengesellschaft
Am Hof 4
Vienna 1, Austria


Dear Dr. Teufenstein:

On behalf of Mr. Mathew who is away on vacation, I acknowledge with thanks receipt of your letter of July 3 to him enclosing two copies of the standard form of loan agreement presently used by your institution.

We note that you have no objection to our giving copies of it to interested parties.

With kind regards,

Yours sincerely,


B.H. Shin
Development Finance Companies

cc: Mr. Jeffries

BHShin:er

July 10, 1968

His Excellency
Ato Worku Habte-Wold
Managing Director
Development Bank of Ethiopia
P. O. Box 1900
Addis Ababa, Ethiopia

Excellency:

On behalf of Mr. Mathew who is at present away, I acknowledge with thanks receipt of your letter of June 26 to him enclosing a copy of the form of loan agreement presently used by your institution.

We note that you have no objection to our giving copies of it to interested parties.

We are also grateful for your thoughtfulness in enclosing a copy of the form of loan proposal used internally by your institution.

Yours sincerely,



B.H. Shin
Development Finance Companies

cc: Mr. Pollan

BHShin:er

See P. 2 of P.

July 10, 1968

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

Dear Mr. Chang:

On behalf of Mr. Mathew who is away on vacation, I thank you for your letter of July 3 to him enclosing a copy of the form of Bank-Funds Subsidiary Loan Agreement presently used by your Corporation.

We note that you have no objection to our giving copies of it to interested parties.

I take pleasure in enclosing additional copies of the descriptive memorandum on CDC as requested in your letter of July 6.

With kind regards,

Yours sincerely,



B.H. Shin
Development Finance Companies

Enclosures

cc: Mr. Pollan

BHShin:er

DEVELOPMENT FINANCE CORPORATION OF CEYLON

3RD FLOOR, HEMAS BUILDING, YORK STREET,

Telephones 78674, 78675

P. O. BOX 1397, COLOMBO.

Telegrams "DELCEY" Colombo

10th July, 1968.

Our Ref: LIB/GEN

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

Dear Mr. Diamond,

✓ We have for acknowledgement your letter of 1st instant addressed to Mr. L.A. Weerasinghe, General Manager, forwarding copy of your review in the form of 16 ratios pertaining to our Corporation and notes on the ratios we have used.

Permission is granted for the sending of these ratios for the internal use of the development finance companies associated with the World Bank Group. We look forward to receiving in due course a copy for our own internal use.

Yours sincerely,



S. Kanagaratnam,
ASST. GENERAL MANAGER (ADMINISTRATION)

SK/SG.

cc: Mr. Shind

AIR MAIL
AIR MAIL



RECEIVED BY ORDINARY MAIL
NOT TO BE RE-POSTED
NOT TO BE RE-POSTED

BY AIR MAIL

PAR AVION
AIR LETTER
AEROGRAMME



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

← Second fold here →

Sender's name and address: Development Finance Corporation of Ceylon

P. O. Box No. 1397

Colombo.

AN AIR LETTER SHOULD NOT CONTAIN ANY
ENCLOSURE; IF IT DOES IT WILL BE SURCHARGED
OR SENT BY ORDINARY MAIL.

Form approved by the Postmaster-General.

DEVELOPMENT FINANCE CORPORATION OF CEYLON

1968 JUL 15 10:57

1968 JUL 15 10:57

1968 JUL 15 10:57

OUR REF: TID/AM

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

← First fold here →

We have for acknowledgement your letter

P. O. Box 1397, Colombo
3RD FLOOR, INTERNATIONAL FINANCE CORPORATION, YORK STREET,
COLOMBO 01, CEYLON

Registered at DELCEA, Colombo

DEVELOPMENT FINANCE CORPORATION OF CEYLON

3RD FLOOR, HEMAS BUILDING, YORK STREET,

Telephones 78674, 78675

P. O. BOX 1397, COLOMBO.

Telegrams "DELCEY" Colombo

10th July, 1968.

Our Ref: LIB/GEN

BZ
Mr. B.H. Shin,
Development Finance Companies,
International Finance Corporation,
Washington D.C.20433,
U.S.A.

Dear Mr. Shin,

Many thanks for your letter of 5th instant addressed to Mr. L.A. Weerasinghe, General Manager, forwarding copy of Mr. H.T. Panth's article entitled "Development Banks and Mobilisation of Resources". The experience of ICICI is useful as a guideline for mobilisation of resources.

I also acknowledge receipt of the report No. EC-163 entitled "Past and Prospective Trends in the World Aluminium Industry, May 31, 1968"

The further contents of your letter are noted and will be observed.

Yours sincerely,

S. Kanagaratnam

S. Kanagaratnam,
ASST. GENERAL MANAGER (ADMINISTRATION)

SK/SG.

BY AIR MAIL

AIR LETTER
PAR VAIOM

RECOGNISME

Development Finance Corporation,
Washington D.C. 20433, U.S.A.

RECEIVED BY AIR MAIL
NOT RECHARGED

Form approved by the Postmaster-General

BY AIR MAIL

PAR AVION
AIR LETTER
AEROGRAMME



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

← Second fold here →

Sender's name and address: Development Finance Corporation of Ceylon

P. O. Box No. 1397

Colombo.

AN AIR LETTER SHOULD NOT CONTAIN ANY
ENCLOSURE; IF IT DOES IT WILL BE SURCHARGED
OR SENT BY ORDINARY MAIL.

Form approved by the Postmaster-General.

