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THE WORLD BANK

Washington, D.C.

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U.B. Lugo Redo

December 30, 1965

Mr. Ervin Salamon, Chief Industrial Programming Section Centre for Industrial Development United Nations Building Room 925 New York, New York

Dear Mr. Salamon:

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

With kind regards,

Yours sincerely,

B, H. Shin Development Finance Companies

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Greece NIRID

NATIONAL INVESTMENT BANK FOR INDUSTRIAL DEVELOPMENT S.A.

CABLE ADDRESS: "NATINVEST,. - P. O. BOX 643 - 6, SOPHOCLEOUS STREET - ATHENS

Our Ref. 723

Athens, December 29, 1965

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

Dear Mr. Shin,

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

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

Yours sincerely,

A. Papantonakis Special Adviser to N.I.B.I.D.

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A. Pepantonakis Special Adviser to N.I.B.I.D.

1866 JAN 1-NAL 8881 PM 1:27

D. B - Liga Parto.

December 27, 1965

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With kind regards,

Yours sincerely,

B. H. Shin Development Finance Companies

Enclosures

Mr. A. Gasem Kheradjou

Managing Director

Industrial and Mining Development Bank
of Iran
204 Boulevard Karaj
Tehran, Iran
1822 DEC 58 MMII: 37

cc: Mr. Kamarck

Division Chief of DFC

COMMUNICATIONS

01 - Ligo Pales.

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Yours sincerely,

B.H. Shin Development Finance Companies

Enclosures

Mr. A. Gasem Kheradjou Managing Director Industrial and Mining Development Bank of Iran

204 Boulevard Karaj

Tehran, Iran

1865 DEC 28 MH11: 34

cc: Mr. Kamarck Division Chief of DFC

BHShin: MT/ST #66:fs

RECEIVED GENERAL FILES COMMUNICATIONS

D.B - Lugo. Parls.

December 27, 1965

Dear Dr. Gutierrez Gomez:

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With kind regards,

Yours sincerely,

B. H. Shin Development Finance Companies

Enclosures

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

cc: Mr. Kamarck
Division Chief of DFC

COMMUNICATIONS

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With kind regards,

Yours sincerely.

Development Finance Companies

Enclosures

Dr. Jose Gutierrez Gomez

President

Corporacion Financiera Macional

Apartado Aereo 1039

Medellin, Colombia

cc: Mr. Kamarck Division Chief of DFC

1865 DEC 28 PM 2: 03

COMMUNICATIONS REMEMOR LIFES VECEIAED

Dear Dr. Ocampo:

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

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With kind regards,

Yours sincerely,

Development Finance Companies

Enclosures

Dr. Roberto Ocampo Mejia
President
Corporacion Financiera de Caldas
Apartado Aereo 460
Manizales, Colombia 1822 DEC 58 58 5:03

cc: Mr. Kamarck

Division Chief of DFC

THE CHALFILES COMMUNICATIONS

Dear Dr. Ocampo:

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With kind regards.

Yours sincerely,

Development Finance Companies

Enclosures

Dr. Roberto Ocampo Mejia

President

Corporacion Financiera de Caldas

Apartado Aereo 460

Manizales, Colombia

1865 DEC 28 PM 2: 03

cc: Mr. Kamarck Division Chief of DFC

COMMUNICATIONS DENEUVE FILES

21:33# TE\TM

Dear Dr. Herrera Carrizosa:

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With kind regards,

Yours sincerely,

B. H. Shin Development Finance Companies

Enclosures

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

1965 DEC 28 PH 2: 03

THE GAL FILES COMMUNICATIONS

cc: Mr. Kamarck
Division Chief of DFC

MT/ST #66:fs

Dear Dr. Herrera Carrizosa:

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With kind regards,

Yours sincerely,

Development Finance Companies

Inclosures

Dr. Guillermo Herrera Carrizosa President Corporacion Financiera Colombiana Edificio Banco de Bogota

Carrera 10, Bogota

Colombia

1802 DEC 58 bk 5:03

COMMUNICATIONS HEMERAL FILES RECEIVED

cc: Mr. Kamarck Division Chief of DFC

MT/ST #66:fs

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With kind regards,

Yours sincerely,

B. H. Shin Development Finance Companies

Enclosures

Dr. Luis Vallenilla
President
C.A. Venezolana de Desarrollo
Apartado 11341 | 1822 DEC 58 DMII: 314
Chacao
Caracas, Venezuela COMMAMICVIION2

cc: Mr. Kamarck
Division Chief of DFC

Dear Dr. Vallenilla:

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C.A. Venezolana de Desarrollo

Apartado 11341

Chacao

Caracas, Venezuela

1965 DEC 28 RM11: 34

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cc: Mr. Kamarck Division Chief of DFC

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B'. H. Shin Development Finance Companies

Enclosures

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

1965 DEC 28 PM 2: 03

cc: Mr. Kamarck
Division Chief of DFC

COMMUNICATIONS

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cc: Mr. Kamarck
Division Chief of DFC

1965 DEC 28 PM 2: 03

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COMMUNICATIONS

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Yours sincerely,

B. H. Shin Development Finance Companies

Enclosures

Mr. P. Clarence Parker, Jr.