DEVELOPMENT FINANCE CORPORATION OF CEYLON

Telephone 2041, 2042

3RD FLOOR, HEMA BUILDING, 111, 113, 115, 117, 119, 121, 123, 125, 127, 129, 131, 133, 135, 137, 139, 141, 143, 145, 147, 149, 151, 153, 155, 157, 159, 161, 163, 165, 167, 169, 171, 173, 175, 177, 179, 181, 183, 185, 187, 189, 191, 193, 195, 197, 199, 201, 203, 205, 207, 209, 211, 213, 215, 217, 219, 221, 223, 225, 227, 229, 231, 233, 235, 237, 239, 241, 243, 245, 247, 249, 251, 253, 255, 257, 259, 261, 263, 265, 267, 269, 271, 273, 275, 277, 279, 281, 283, 285, 287, 289, 291, 293, 295, 297, 299, 301, 303, 305, 307, 309, 311, 313, 315, 317, 319, 321, 323, 325, 327, 329, 331, 333, 335, 337, 339, 341, 343, 345, 347, 349, 351, 353, 355, 357, 359, 361, 363, 365, 367, 369, 371, 373, 375, 377, 379, 381, 383, 385, 387, 389, 391, 393, 395, 397, 399, 401, 403, 405, 407, 409, 411, 413, 415, 417, 419, 421, 423, 425, 427, 429, 431, 433, 435, 437, 439, 441, 443, 445, 447, 449, 451, 453, 455, 457, 459, 461, 463, 465, 467, 469, 471, 473, 475, 477, 479, 481, 483, 485, 487, 489, 491, 493, 495, 497, 499, 501, 503, 505, 507, 509, 511, 513, 515, 517, 519, 521, 523, 525, 527, 529, 531, 533, 535, 537, 539, 541, 543, 545, 547, 549, 551, 553, 555, 557, 559, 561, 563, 565, 567, 569, 571, 573, 575, 577, 579, 581, 583, 585, 587, 589, 591, 593, 595, 597, 599, 601, 603, 605, 607, 609, 611, 613, 615, 617, 619, 621, 623, 625, 627, 629, 631, 633, 635, 637, 639, 641, 643, 645, 647, 649, 651, 653, 655, 657, 659, 661, 663, 665, 667, 669, 671, 673, 675, 677, 679, 681, 683, 685, 687, 689, 691, 693, 695, 697, 699, 701, 703, 705, 707, 709, 711, 713, 715, 717, 719, 721, 723, 725, 727, 729, 731, 733, 735, 737, 739, 741, 743, 745, 747, 749, 751, 753, 755, 757, 759, 761, 763, 765, 767, 769, 771, 773, 775, 777, 779, 781, 783, 785, 787, 789, 791, 793, 795, 797, 799, 801, 803, 805, 807, 809, 811, 813, 815, 817, 819, 821, 823, 825, 827, 829, 831, 833, 835, 837, 839, 841, 843, 845, 847, 849, 851, 853, 855, 857, 859, 861, 863, 865, 867, 869, 871, 873, 875, 877, 879, 881, 883, 885, 887, 889, 891, 893, 895, 897, 899, 901, 903, 905, 907, 909, 911, 913, 915, 917, 919, 921, 923, 925, 927, 929, 931, 933, 935, 937, 939, 941, 943, 945, 947, 949, 951, 953, 955, 957, 959, 961, 963, 965, 967, 969, 971, 973, 975, 977, 979, 981, 983, 985, 987, 989, 991, 993, 995, 997, 999

Development, Colombo

15 JUL 1959 AM 10:59

Our Ref: FIC/58

Washington D.C. 20433,
International Finance Corporation,
Development Finance Corporation,
Mr. B.H. Shin,

Dear Mr. Shin,

Enclosed for you are two copies of the report on the experience of IFC in the field of mobilization of resources. The report is being prepared by the International Finance Corporation and is being distributed to all member countries. It is hoped that it will be of interest to you. The report is being prepared by the International Finance Corporation and is being distributed to all member countries. It is hoped that it will be of interest to you.

First fold here

sw. 2-27 P.

THE LIBERIAN BANK FOR INDUSTRIAL DEVELOPMENT AND INVESTMENT

Telephone 21611

100 Broad Street
P. O. Box 547
Monrovia, Liberia

Cable - Devbank

July 9, 1968

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

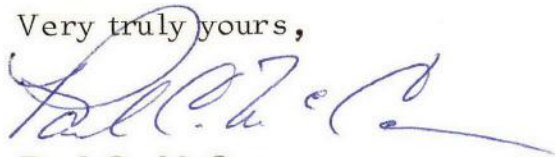
Dear Mr. Shin:

Several months ago you transmitted to us a copy of Mr. James S. Raj's report on Ratio Analysis. Naturally we have found this material to be very useful and lucid and inasmuch as I am now preparing an administrative and operations manual for the Bank, I would appreciate having at least six and preferably ten more copies of this important and useful paper.

I am sure that you will do what you can for us in this regard and I take the opportunity to thank you in advance for your help and consideration.

Kind personal regards.

Very truly yours,



Paul C. McCann
CHIEF EXECUTIVE OFFICER

1968 JUL 15 11:39

CHIEF EXECUTIVE OFFICER
Paul C. McCann

[Handwritten signature]
Very truly yours,

Kind personal regards.

The opportunity to thank you in advance for your help and consideration. I am sure that you will do what you can for us in this regard and I take
pardon.

least six and preferably ten more copies of this important and useful file and operations manual for the Bank. I would appreciate having it very useful and just and inasmuch as I am now preparing an administrative report on Katio analysis. Naturally we have found this material to be several months ago you transmitted to us a copy of Mr. James S. Kay's

Dear Mr. Shin:

P. S. V.
Washington, D. C. 20033
1818 H Street, N. W.
International Finance Corporation
Mr. B. H. Shin

[Handwritten initials]

July 9, 1968

Monrovia, Liberia
P. O. Box 241
100 Broad Street

Telephone 51011

Cable - Debank

THE LIBERIAN BANK FOR INDUSTRIAL DEVELOPMENT AND INVESTMENT

THE LIBERIAN BANK FOR INDUSTRIAL DEVELOPMENT AND INVESTMENT

Telephone 21611

100 Broad Street
P. O. Box 547
Monrovia, Liberia

Cable - Devbank

July 9, 1968

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

Dear Mr. Diamond:

Thank you for your letter of July 1, 1968 and the interesting attachments on the operational ratios of the LBIDI.

We believe that the overall comparative picture would definitely be useful and instructive to us as well as others and certainly give our approval of your utilizing the LBIDI figures in your comparative table. We look forward to seeing the "whole picture" and I anticipate circulating this information as well as the complete data to our other Directors for their edification. I am certain they will appreciate this, as I am sure you realize we do, as well as all your continuing efforts in our behalf.

Kind personal regards.

Very truly yours,



Paul C. McCann
CHIEF EXECUTIVE OFFICER

THE LIBERIAN BANK FOR INDUSTRIAL DEVELOPMENT AND INVESTMENT

Cable - Devbank

100 Broad Street
P. O. Box 247
Monrovia, Liberia

Telephone 21611

July 9, 1968

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

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Thank you for your letter of July 1, 1968 and the interesting attachments on the operational ratios of the LBIDI.

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Kind personal regards.

Very truly yours,


Paul C. McCann
CHIEF EXECUTIVE OFFICER

1968 JUL 23 PM 1:06

TELETYPE UNIT



**PAKISTAN INDUSTRIAL CREDIT
& INVESTMENT CORPORATION LIMITED**

Jubilee Insurance House,
McLeod Road,
P. O. Box No. 5080 Karachi-2.

TELEPHONES : { 227171
227172
227173

CABLE : "PICICORP"

9th July, 1968

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

Dear Mr. Shin,

Thank you for your letter dated July 5, 1968 enclosing two reports entitled "Development Banks and Mobilisation of Resources" and "Past and Prospective Trends in the World Aluminum Industry" prepared by the Managing Director, ICICI and the World Bank staff respectively. I have gone through the reports and found them very interesting.

The contents of the penultimate paragraph of your letter have been noted.

Yours sincerely,


(SAID AHMED)
MANAGING DIRECTOR.

1968 JUL 12 AM 10:33

MANAGING DIRECTOR
(SAID AHMED)

(Handwritten signature)

MORIS SINGH

of your letter have been noted.

The contents of the memorandum regarding the reports and found them very interesting. Moris Bank staff respectfully. I have done through prepared by the Managing Director, ICICI and the Prospective Trends in the World "Minimum Indicators", Banks and Mobilization of Resources" and "East and 1968 enclosing two reports entitled "Development

Thank you for your letter dated July 2,

Dear Mr. Singh,

U.S.A.
Washington, D.C. 20033
1818 H Street, N.W.
International Finance Corporation
Development Finance Committee
Mr. B.H. Singh

(Handwritten initials)

24th July 1968

TELEPHONE: { 35133
35135
35134

P. O. Box No. 2080 Karachi-2
McLeod Road
Justice Insurance House

SWIFT: .BICICORF.

INVESTMENT CORPORATION LIMITED
PAKISTAN INDUSTRIAL CREDIT





FINANCIERA-VALLE

Dw P - 200. P
SPECIAL DELIVERY

CORPORACION FINANCIERA DEL VALLE

Cali, Julio 9 de 1968

08550

Señor
B. H. SHIN
International Finance Corporation
Development Finance Companies
1818 H. Street, N. W.
Washington, D. C. 20433
U. S. A.

Apreciado señor Shin :

Acuso recibo de su atenta carta de Julio 5 del presente año, de la que he retirado el artículo " Development Banks and - - Mobilisation of Resources ", escrito por el Sr. H. T. Parekh del " Industrial Credit and Investment Corporation . Tam - bién he recibido el reporte " Past and Prospective Trends in the World Aluminum Industry " de Mayo 31, 1968.

Agradezco a usted el envío de estos reportes que sin lugar a dudas son de gran interés para nuestra Financiera y para mí.

Con un atento saludo me es grato repetirme como su

Servidor y amigo.

CORPORACION FINANCIERA DEL VALLE

Benjamín Martínez Moriones
Presidente

mcg. -

SECRET -

COMMUNICATIONS

1968 JUL 11 PM 3:44

Presidente

Benigno M. M. M. M.

[Handwritten signature]

COMUNICACION FINANCIERA DEL LATTE

Relacion a...

Com se refiere a...
datos con de...
del World...
del...
del...
del...

Atencio...

D. S. A.
Washington, D. C. 20433
1818 N. Street, N. W.
Development Finance Companies
International Finance Corporation
E. H. SMITH
2600

San, 11 de Julio de 1968

08880



FINANCIERA-LATTE

COMUNICACION FINANCIERA DEL LATTE

SECRET DELATTE

Page 2 of 2

July 9, 1968

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

Dear Mr. Ahmed:

On behalf of Mr. Mathew who is away on vacation I acknowledge with thanks receipt of your letter of June 29, 1968 to him, enclosing a copy of the standard form of loan agreement for your clients, together with one copy each of the standard text of share option arrangements and of a typical example of special covenants annexed to most of your loan agreements.

We note that you have no objection to giving copies of those documents to those who have a bona fide interest in them.

With kind regards,

Yours sincerely,

B.H. Shin
Development Finance Companies

cc: Mr. Sekse

BHShin:er

D. W. R. - Duf. P.

July 9, 1968

Secretary
Industrial and Mining Development Bank
Of Iran
133 Shiraz Street
Tehran, Iran

Gentlemen:

On behalf of Mr. Mathew who is away on vacation, I thank you for your letter of June 30, 1968 to him, enclosing a copy of the standard loan agreement and the general loan regulations for your clients.

We assume that you have no objection to give copies of it to those who have a bona fide interest in it. Otherwise, we would appreciate letting us know.

Yours sincerely,



B.H. Shin
Development Finance Companies

cc: Mr. Pollan

BHShin:er



FINANCIERA-VALLE

CORPORACION FINANCIERA DEL VALLE

Dec. B - Inf. P.
JUL 15 1968

SPECIAL DELIVERY *MP*

08595

Cali, Julio 9 de 1968

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

Apreciado señor Mathew :

Acuso recibo de su atenta carta de Junio 19 del presente año, en la que nos solicita les enviemos copias de las diferentes formas de "pagarés" (loan agreements) para ser usadas como material de referencia no solo por ustedes sino también por otras instituciones financieras asociadas con el grupo del Banco Mundial.

Así mismo nos permitimos manifestarles que no tenemos ningún inconveniente en que entreguen copias de estos documentos a las entidades que ustedes consideren del caso, y no es necesario que soliciten de nuestro permiso para hacerlo.

En anexo que incluimos, les explicamos los usos de cada uno de los modelos de "pagarés" que les estamos incluyendo con la presente.

Esperando que estos documentos sean de interés para ustedes, - con un atento saludo personal me es grato repetirme de usted.

Atentamente .,

CORPORACION FINANCIERA DEL VALLE

Benjamín Martínez Moriones
Benjamín Martínez Moriones
Presidente

Inc. lo anunciado. -

1958 JUL 15 AM 7:53

1958 JUL 15 AM 7:53

COMUNICACIONES
Espanol
BANCO MUNDIAL
COOPERACION FINANCIERA DEL AVITE

Atentamente

con su atenta atencion he conocido que en el mes de febrero de 1958 se
celebraron las sesiones de la Comision de Trabajo de la Banca Mundial -

Comite
los modelos de "Iniciativa" que son de gran importancia con la pre-
sencia de las instituciones de credito internacional y los bancos de

prestacion de servicios financieros de la Banca Mundial.
El presente documento se refiere a la Comision de Trabajo de la Banca Mundial
y a la Comision de Trabajo de la Banca Mundial y a la Comision de Trabajo de la Banca Mundial.

El presente documento se refiere a la Comision de Trabajo de la Banca Mundial.
de la Comision de Trabajo de la Banca Mundial y a la Comision de Trabajo de la Banca Mundial.
de "Iniciativa" (que es el documento) que se refiere a la Comision de Trabajo de la Banca Mundial
y a la Comision de Trabajo de la Banca Mundial y a la Comision de Trabajo de la Banca Mundial.