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

cc: Mr. Kamarck

Division Chief of DFC

BHShin: MT/ST #66:fs

ale. Jan. 14/66

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With kind regards.

Yours sincerely.

Development Finance Companies

Enclosures

Mr. P. Clarence Parker, Jr.

General Manager

The Liberian Bank for Industrial

Development and Investment

100 Broad Street

P. O. Box 547

Monrovia, Liberia

cc: Mr. Kamarck

Division Chief of DFC

BHShin: MT/ST #66:fs

All well Man

1802 DEC 58 UM 11:34 COMMUNICATIONS HERENAL BILES

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B. M. Shin Development Finance Companies

Enclosures

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

cc: Mr. Kamarck

Division Chief of DFC

BHShin: MT/ST #66:fs

1965 DEC 28 AMIT: 34

COMMUNICATIONS

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Yours sincerely.

Development Finance Companies

Enclosures

Mr. George Gondicas General Manager Mational Investment Bank for Industrial Development, S.A.

P.O. Box 643

6 Sophocleous Street Athens, Greece

BHShin: MT/ST #66:fs

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Division Chief of DFC

1865 DEC 28 MM11: 34

COMMUNICATIONS RECEIVED

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

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With kind regards,

Yours sincerely,

B. Th. Shin Development Finance Companies

Enclosures

Dr. Avraham Neaman
Managing Director
Industrial Development Bank of
Israel Limited

113 Allenby Road Tel Aviv, Israel 1965 DEC 28 AM 11: 34

COMMUNICATIONS

cc: Mr. Kamarck

Division Chief of DFC

Dear Dr. Weamen:

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Yours sincerely,

B.H. Shin Development Finance Companies

Enclosures

Dr. Avraham Neaman Managing Director

Industrial Development Bank of

Israel Limited 113 Allenby Road Tel Aviv, Israel

COMMUNICATIONS
HERRETORES
RECEIVED

1965 DEC 28 FM11:34

cc: Mr. Kamarck

Division Chief of DFC

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With kind regards,

Yours sincerely,

B. H. Shin
Development Finance Companies

Enclosures

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

1965 DEC 28 NW 11: 34

cc: Mr. Kamarck

Division Chief of DFC

COMMUNICATIONS

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B. H. Shin Development Finance Companies

Enclosures

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Turkiye Sinai Kalkinma Bankasi A.S. Necatibey Caddesi 241-247

Tophane

Istanbul, Turkey

1865 DEC 28 MM 11:34

:: Mr. Kamarck Division Chief of DFC

COMMUNICATIONS

CEMERAL FILES

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Dear Mr. Marzo:

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With kind regards,

Yours sincerely,

B. H. Shin Development Finance Companies

Enclosures

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

COMMANICATIONS

cc: Mr. Kamarck

Division Chief of DFC

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Yours sincerely,

Development Finance Companies

Enclosures

Sr. Don Jose Maria Marzo Churruca

Director General

Banco del Desarros 50469 DEC S8 UWII: 37 Banco del Desarrollo Economico Espanol

Madrid, Spain

COMMUNICATIONS MEBAL FILES RECEIVED

Mr. Kamarck :00 Division Chief of DFC

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With kind regards,

Yours sincerely,

B. H. Shin Development Finance Companies

Enclosures

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

1965 DEC 28 AHII: 34

SENTENTES THE COMMUNICATIONS

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cc: Mr. Kamarck
Division Chief of DFC

UB- Suga Pal

December 27, 1965

Excellency:

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With kind regards,

Yours sincerely.

Development Finance Companies

Enclosures

His Excellency Ato Araya Ogbagny Managing Director Development Bank of Ethiopia P. O. Box 1900

Addis Ababa, Ethiopia

1965 DEC 28 MM 11: 34

COMMUNICATIONS BEHERVE EITER

Mr. Kamarck :00 Division Chief of DFC

development corporation china

December 24, 1965 File Ref. 54-C-0561

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

Dear Bill :

CHIDELCO TAIPEI

Thank you for your letter of December 13, 1965.

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

Wishing you a Merry Christmas and a happy new year.

Sincerely yours,

President

1965 DEC 30 RM 8:31

COMMUNICATIONS

china development corporation

CABLE ADDRESS CHIDELCO TAIPEL

December 24, 1965 File Ref. 54-C-0561

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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Wishing you a Merry Christmas and a happy new year.

Sincerely yours,

Pelix S. Y. Chang

President

1865 DEC 30 RM 8:31

PENEURICATIONS
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SINAÎ YATIRIM VE KREDÎ BANKASI A.O. UMUM MÜDÜR HUSUSI

or Jules

Mr. D. W. Jeffries Development Finance Companies International Finance Corp. 1818 H Street, N. W. Washington, D. C. 20433 U. S. A. December 22, 1965

Dear Mr. Jeffries,

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

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

With best regards,

Sincerely yours,

VECDÍ ÜNAY

Dev. bandes - myo

December 20,1965

Dear Mr. Papantonakis:

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

With kind regards,

Yours sincerely,

B. H. Shin
Development Finance Companies

Encls.