Atentamente

D. E. SORIANO
1918 N. SORIANO M.
Interventor Finance Comision
Desarrollo Finance Comision
Banco Mundial
M. S. M. Soriano

San Juan, P.R. 1958

88202

SECRETARIA

[Handwritten signature]



FINANCIERA-AVITE

COOPERACION FINANCIERA DEL AVITE

1958 JUL 15 AM 7:53



FINANCIERA-VALLE

SPECIAL DELIVERY

CORPORACION FINANCIERA DEL VALLE

MR

Cali, July 9, 1968

08552

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

Dr. Mr. Diamond:

I was pleased to receive yesterday your letter of July 1[✓] with the annexed table of comparative operational ratios for our Financiera. It is with pleasure that I authorize you to circulate these figures among other development finance companies in the World Bank group.

I would be most interested to receive your comments and suggestions regarding Corporación Financiera del Valle's recent performance, especially compared with our most similar counterpart organizations, as we strive to improve our effectiveness.

With best regards.

Sincerely,

CORPORACION FINANCIERA DEL VALLE

Benjamín Martínez Moriones
President

WBM/mmb.

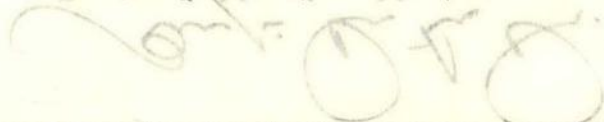
rec July 16/68

RECEIVED
COMMUNICATIONS

1968 JUL 11 PM 3:44

MBW/mwp

President
Benjamin Martinet Motrona



СОВЪОУСИОН БИНАИСИЕВЪ ДЕГ АУТЕ

Director

MBW Dept 18212

As we strive to improve our effectiveness, especially combined with our most efficient counterparts of organizations, including Corporation Finance Dept, a recent performance, I would be most interested to receive your comments and suggestions among other development finance companies in the World Bank Group. It is with pleasure that I anticipate you to consider these higher quality type of comparative observations, reports for our Finance. I was pleased to receive your letter of July 1 with the

Dr. M. Diamond

Washington, D.C. 20433
1818 N. Street N.W.
International Finance Corporation
Director, Development Finance Company
MR. WILLIAM DIAMOND

8223

DATE: July 8, 1968



БИНАИСИЕВЪ-АУТЕ

СОВЪОУСИОН БИНАИСИЕВЪ ДЕГ АУТЕ

СЪЕДИНИТЕЛНИ ДЪЛГАВЕРА

THE LIBERIAN BANK FOR INDUSTRIAL DEVELOPMENT AND INVESTMENT

Telephone 21611

100 Broad Street
P. O. Box 547
Monrovia, Liberia

Cable - Devbank

July 8, 1968

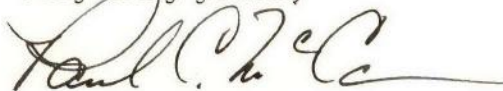
Mr. P. M. Mathew
Deputy Director
Development Finance Companies
International Finance Corporation
1818 H Street, N. W.
Washington, D. C. 20433
U. S. A.

Dear Mr. Mathew:

Enclosed is a standard form of our loan agreement. Please note Sections 2, 3, 5, in particular 7 and 8, and especially the Confession of Judgment on page 8 which clearly assigns the rights in default to the Bank whereby in the event of default no further court action is required; i.e. the contest or court action is made at the time of the signing of the loan document and before the event of default occurs.

For your background information I have included a copy of the original loan document on this project as well as resolution on which the contract is based so you may see procedurally how this contract was developed.

Very truly yours,



Paul C. McCann
CHIEF EXECUTIVE OFFICER

Enclosure

Enclosures sent to
Mr. Mathew

ccm July 16, 1968

1624

THE LIBERIAN BANK FOR INDUSTRIAL DEVELOPMENT AND INVESTMENT

Cable - Devbank

100 Broad Street
P. O. Box 247
Monrovia, Liberia

Telephone 21011

July 8, 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.

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Very truly yours,


Paul C. McCann
CHIEF EXECUTIVE OFFICER

Enclosure

RECEIVED JUL 13 1968

INTERNATIONAL FINANCE CORPORATION

Handwritten notes:
Enclosure sent to
the Bank

SW 8-Inf-P.

IDA		IBRD		IFC	
FORM NO. 92 (10-61)		CORRESPONDENCE RECORD FORM			
FROM Private Development Corporation Makati, Rizal				DATED July 8, 1968	
SUBJECT Encl. three copies of Loan Agreement forms					
Addressed to Mr. Mathew				jad	
REFERRED TO Mr. Diamond				DATE RECEIVED July 15, 1968	

des. l. 2. p. 1

July 8, 1968

Mr. H. T. Parekh
Deputy Chairman and Managing
Director
The Industrial Credit and Investment
Corporation of India Limited
163 Backbay Reclamation
Bombay 1, India

Dear Mr. Parekh:

On behalf of Mr. Mathew who is away on home leave, I thank you for your letter of June 26, 1968, enclosing a copy of your standard form of the Heads of Agreement used as basis for contracts with your clients.

We are grateful for your authorization to give copies of it to those who have a bona fide interest in it.

Yours sincerely,



B.H. Shin
Development Finance Companies

cc: Mr. Pollan

BHShin:er

July 8, 1968

Mr. Mario Rivera Gaviria
Departamento Juridico
Corporacion Financiera Nacional
Apartado Aereo 1039
Medellin, Colombia

Dear Mr. Rivera:

On behalf of Mr. Mathew who is away on vacation, I thank you for your letter of June 25, 1968 to him, enclosing copies of the forms of notes mortgage and chattel mortgage used by Corporacion Financiera Nacional.

We are grateful for your permission to release the documents for those who have a bona fide interest in them.

We note that the form of loan agreement for clients varies depending on individual conditions and that you have no standard form except for the cases where loans are made out of the proceeds of the World Bank loan.

Yours sincerely,



B.H. Shin
Development Finance Companies

cc: Mr. Garcia

BHShin:er

July 8, 1968

Dr. Ignacio Copete Lizarralde
President
Corporacion Financiera Colombiana
Edificio Banco de Bogota
Carrera 10, Bogota
Colombia

Dear Dr. Copete:

On behalf of Mr. Mathew I thank you for your letter of June 25, 1968 to him, enclosing two forms of loan agreement, one for loans secured by mortgage on real property and the other for loans guaranteed by lien on industrial goods.