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

BHShin:phm

cc: Mr. Jeffries

cale Dec. 29/65

INTERNATIONAL FINANCE CORPORATION

INCOMING MAIL ROUTING SLIP	Date	16 -
N AM E		ROOM NO.
Mr. Dajany		900
Mr. Diamond	K	950
Mr. Dodd		945
Mr. Paterson		902
Mr. Richards		976
Mr. Rosen		900
Mr. Sullivan		900
Mr. 'an Hoffmann		910
M. Williams		965
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NATIONAL INVESTMENT BANK FOR INDUSTRIAL DEVELOPMENT S.A.

CABLE ADDRESS: "NATINVEST,. . P. O. BOX 643 . 6, SOPHOCLEOUS STREET . ATHENS

Our ref. 691

Athens, December 14, 1965

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

Dear Mr. Shin,

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

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

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

- "FINANCIAL STATEMENTS"
- -"FACTS ABOUT THE WORLD BANK AND IDA"
- "FACTS ABOUT IFC"
- "STATEMENT OF LOANS (Bank)"
- "STATEMENT OF DEVELOPMENT CREDITS (IDA)"
- "THIS GROWING WORLD ECONOMIC DEVELOPMENT AND THE WORLD BANK"
- "SOME TECHNIQUES OF DEVELOPMENT LENDING"
- "MULTILATERAL INVESTMENT INSURANCE"
- "GUIDELINES RELATING TO PROCUREMENT UNDER WORLD BANK LOANS AND IDA CREDITS"
- "WHAT IS THE WORLD BANK GROUP?"
- "THE WORLD BANK IN A CHANGING WORLD"
- "DEVELOPMENT NEEDS THE BUSINESS MAN" LW IS: #2

RECEIVED GEHERAL FILES COMMUNICATIONS ock. Dec. 20/65

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NATIONAL INVESTMENT BANK FOR INDUSTRIAL DEVELOPMENT S.A.

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- "THE WORLD BANK IN A CHANGING WORLD"
- "DEVELOPMENT NEEDS THE BUSINESS MAN" LA 17: 72

RECEIVED GENERAL FILES COMMUNICATIONS ock 0,0 20/65

page 2

Mr. B. H. Shin

- "A DEVELOPING BANK"

Economic Development Institute

- "EXPLANATORY BOOKLET"
- "SELECTED READINGS AND SOURCE MATERIALS ON ECONOMIC DEVELOPMENT"
- "LOAN REGULATIONS No. 3"
- "LOAN REGULATIONS No. 4"

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

Sincerely yours

A. Papantonakis Special Adviser to N.I.B.I.D.

December 13, 1965

Dear Felix:

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

With best personal regards,

Sincerely yours,

William Diamond
Director
Development Finance Companies

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

BHShin:phm

cc: Mr. Mathew

anh. Dec. 24/65

Jose Maria Marzo Churruca

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e Corporation

433

BANDESCO

BANCO DEL DESARROLLO ECONOMICO ESPAÑOL

EL DIRECTOR GENERAL

Madrid, 13th December 1.965

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

Dear Mr. Shin,

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

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

Yours sincerely,

1965 DEC 16 PH 12: 57

RECEIVED HEHERAL FILES COMMUNICATIONS

BANDESCO

BANCO DEL DESARROLLO ECONÓMICO ESPAÑOL

EL DIRECTOR GENERAL

JOSE MARIA MARZO CHURRUCA

Madrid, 13th December 1.965

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Yours sincerely,

)

1965 DEC 16 PM 12: 57

RECEIVED BENERAL FILES COMMUNICATIONS

December 10, 1965

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

Dear Mr. Tokpinar:

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

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

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

Yours sincerely,

Bertil Walstedt

Encl.

BWalstedt:vlb BM

development corporation china

December 6, 1965 File Ref. 54-C-0534

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

Dear Bill :

CABLE ADDRESS CHIDELCO TAIPEI

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

With best personal regards,

Sincerely yours,

Felix S. Y. Chang

President

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COMMUNICATIONS REMERAL FILES

china.

development corporation

CABLE ADDRESS CHIDELCO TAIPEL

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1818 H Street, N.W.
Washington D.C. 20433
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Sincerely yours,

Felix S. Y. Chang President

Les Decis

1865 DEC -9 BM 8: 43

REMEMBLE FILES

O.B- Lujo Pulo

December 2, 1965

Dear Dr. Ocampo:

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

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

I hope the above information will prove useful. With best regards,

Yours sincerely,

B. H. Shin Development Finance Companies

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

BHShin: phm

cc: Mr. Mejia

1965 DEC -2 PM 4: 05

GENERAL FILES

03- days P. c.

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B. H. Shin Development Finance Companies

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

> > BHShin:phm

cc: Mr. Mejia

1865 DEC -2 PM 4: 05

GENERAL FILES

D.B. Sup. Perb.

December 1, 1965

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

Dear Mr. Barnard:

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

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

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

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

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

I hope the information will be useful to you.

With kind regards,

Sincerely yours,

Haea DEC -S LW S: 15 H. Shin

Development Finance Companies

Enclosures (2)

GENERAL FILES

BHShin:phm

cc: Messrs. French, Sekse

12.13 tapo lado

December 1, 1965

Mr. Machael Barmard Acting Ceneral Manager Industrial Development Bank P.O. Box 1982 Amman, Jordan

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Sincerely yours,

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Development Fluance Companies

Enclosures (2)

PHShin:phm

cc: Mesers. Franch, Sekse

GENEBUT EITES BECEINED

November 30, 1965

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

Dear Mr. Gondicas:

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

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

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

Finally, we are transmitting the day-by-day curriculum of the course in Industrial Project Evaluation for the spring of 1964, given by the World Bank's Economic Development Institute. The curriculum notes the subject matter and recommended readings for each seminar in

that course. It is the Institute's normal practice to circulate in advance of each meeting a short paper on the subject of the day's discussion. We can make available to you any of those papers which you would like. We await a request from you for the documents on the specific subjects of interest to you.

With best wishes,

Sincerely yours,

B. H. Shin Development Finance Companies

Attachment

BHShin:phm

cc: Messrs. Adler Jeffries Kamarck

LIST OF DOCUMENTARY INFORMATION TO BE SENT UNDER SEPARATE COVER

1. IFC Publication

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

2. The World Bank's Commodity Report

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

3. Three Bibliographical Documents

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

4. Other Documents

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



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DG/RT. n° 174

DIRECTION GÉNÉRALE

RABAT, LE 30 Novembre 1965

Aya Puelo.

Monsieur R.F. SKILLINGS Directeur Adjoint des Compagnies Financières de Développement 1818 H. Street N.W. WASHINGTON D.C. 20433

Cher Monsieur,

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

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

Le Directeur Général

Mohamed BENKIRANE

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INTERNATIONAL FINANCE CORPORATION

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Communications Unit, Room 244, Ext. 2023



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PAKISTAN INDUSTRIAL CREDIT & INVESTMENT CORPORATION LIMITED

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

Cable "PICICORP"

26th November, 1965.

Dear Mr. Shin,

Telephones: {227171 227172 227173

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

- a) that you have sent under separate cover the proceedings, etc, of the Conference of Latin American development finance institutions published by the Inter-American Development Bank;
- enclosing a paper prepared in the World Bank on Tea;
- c) enclosing brochure published by the Private Development Corporation of the Philippines; and
- d) suggesting 2 new books recently published on Development Finance Institutions.

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

With my best wishes,

Sincerely yours,

(N.M.UQUALLI) Managing Director.

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

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PAKISTAN INDUSTRIAL CREDIT & INVESTMENT CORPORATION LIMITED

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

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Sincerely yours,

(N.M.UQUALLI Managing Difrector.

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

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GENERAL FILES

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development corporation

November 25, 1965 File Ref. 54-E-0529

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

Dear Mr. Shin :

CABLE ADDRESS CHIDELCO TAIPEI

We wish to thank you for your letter of November 14 1965 and the materials attached therein.

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

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

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

Sincerely yours,

Felix S. Y. Chang

President

china development corporation

CABLE ADDRESS CHIDELCO TAIPEL

November 25, 1965 File Ref. 54-E-0529

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

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

Sincerely yours,

Felix S. Y. Chang President

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November 23, 1965

Dear Mr. Benkirane:

Thank you for your letter of November 12, 1965.

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

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

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

With best personal regards,

Sincerely yours,

Robert F. Skill

Robert F. Skillings
Deputy Director
Development Finance Companies

Mr. Mohamed Benkirane Director General Banque Nationale pour le Developpement Economique

Boite Postale 407 Rabat, Morocco

BHShan: phm

cc: Messrs. Sekse Blondel

Da B. Publication

Corporacion Financiera de Caldas

TELEFONOS: CONMUTADOR 76-00 Y 33-82 26-09-88-71 APTDO. AEREO 460 CABLES "CORFINANCIERA"



MANIZALES-CALDAS-COLOMBIA

Manizales Noviembre 23 de 1.965

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

Apreciado señor Shin:

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

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

Me suscribo de usted muy atentamente,

ROBERTO/OCAMPO MEJTA Presidente

CORPORAL FOR FIRST REAL OF CALDES

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GENERAL FILES

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THE INDUSTRIAL FINANCE CORPORATION OF THAILAND

491 Silom Road, Bangkok, Thailand. CABLE ADDRESS: "IFCTHAI" BANGKOK

No. A. 1255/2508

November 23, 1965

Mr. William Diamond

Director

Development \Fi/nance Companies International Finance Corporation 1818 H Street, N.W. Washington, D.C. 20433

U. S. A.

Dear Bill:

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

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

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

With best personal regards,

Yours sincerely,

Kraisri Nimmanahaeminda

General Manager

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THE INDUSTRIAL FINANCE CORPORATION OF THAILAND 491 Silom Road, Bangkok, Thailand.