We are grateful for your authorization to release the documents for those who have a bona fide interest in them.

Yours sincerely,



B.H. Shin
Development Finance Companies

cc: Mr. Garcia

BHShin:er

cc: B. - Prof. P.

July 8, 1968

(Salutation):

I am mailing separately by air-print one copy of each of the two papers entitled, Manufacture of Heavy Electrical Equipment in Developing Countries, May 29, 1968 (EC-161) and Automotive Industries in Developing Countries, May 31, 1968 (EC-162), both prepared by the staff of the World Bank. I hope that you will find them interesting.

These papers are made available for internal use of staff members within your organization and their findings should not be published or attributed to the World Bank and its affiliated organizations.

Yours sincerely,



B.H. Shin
Development Finance Companies

(Inside Address)

cc: Division Chief
BHShin:MT/ST/1189:sq

Mr. Shin's Letter

Dear Dr. Copete:

Dr. Ignacio Copete Lizarralde
President
Corporacion Financiera Colombiana
Edificio Banco de Bogota
Carrera 10, Bogota
Colombia

acc July 12

Dear Dr. Ocampo:

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

acc July 15

Dear Dr. Gutierrez Gomez:

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

Dear Mr. Lassila:

Mr. Jaakko Lassila
General Manager
Teollistamisrahaisto Oy
Lonnrotinkatu 13, V krs.
Helsinki, Finland

Dear Mr. Parekh:

Mr. H. T. Parekh
Deputy Chairman and Managing
Director
The Industrial Credit and Investment
Corporation of India Limited
163 Backbay Reclamation
Bombay 1, India

acc July 25

Dear Mr. Egeli:

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

JUL - 8 1968

Dear Mr. Gondicas:

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

Dear Mr. Chang:

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

Dear Mr. Daniyan:

Mr. Silas B. Daniyan
General Manager
Nigerian Industrial Development Bank
Limited
M & K House
96/102 Broad Street
Lagos, Nigeria

Dear Mr. Rohnfelder:

Mr. Gerhard Rohnfelder
Managing Director
Banque Ivoirienne de Developpement
Industriel
Boite Postale 4470
Abidjan, Ivory Coast

acc July 15

Dear Mr. Kheradjou:

Mr. A. Gasem Kheradjou
Managing Director
Industrial and Mining Development Bank
of Iran
133 Shiraz Street
Tehran, Iran

acc July 16

Excellency:

His Excellency
Ato Worku Habte-Wold
Managing Director
Development Bank of Ethiopia
P. O. Box 1900
Addis Ababa, Ethiopia

acc July 25

Dear Khun Kraisi:

Khun Kraisi Nimmanahaeminda
General Manager
The Industrial Finance Corporation
of Thailand
101 Naret Road
Bangkok 5, Thailand

acc July 15

Dear Mr. Marzo:

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

acc July 19

Dear Mr. Jayme:

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

acc July 17/87

Dear Mr. Ahmed:

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

Dear Mr. Benkirane:

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

acc July 12

Dear Mr. Leembruggen:

Mr. H. F. G. Leembruggen
Acting General Manager
Malaysian Industrial Development
Finance Berhad
P. O. Box 2110
Kuala Lumpur, Malaysia

acc July 16/88

Dear Mr. McCann:

Mr. Paul McCann
Chief Executive Officer
The Liberian Bank for Industrial
Development and Investment
100 Broad Street
P. O. Box 547
Monrovia, Liberia

Dear Dr. Neeman:

Dr. Avraham Neeman
Managing Director
Industrial Development Bank
of Israel Limited
9 Achad Haam Street
Shalom Mayer Tower
Tel Aviv, Israel

acc July 21

Dear Dr. Vallenilla:

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

Dear Dr. Teufenstein:

Dr. Wilhelm Teufenstein
Generaldirektor - Stellv. und
Vorstandsmitglied der
Oesterreichische Investitionskredit
Aktiengesellschaft
Am Hof 4
Vienna 1, Austria

Dear Mr. Ben Yedder:

Mr. R. Ben Yedder
l'Administrateur-Deleque
Societe Nationale D'Investissement
68, Ave. Habib Bourguiba
Tunis, Tunisia

Dear Dr. Martinez Moriones:

Dr. Benjamin Martinez Moriones
President
Corporacion Financiera del Valle
Apartado Aereo 4902
Cali, Colombia

acc July 22

JUL - 8 1968

Dear Dr. Jaramillo:

Dr. Alvaro Jaramillo Vengoechea
President
Corporacion Financiera del Norte
Apartado Aereo 2747
Barranquilla, Colombia

Dear Mr. Weerasinghe:

Mr. L. A. Weerasinghe
General Manager
Development Finance Corporation
of Ceylon
P. O. Box 1397
Third Floor - Hemas Building
York Street
Colombo, Ceylon

acc July 14

Dear Mr. Kim:

Mr. C. H. Kim
President
Korea Development Finance Corporation
12th floor, Cho Heung Bank Building
14 Namdaemoon-Ro, 1-Ka
Seoul, Korea

Dear Mr. Huq:

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

JUL - 8 1968

Dev. P. Inf. P

בנק לפתוח התעשייה בישראל בערבון מוגבל
INDUSTRIAL DEVELOPMENT BANK OF ISRAEL LIMITED

TEL-AVIV, 9, AHAD HAAM ST.
SHALOM MAYER TOWER
TEL. 526 66 - 75
P. O. B. 1462
TELEX 033-646
CABLE ADDRESS: MOSLETAAS

ח'אכ'ב, רחוב אחד העם 9
סנדל ש ל ו ס ס א י ר
טל. 52666-75
ת.ד. 1462
טלקס 033-646
כתובת מסרקים: מוסלתאס

בתשונה נא להזכיר:
Reference please note:
AN/BB/1

7th July, 1968.

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

Dear Mr. Shin,

I acknowledge with thanks receipt of your letter dated May 29th, 1968, enclosing a brochure entitled "The World Bank, IDA and IFC - Policies and Operations" prepared by the World Bank Group, which I have perused with great interest.

Yours sincerely,

Dr. A. Neaman.
Managing Director.

5728 10 15

Sw. B - Inf. P.