CABLE ADDRESS: "IFCTHAI" BANCKOK

No. A. 1255/2508

November 23, 1965

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

Dear Bill:

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

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

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

With best personal regards,

Yours sincerely,

Kraisri Nimmanahaeminda General Manager

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TELEGRAMS "MALINDEV"
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Malaysian Industrial Development Finance Limited INCORPORATED IN THE STATES OF MALAYA شركة في دائن كيسيان برحد

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BANGUNAN HWA-LI 63-65 JALAN AMPANG KUALA LUMPUR P. O. BOX 2110

OUR REF:

YOUR REF:

23rd November, 1965.

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

Dear Mr. Shin,

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

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

With best regards,

Sincerely yours,

L.M. SVOBODA

General Manager

GENERAL FILES

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KUALA LUMPUR
CODE BENTLEY'S SECOND

Malaysian Industrial Development Finance Limited
INCORPORATED IN THE STATES OF MALAYA

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OUR REF:

YOUR REF:

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BANGUNAN HWA-LI 63-65 JALAN AMPANG KUALA LUMPUR P. O. BOX 2110

23rd November, 1965.

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

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With best regards,

Sincerely yours,

M LOOS of L.M. SYOBODA

dp: MOA SyGemenal Manager

GENERAL FILES

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November 22, 1965

Excellency:

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

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

With best personal regards,

Sincerely yours,

LQ

William Diamond
Director
Development Finance Companies

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

BHShin:phm

cc: Messrs. Sekse Blondel INTERNATIONAL DEVELOPMENT ASSOCIATION

INTERNATIONAL BANK FOR RECONSTRUCTION AND DEVELOPMENT

INTERNATIONAL FINANCE CORPORATION

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INCOMING CABLE

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November 18, 1965

Dear Kraisri:

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

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

With best personal regards,

Sincerely yours,

William Diamond

Director
Development Finance Companies

Enclosure

Mr. Kraisri Nimmanahaeminda General Manager Industrial Finance Corporation of Thailand

491 Silom Road Bangkok, Thailand

Brin:phm

cc: Mr. Jeffries Mr. Blondel Mr. P. F. Blanc
Managing Director
Banque Ivoirienne de Developpement
Industriel
Boite Postale 4470
Abidjan, Ivory Coast

Dear Mr. Blanc:

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

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

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

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

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

With best regards,

Sincerely yours,

B. H. Shin Development Finance Companies

Enclosures (2)

cc: Mr. Kamarck

Division Chief of DFC

BHShin: MT/ST #60:cvb

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

Dear Dr. Herrera Carrizosa:

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

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With best regards,

Sincerely yours,

B. H. Shin
Development Finance Companies

Enclosures (2)

cc: Mr. Kamarck
Division Chief of DFC

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

Dear Mr. Delgado Rovati:

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

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With best regards,

Sincerely yours,

B. H. Shin
Development Finance Companies

Enclosures (2)

cc: Mr. Kamarck

Division Chief of DFC

D. B - Duyo. Pub.

November 17, 1965

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

Dear Dr. Ocampo:

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

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With best regards,

Sincerely yours,

B. H. Shin
Development Finance Companies

Enclosures (2)

cc: Mr. Kamarck

Division Chief of DFC

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

Dear Dr. Neaman:

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

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With best regards,

Sincerely yours,

B. H. Shin Development Finance Companies

Enclosures (2)

cc: Mr. Kamarck

Division Chief of DFC

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

Dear Mr. Egeli:

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

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With best regards,

Sincerely yours,

B. H. Shin Development Finance Companies

Enclosures (2)

cc: Mr. Kamarck
Division Chief of DFC

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

Dear Mr. Konttinen:

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

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With best regards,

Sincerely yours,

B. H. Shin
Development Finance Companies

Enclosures (2)

cc: Mr. Kamarck Division Chief of DFC

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

Dear Mr. Marzo:

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

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With best regards,

Sincerely yours,

B. H. Shin

Development Finance Companies

Enclosures (2)

cc: Mr. Kamarck

Division Chief of DFC

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

Dear Mr. Raj:

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

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With best regards,

Sincerely yours,

B. H. Shin
Development Finance Companies

Enclosures (2)

cc: Mr. Kamarck

Division Chief of DFC

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

Dear Mr. Raschid:

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

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With best regards,

Sincerely yours,

B. H. Shin
Development Finance Companies

Enclosures (2)

cc: Mr. Kamarck

Division Chief of DFC

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

Dear Mr. Uquaili:

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

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With best regards,

Sincerely yours,

B. H. Shin
Development Finance Companies

Enclosures (2)

cc: Mr. Kamarck

Division Chief of DFC

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

Dear Mr. Parekh:

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

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With best regards,

Sincerely yours,

B. H. Shin
Development Finance Companies

Enclosures (2)

cc: Mr. Kamarck

Division Chief of DFC

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

Excellency:

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With best regards,

Sincerely yours,

B. H. Shin
Development Finance Companies

Enclosures (2)

cc: Mr. Kamarck

Division Chief of DFC

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

Dear Mr. Nimmanahaeminda:

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With best regards,

Sincerely yours,

B. H. Shin
Development Finance Companies

Enclosures (2)

cc: Mr. Kamarck

Division Chief of DFC

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

Dear Mr. Kheradjou:

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

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With best regards,

Sincerely yours,

B. H. Shin Development Finance Companies

Enclosures (2)

cc: Mr. Kamarck

Division Chief of DFC

Dear Mr. Jayme:

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

With best regards,

Sincerely yours,

B. H. Shin

Development Finance Companies

Enclosures (2)

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

cc. Mr. Mathew ; Mr. Kamarck BHShin:lg

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

Dear Mr. Svoboda:

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

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With best regards,

Sincerely yours,

B. H. Shin Development Finance Companies

Enclosures (2)

cc: Mr. Kamarck
Division Chief of DFC

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

Dear Mr. Chang:

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

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With best regards,

Sincerely yours,

B. H. Shin
Development Finance Companies

Enclosures (2)

cc: Mr. Kamarck
Division Chief of DFC

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

Dear Mr. Parker:

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

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ack Jan. 14/66

With best regards,

Sincerely yours,

B. H. Shin
Development Finance Companies

Enclosures (2)

cc: Mr. Kamarck

Division Chief of DFC

November 16, 1965

Dear Dr. Teufenstein:

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

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

With best personal regards,

Yours sincerely,

William Diamond Director Development Finance Companies

Attachments

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

BHShin:phm

cc: Messrs. Jeffries
Blondel

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November 16, 1965

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Yours sincerely,

W

William Diamond
Director
Development Finance Companies

Attachments

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

BHShin:phm

cc: Messrs. Jeffries
Rlondel

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November 16, 1965

Dear Laddy:

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

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

With best personal regards,

Yours sincerely,

William Diamond Director

Development Finance Companies

Attachments

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

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

BHShin:phm

cc: Messrs. Mathew Blondel

D. B - Lupo Part RABAT, LE 12 Novembre 65



CAPITAL 30 MILLIONS DE DIRHAMS BOITE POSTALE 407 - RABAT - TEL 264-41-42 & 43 ADRESSE TÉLÉGRAPHIQUE BADEMAROC

DG/RT. nº 160

DIRECTION GENERALE

Monsieur William DIAMOND Directeur du Development Finance Companies 1818 H. Street N.W.

WASHINGTON D.C. 20433 Mar Shings &

Cher Monsieur DIAMOND,

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

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

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

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

Mohamed BENKIRANE

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November 12, 1965

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

Dear Felix:

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

With kind regards,

Sincerely yours,

42

William Diamond Director Development Finance Companies

cc: Messrs. Mathew Blondel

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D. 3 - Lorge Pulo.

November 12, 1965

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

Dear Dr. Neaman:

Many thanks for your letters of October 28 and November 1, and for your kind words about our Conference. I assure you that it was at least as beneficial to us as it was to the other participants. I am happy to know that you do not object to our distributing the descriptive memorandum on IDBI to third parties with legitimate interests.

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

With kind regards,

Sincerely yours,

0

William Diamond Director Development Finance Companies

cc: Messrs. Jeffries
Blondel

RFSkillings:vmv

12.13 - Lugo Pert.

November 10, 1965

Dear Baha Bey:

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

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

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

With best personal regards,

Sincerely yours,

William Diamond Director

Development Finance Companies

Attachments

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

BHSMin:phm

cc: Mr. Jeffries

D.B - Sujo Pul.

November 10, 1965

Dear Senor Delgado Rovati:

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

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

With best personal regards,

Yours sincerely,

William Diamond
Director
Development Finance Companies

Attachments

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

Bishin:phm

cc: Mr. Mejia

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12. B - Suga Parka

TELEPHONE 81144/6, 22271/2

TELEGRAMS "MALINDEV"
KUALA LUMPUR
CODE BENTLEY'S SECOND

Malaysian Industrial Development Finance Limited INCORPORATED IN THE STATES OF MALAYA شركة في دائن كيسيان برحد

MIDFL

OUR REF:

IND/I/1

YOUR REF:

BANGUNAN HWA-LI 63-65 JALAN AMPANG KUALA LUMPUR P. O. BOX 2110

Mr. William Diamond, Director, International Finance Corpn., 1818 H Street, N.W., Washington, D.C. 20433. November 9, 1965.

Mulling

Dear Bill,

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

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

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

With best regards,

L.M. SVOBODA General Manager

Sincerely yours,

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Mr.