CORPORACION FINANCIERA DE CALDAS

TELEFONO:
CONMUTADOR 29 460

APTD. AEREO 460
CABLES: "FINANCALDAS"

MANIZALES · CALDAS · COLOMBIA

Manizales Julio 6 de 1968

10217

Señores
INTERNATIONAL FINANCE CORPORATION
Atención: Sr. P.M. Mathew
1818 H. Street, N.W.
WASHINGTON D.C. 20433

Muy estimado señor:

Conforme a su amable carta fechada el 19 de Junio último, con mucho gusto estamos remitiendo a usted tres modelos de los Pa-
garés que usualmente esta Corporación utiliza para con sus -
clientes. -

Estos tres modelos corresponden a tres modalidades distintas de créditos concedidos por esta Corporación, cuales son el nor-
mal, a 18 meses y tres cuotas; uno a corto plazo con una sola cuota, y uno a largo plazo con cuotas semestrales. -

Sin otro particular por el momento, nos es grato suscribirnos de usted con toda atención,

CORPORACION FINANCIERA DE CALDAS

Anexo: lo anunciado
BLG/mte. -

200. B - 200. P.

July 5, 1968

Mr. H. T. Parekh
Deputy Chairman and Managing
Director
The Industrial Credit and Investment
Corporation of India Limited
163 Backbay Reclamation
Bombay 1, India

Dear Mr. Parekh:

We felt that your article on "Development Banks and Mobilisation of Resources" which appeared in THE HINDU Survey of Indian Industry 1967 may be of interest to the other development finance companies associated with us. Thus, I took the liberty of circulating a reprinted copy of it to them.

I am attaching a copy of the covering letter, a reprinted copy and the list of the other development finance companies for your information.

I am also enclosing a copy of the report (EC-163) entitled, Past and Prospective Trends in the World Aluminum Industry, May 31, 1968, prepared by the staff of the World Bank, in the hope that you will find it interesting.

This report is made available for internal use of staff members within your organisation and its findings should not be published or attributed to the World Bank and its affiliated organisations.

Yours sincerely,

B.H. Shin
Development Finance Companies

Enclosures

cc: Mr. Pollan

BHShin:er

cc July 16/68

July 5, 1968

(Inside Address)

Mr. H.T. Parekh, Deputy Chairman and Managing Director of the Industrial Credit and Investment Corporation of India, wrote an article entitled, "Development Banks and Mobilisation of Resources" which appeared in THE HINDU Survey of Indian Industry, 1967. I take pleasure in enclosing a reprinted copy of it.

The article succinctly describes the experience of ICICI in its existence of 13 years on the mobilization of resources, the most fundamental issue of a development finance company. I hope you will find it interesting.

I am also enclosing a copy of the report (EC-163) entitled, Past and Prospective Trends in the World Aluminum Industry, May 31, 1968, prepared by the staff of the World Bank, in the hope that you will find this interesting too.

This report is made available for internal use of staff members within your organization and its findings should not be published or attributed to the World Bank and its affiliated organizations.

Yours sincerely,

BS

B.H. Shin
Development Finance Companies

Enclosures

cc: Division Chief
BHShin:MT/ST#1187:sq

Mr. Shin's List

Dear Dr. Copete:

Dr. Ignacio Copete Lizarralde
President
Corporacion Financiera Colombiana
Edificio Banco de Bogota
Carrera 10, Bogota
Colombia

rec. July 10

Dear Dr. Ocampo:

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

rec. July 15

Dear Dr. Gutierrez Gomez:

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

rec. July 13

Dear Mr. Lassila:

Mr. Jaakko Lassila
General Manager
Teollistamiesrahasto Oy
Lonnrotinkatu 13, V krs.
Helsinki, Finland

Dear Mr. Parekh:

Mr. H. T. Parekh
Deputy Chairman and Managing
Director
The Industrial Credit and Investment
Corporation of India Limited
163 Backbay Reclamation
Bombay 1, India

Dear Mr. Egeli:

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

Dear Mr. Gondicas:

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

Dear Mr. Chang:

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

Dear Mr. Daniyan:

Mr. Silas B. Daniyan
General Manager
Nigerian Industrial Development Bank
Limited
M & K House
96/102 Broad Street
Lagos, Nigeria

Dear Mr. Rohnfelder:

Mr. Gerhard Rohnfelder
Managing Director
Banque Ivoirienne de Developpement
Industriel
Boite Postale 4470
Abidjan, Ivory Coast

Dear Mr. Kheradjou:

Mr. A. Gasem Kheradjou
Managing Director
Industrial and Mining Development Bank *acc 7.25*
of Iran
133 Shiraz Street
Tehran, Iran

Excellency:

His Excellency
Ato Worku Habte-Wold
Managing Director
Development Bank of Ethiopia
P. O. Box 1900
Addis Ababa, Ethiopia

Dear Khun Kraisri:

Khun Kraisri Nimmanahaeminda
General Manager
The Industrial Finance Corporation
of Thailand
101 Naret Road
Bangkok 5, Thailand

Dear Mr. Marzo:

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

acc July 19

Dear Mr. Jayme:

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

acc July 17/68

Dear Mr. Ahmed:

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

acc July 10

Dear Mr. Benkirane:

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

acc July 12, 1968

Dear Mr. Leembruggen:

Mr. H. F. G. Leembruggen
Acting General Manager
Malaysian Industrial Development
Finance Berhad
P. O. Box 2110
Kuala Lumpur, Malaysia

arr July 11/8

Dear Mr. McCann:

Mr. Paul McCann
Chief Executive Officer
The Liberian Bank for Industrial
Development and Investment
100 Broad Street
P. O. Box 547
Monrovia, Liberia

Dear Dr. Neuman:

Dr. Avraham Neuman
Managing Director
Industrial Development Bank
of Israel Limited
9 Achad Haam Street
Shalom Mayer Tower
Tel Aviv, Israel

Dear Dr. Vallenilla:

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

Dear Dr. Teufenstein:

Dr. Wilhelm Teufenstein
Generaldirektor - Stellv. und
Vorstandsmitglied der
Oesterreichische Investitionskredit
Aktiengesellschaft
Am Hof 4
Vienna 1, Austria

Dear Mr. Ben Yedder:

Mr. R. Ben Yedder
l'Administrateur-Deleque
Societe Nationale D'Investissement
68, Ave. Habib Bourguiba
Tunis, Tunisia

Dear Dr. Martinez Moriones:

Dr. Benjamin Martinez Moriones
President
Corporacion Financiera del Valle
Apartado Aereo 4902
Cali, Colombia

acc July 9/68

Dear Dr. Jaramillo:

Dr. Alvaro Jaramillo Vengoechea
President
Corporacion Financiera del Norte
Apartado Aereo 2747
Barranquilla, Colombia

acc July 12

Dear Mr. Weerasinghe:

Mr. L. A. Weerasinghe
General Manager
Development Finance Corporation
of Ceylon
P. O. Box 1397
Third Floor - Hemas Building
York Street
Colombo, Ceylon

acc July 10, 1968

Dear Mr. Kim:

Mr. C. H. Kim
President
Korea Development Finance Corporation
12th floor, Cho Heung Bank Building
14 Namdaemoon-Ro, 1-Ka
Seoul, Korea

acc July 11, 1968

Dear Mr. Huq:

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

Sw. B. Inf. P.