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> > OUR REE:

IND/I/1

YOUR REF:

RANGINAN HWALLI 63-65 JALAN AMPANG

> KUALA LUMPUR P. O. BOX 2110

MIDFL

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November 9, 1965.

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Sincerely yours,

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L.M. SVOBODA General Manager

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November 9, 1965

Mr. William Diamond

Director

International Finance Corporation 1818 H Street, N.W.

Washington, D.C. 20433

U.S.A.

Mr. Willing

Dear Mr. Diamond: -

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

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

We remain, with best regards,

Yours truly,

ÖSTERREICHISCHE INVESTITIONSKREDIT

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Mr. William D i a m o n d

Director

International Finance Corporation

1818 H Street, N.W.

Washington, D.C. 20433

U.S.A.

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Yours truly,

ÖSTERREICHISCHE INVESTITIONSKREDIT

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TÜRKIYE SINAÎ KALKINMA BANKASI A. Ş. Log // f

M. BAHAEDDIN KAYALIOĞLU

P.O. Box 17 - Karaköy İstanbul, Turkey

November 5, 1965

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

Dear Mr. Diamond:

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

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

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

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

With best personal regards,

Sincerely yours,

03. Kayalisa

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O B - Sugar Rando

November 5, 1965

Dear Mr. Uquaili:

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

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

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

With best personal regards,

Sincerely yours,

my

Robert F. Skillings
Deputy Director
Development Finance Companies

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

1965 NOV -8 PM 3: 26

GENERAL FILES

RFS/rty

cc: Mr. Sekse

O 13 - lego Rule-

November 5, 1965

Dear Mr. Uquaili:

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

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

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

With best personal regards,

Sincerely yours,

Sey

Robert F. Skillings Deputy Director Development Finance Companies

Mr. N.M. Uquaili
Managing Director
Pakistan Industrial Credit and
Investment Corporation Limited

P.O. Box 5080 Karachi, Pakistan

1865 NOV -8 PM 3: 26

HS/rty

cc: Mr. Sekse

GENERAL FILES

November 4, 1965

Dear Mr. Parekh:

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

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

With best personal regards,

Sincerely yours,

MS

Robert F. Skillings
Deputy Director
Development Finance Companies

Attachments

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

cc. Mr. Jeffries

RBlondel: lg

November 3, 1965

Dear Lada:

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

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

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

With best personal regards,

Sincerely yours,

MS

Robert F. Skillings
Deputy Director
Development Finance Companies

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

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

RBlondel:phm

1965 NOV -4 ANTI: 27

GENERAL FILES

0.13 - Sup Park

November 3, 1965

Dear Lada:

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

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

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

With best personal regards,

Sincerely yours,

M

Robert F. Skillings Deputy Director Development Minance Companies

> Mr. L. M. Svobeda General Manager Malaysian Industrial Development Finance Limited

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

RBlondel:phm

1965 NOV -4 AMIL: 27

GENEBYF LIFES RECEIVED



Industrial and Mining Development Bank of Fran

Managing Director

2nd November, 1965

Dear Bill:

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

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

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

Best regards.

Sincerely yours,

A. Gasem Kheradjou

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

1965 NOV -5 PM 3: 33

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November 2, 1965

Dear Dr. Ocampo:

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

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

With best personal regards,

Sincerely yours,

ms

Robert F. Skillings
Deputy Director
Development Finance Companies

Attachments

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

RBlondel:phm

cc: Mr. Mejia



Jag 15

PAKISTAN INDUSTRIAL CREDIT & INVESTMENT CORPORATION LIMITED

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

Cable "PICICORP"

2nd November, 1965.

Dear Mr. Diamond,

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

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

With my best wishes and personal regards,

Sincerely yours,

Managing Director.

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

1995 1994 - 2 UNIT 112

Villa II





PAKISTAN INDUSTRIAL CREDIT & INVESTMENT CORPORATION LIMITED

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

2nd November, 1965.

Dear Mr. Diamond,

Telephones: {227474 227472 227173 Thank you very much for your letter of October 21, 1965. We have not yet received the Conference documents. I have noted that you have sent them by surface mail on October 15. I hope these will be received here within the next few days.

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

With my best wishes and personal regards,

Sincerely yours,

Managing Director.

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

1985 NOV -5 AN 11:05

RECEIVED CENERAL FILES

U.B - dugo Perlo hog 11/5

בנק לפתוח התעשיה 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

רחוב אלנבי 113 תל-אביב מל-6-14771 ת. ד. 1462 מלקס 033-646 כתוכת לסברקים: סוסלתעש



1st November, 1965.

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

Dear Mr. Diamond,

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

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

Permit me to repeat my deep satisfaction with the

Conference.

With best personal regards,

1965 NOV -5 PM 3: 11

RECEIVED GENERAL FILES Sincerely yours,

Dr. A. Neaman. Managing Director

U.B. Supo Pub.