July 3, 1968

Dear Mr. Ben Yedder:

Thank you for your letter of June 28 enclosing
a copy of a typical loan contract.

Sincerely yours,

Khalil Nougaim *KN*
Development Finance Companies

Mr. Rachid Ben Yedder
Administrateur Delegue
Societe Nationale d'Investissement
68, Avenue Habib Bourguiba
Tunis, Tunisia

KNougaim:med

Sw. S. Inf. P.

July 3, 1968

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

Gentlemen:

On behalf of ~~Mr.~~ Mathew who is away on vacation, I thank you for your letter of June 28, 1968 to him enclosing copies of the forms of loan agreement that are used by your Bank in lending funds provided from various institutions.

We are grateful for your giving us the permission to distribute copies of them to those who, we think, have a bona fide interest in them.

With best regards,

Yours sincerely,



B.H. Shin
Development Finance Companies

cc: Mr. Jeffries

BHShin:er

see B-Inf. P.

M

BANQUE IVOIRIENNE DE DÉVELOPPEMENT INDUSTRIEL

Société Anonyme au Capital de 700 millions de francs C.F.A.

DIRECTION GÉNÉRALE

ADRESSE TÉLÉG. : BIDIBANK
TÉLEX : ABIDJAN 782
TÉLÉPHONE : 286-48 286-16

3 JUIL. 1968

Abidjan, le
B. P. N° 4470

JV/AP

1244

Mr. P. M. MATHEW
Deputy Director
Development Finance Companies
International Finance Corporation
1 818 H Street N. W.

WASHINGTON D. C. 20 433

Dear Mr. Mathew,

With reference to your letter of June 19, 1968, we
are pleased to enclose :

- a) our standard loan agreement
- b) general conditions for loans
- c) special conditions for loans (AID financed).

We have no objection to the circulation of the above documents wherever you deem appropriate and trust they will prove of value to your associates.

With kind regards,

Your sincerely,

RECEIVED TO BE 8:15

G. Rohnfelder

G. Rohnfelder

see July 12

C. Kornfeldt

1988 JUL 10 AM 8:12

Yours sincerely,

With kind regards,

Brove of value to your associates.

documents wherever you deem appropriate and that they will
We have no objection to the circulation of the above

- c) special conditions for loans (AID financed).
- d) general conditions for loans
- e) our standard loan agreement

are pleased to enclose :

With reference to your letter of June 10, 1988, we

Dear Mr. Mathew,

WASHINGTON D. C. 20043

1818 H Street N.W.
 International Finance Corporation
 Development Finance Committee
 Deputy Director
 Mr. P.M. MATHEW

1577

1A\AB

TELEPHONE : 380-48 380-10
 TELEX : 4810141 182
 ADRESSE TELEG : BIDIWIK
 DIRECTION GENERALE

B. P. N. 4470
 Arbidan, le

3 JUL 1988

Société Anonyme au Capital de 100 millions de francs S.F.A.

BANQUE IVOIRIENNE DE DELEGATION INDUSTRIEL

on 8-24-88

Dw. B. Inf. P.

July 3, 1968

Mr. Paul McCann
Chief Executive Officer
The Liberian Bank for Industrial
Development and Investment
100 Broad Street
P. O. Box 547
Monrovia, Liberia

Dear Mr. McCann:

Thank you for your letter of June 20, 1968, enclosing the paper, "The Effects of Import Substitution Industries on the Liberian Economy - A Preliminary Analysis" by Richard C. Kimball, Consultant, Checchi and Company.

I have read the paper with interest and circulated it to Messrs. Powell and Bose and other colleagues here.

It is very thoughtful of you to send us such a study as this. We are grateful indeed for it.

With kind regards,

Yours sincerely,

B.H. Shin
Development Finance Companies

cc: Mr. Diamond (with a copy of incoming letter and enclosure)
Mr. Powell (with a copy of incoming letter and enclosure)

BHShin:er

DR. WILHELM TEUFENSTEIN

July 3, 1968

P.M. MATHEW
Deputy Director
Development Finance Companies
International Finance Corporation
1818 H Street, N.W.
Washington, D.C. 20433, USA

Dear Mr. Mathew,

In answering your kind letter of June 19, 1968 I am glad to offer you our assistance in matters concerning loan agreements.

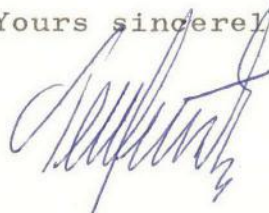
Österreichische Investitionskredit AG has from the beginning of its operations used standardized forms of these contracts which are being adjusted to the specific project and borrower whenever needed.

Enclosed to this letter I like to forward two samples of the standardized form of our loan-agreement and I have no objections to give copies of these samples to interested parties.

I am glad, to give you any further informations on this matter if needed.

With best personal regards,

Yours sincerely,



Encl.

acc. July 10/68

RECEIVED
FEDERAL BUREAU OF INVESTIGATION
COMMUNICATIONS
1968 JUL -6 AM 9:37

TO: DIRECTOR, FBI (100-442610)

FROM: SAC, NEW YORK (100-100000)

SUBJECT: [Illegible]

RE: [Illegible]

[Illegible text block]

[Illegible text block]

[Illegible text block]

[Illegible text block]

[Illegible text block]

[Illegible text block]

[Illegible text block]

[Illegible text block]

ÖSTERREICHISCHE INVESTITIONSKREDIT
AKTIENGESELLSCHAFT

Dr. Ernst M. Hutterer, Consultant

WIEN I, AM HOF 4
TELEPHON 68 46 31 SERIE
CABLE: INVESTCRED
FERNSCHREIBER:
KONTROLLBANK 07-4108

July 3, 1968

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

Dear Mr. Shin,

Our general manager, Dr. Teufenstein, would like to thank you for your letter of June 6, 1968, mentioning a recent United Nations publication which indeed could be of interest to us. We therefore ordered a copy today from United Nations, New York.

Yours very sincerely,



Dr. E.M. Hutterer

1968 JUL -2 AM 3:32
TELEPHONE

ÖSTERREICHISCHE INVESTITIONSKREDIT
AKTIENGESELLSCHAFT

Dr. Ernst M. Hutter, Consultant

KONTROLBANK 07-4108
FERNSCHREIBER:
CABLE: INVESTRED
TELEPHON 88 48 81 SERIE
WIEN I. AM HOF 4

July 3, 1968

82

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

Dear Mr. Shin,

New York.
to us. We therefore ordered a copy today from United Nations,
United Nations publication which indeed could be of interest
you for your letter of June 6, 1968, mentioning a recent
Our general manager, Dr. Tenfenstein, would like to thank

Yours very sincerely,

Dr. E.M. Hutter

1968 JUL - 6 AM 9:35
CORPORATIONS

July 1, 1968

(Salutation)

We have recently completed a review of the financial performance and position of each of the development finance companies associated with the World Bank Group in 1967. We have summarized the results of that review in the form of 16 ratios which, together, give a significant picture of the financial behavior of each of the companies.

Attached you will find notes on the ratios we have used, and the ratios which we have calculated for your company.

The ratios of the companies connected with us around the world, when put side by side, provide a very interesting comparative picture. I think you would find them instructive as well. I hesitate, however, to circulate the ratios without the specific permission of each of the companies, even though the data we have used is based largely on the data in the descriptive memoranda which you have approved for distribution within the "family". I am therefore writing to you and to all the other companies, to ask specific permission to send a copy of our comparative table to all the group, strictly for internal use. I hope you and the others agree, and look forward to your reply.

With best regards.

Sincerely yours,

William Diamond
Director
Development Finance Companies

Attachment

(Inside Address)

cc: Division Chief
WDiamond: MT/ST#1184:sq

1968 JUL -5 6 11 P: 30

July 1, 1968

(Enclosure)

We have recently completed a review of the financial performance and position of each of the development finance companies associated with the World Bank Group in 1967. We have summarized the results of that review in the form of 16 ratios which, together, give a significant picture of the financial behavior of each of the companies.

Attached you will find notes on the ratios we have used, and the ratios which we have calculated for your company.

The ratios of the companies connected with us around the world, when put side by side, provide a very interesting comparative picture. I think you would find them instructive as well. I hesitate, however, to calculate the ratios without the specific permission of each of the companies, even though the data we have used is based largely on the data in the descriptive memoranda which you have approved for distribution within the "family". I am therefore writing to you and to all the other companies, to ask specific permission to send a copy of our comparative table to all the group, strictly for internal use. I hope you and the others agree, and look forward to your reply.

With best regards,

Sincerely yours,

William Diamond
Director
Development Finance Companies

Attachment

(Inside Address)

1968 JUL -2 PM 4:30

COMMUNICATIONS
DIVISION

Chief Division Chief
Diamond: WT/STW1184:sd

MR. DIAMOND'S LIST

Dear ~~Mr. Copete~~ Ignacio:

Dr. Ignacio Copete Lizarralde
President
Corporacion Financiera Colombiana
Edificio Banco de Bogota
Carrera 10, Bogota
Colombia

Dear Dr. Ocampo:

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

acc. 7.23

My dear Don Jose:

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

Dear Jaakko:

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

Dear ^HHasmukhbhai:

Mr. H. T. Parekh
Deputy Chairman and Managing
Director
The Industrial Credit and Investment
Corporation of India Limited
163 Backbay Reclamation
Bombay 1, India

acc July 15

Dear Resid Bey:

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

JUL - 1 1969

Dear George:

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

Dear Felix:

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

Dear Silas:

Mr. Silas B. Daniyan
General Manager
Nigerian Industrial Development Bank
Limited
M & K House
96/102 Broad Street
Lagos, Nigeria

ack. July 25, 1968

Dear Mr. Rohnfelder:

Mr. Gerhard Rohnfelder
Managing Director
Banque Ivoirienne de Developpement
Industriel
Boite Postale 4470
Abidjan, Ivory Coast

ack. July 15

Dear Gasem:

Mr. A. Gasem Kheradjou
Managing Director
Industrial and Mining Development Bank
of Iran
133 Shiraz Street
Tehran, Iran

ack 7.24

Dear Ato ~~Worker~~ ^{Worku}:

His Excellency
Ato Worku Habte-Wold
Managing Director
Development Bank of Ethiopia
P. O. Box 1900
Addis Ababa, Ethiopia

JUL 24 1968

Dear Kraisri:

Khun Kraisri Nimmanahaeminda
General Manager
The Industrial Finance Corporation
of Thailand
101 Naret Road
Bangkok 5, Thailand

Dear Senor Marzo:

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

Dear Ting:

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

My dear Mr. Ahmed:

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

My dar Mr. Benkirane:

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

acc 7.16.68

Dear Mr. Leembruggen:

Mr. H. F. G. Leembruggen
Acting General Manager
Malaysian Industrial Development
Finance Berhad
P. O. Box 2110
Kuala Lumpur, Malaysia

JUL - 1 1968

Dear Paul:

Mr. Paul McCann
Chief Executive Officer
The Liberian Bank for Industrial
Development and Investment
100 Broad Street
P. O. Box 547
Monrovia, Liberia

acc July 9

Dear Dr. Neeman:

Dr. Avraham Neeman
Managing Director
Industrial Development Bank
of Israel Limited
9 Achad Haam Street
Shalom Mayer Tower
Tel Aviv, Israel

My dear Luis:

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

Dear Dr. Teufenstein:

Dr. Wilhelm Teufenstein
Generaldirektor - Stellv. und
Vorstandsmitglied der
Oesterreichische Investitionskredit
Aktiengesellschaft
Am Hof 4
Vienna 1, Austria

acc July 15

Dear Mr. Ben Yedder:

Mr. R. Ben Yedder
l'Administrateur-Deleque
Societe Nationale D'Investissement
68, Ave. Habib Bourguiba
Tunis, Tunisia

Dear Dr. Martinez Moriones:

Dr. Benjamin Martinez Moriones
President
Corporacion Financiera del Valle
Apartado Aereo 4902
Cali, Colombia

acc July 9

JUL - 1 1968

Dear ~~Dr. Jaramillo~~ Alvaro

Dr. Alvaro Jaramillo Vengoechea
President
Corporacion Financiera del Norte
Apartado Aereo 2747
Barranquilla, Colombia

rec July 15/68

Dear Mr. Weerasinghe:

Mr. L. A. Weerasinghe
General Manager
Development Finance Corporation
of Ceylon
P. O. Box 1397
Third Floor - Hemas Building
York Street
Colombo, Ceylon

JUL - 1 1968