בנק לפתוח התעשיה בישראל בערבון מוובל INDUSTRIAL DEVELOPMENT BANK OF ISRAEL LIMITED

113, ALLENBY ROAD

TEL - A V I V

TEL. 614771-6

P. O. B. 1462

TELEX 033-646

CARLE ADDRESS: MOSLETAAS

רחוב אלובי 113 מל. אבי ב מל. 1477-16 מל. ד. 1462 מלקם 646-033-646

Enterence plegts noie:
AN/GL/1/8467

1st November, 1965.

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

Dear Mr. Diamond,

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

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

Permit me to repeat my deep satisfaction with the

Conference.

With best personal regards,

1965 NOV -5 PM 3: 11

RECEIVED GENERAL FILES

Sincerely yours,

Dr. A. Neaman. Managing Director Dear Mrs. Stein:

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

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

With kind regards,

Yours sincerely,

MYS

Robert F. Skillings Deputy Director Development Finance Companies

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

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

RFSkillings:vmv

Jag "Paulo.

OCTOBER 30, 1965

MR. ROBERT F. SKILLINGS
DEPUTY DIRECTOR
DEVELOPMENT FINANCE COMPANIES
INTERNATIONAL FINANCE CORPORATION
1818 H STREET, N.W.
WASHINGTON, D. C. 20433

DEAR MR. SKILLINGS:

THIS IS IN ANSWER TO YOUR LETTER OF OCTOBER 14, REGARDING THE DEVELOPMENT BANKING BIBLIOGRAPHY OF HERBERT STEIN. MY HUSBAND DIED ON MAY 23 OF THIS YEAR. IF I CAN, I CERTAINLY GIVE YOU PERMISSION TO DISTRIBUTE THIS PAPER OF FEBRUARY, 1963.

IN EARLY MAY, HERB COMPLETED A REVISION OF THIS BIBLIOGRAPHY AND HAD NEW STENCILS TYPED FOR IT'S DUPLICATION. ALSO HE HAD A MAILING LIST OF ABOUT 300 DEVELOPMENT BANKS TO WHICH HE HAD CORRESPONDED PREVIOUSLY. HE WAS TEACHING AT THE TIME IN THE DEPARTMENT OF ECONOMICS, MAXWELL SCHOOL, SYRACUSE UNIVERSITY, SYRACUSE, NEW YORK. (CHAIRMAN MEL EGGERS). IN JUNE, DR. EGGERS PROMISED THAT THIS WORK WOULD BE COMPLETED AND THE BIBLIOGRAPHIES MAILED AS HERB HAD PLANNED. PERHAPS YOU MAY WISH TO CORRESPOND WITH HIM REGARDING YOUR PROPOSED CIRCULATION OF THE BIBLIOGRAPHY AND SECURE THE REVISED COPIES. IT IS QUITE POSSIBLE THAT YOUR MAILING LISTS ARE DUPLICATES.

I AM SORRY BUT I DO NOT KNOW WHERE YOU CAN LOCATE MR. BURNS AT THIS TIME.

IF I CAN BE OF FURTHER HELP TO YOU PLEASE FEEL FREE TO WRITE OR CALL ME.

SINCERELY,

MRS. HERBERT A. STEIN 3245 BEECHWOOD BLVD.

APT F-15

PITTSBURGH 17, PA.

ack. nov. 1/65

GENERAL FILES COMMUNICATIONS 1965 NOV -1 PM 8: 37

CCIPZER

D. B. Lugo Pert.

china development corporation

October 29, 1965

CABLE ADDRESS

Mr. William Diamond

Director

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

Dear Bill :

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

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

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

With best personal regards,

Yours sincerely,

Felix S. Y. Chang

President

1965 NOY - 3 PN 4: 23

china development corporation

CABLE ADDRESS

October 29, 1965

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

Dear Bill :

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With best personal regards,

Yours sincerely,

Felix S. Y. Chang

President

1885 NOV -3 PN 4: 23



C. A. VENEZOLANA DE DESARROLLO

(SOCIEDAD FINANCIERA)

CAPITAL SOCIAL: Bs. 36.508.500 CAPITAL PAGADO: Bs. 10.126.059 APARTADO 11341 - CHACAO - CARACAS CABLES: CAVENDES - TELFS: 32.72,36 · 32.66,36

Octubre 29, 1965

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

Estimado Sr. Diamond:

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

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

Reciba mis expresiones de amistad,

Atentamente,

Manuel Delgado Rovati

Gerente General

1965 NOV - 9 AM 9: 58

MDR:md

RECEIVED GENERAL FILES



C. A. VENEZOLANA DE DESARROLLO

(SOCIEDAD FINANCIERA)

CAPITAL SOCIAL: Bs. 36.503.500 CAPITAL PAGADO: Bs. 10.126.059

APARTADO 11941-CHACAO-CARACAS CABLES: CAVENDES-TELFS. 38.72.06.38.06.30

Octubre 29, 1965

Sr. William Dismond

Director

Development Finance Companies International Finance Corporation

1818 H. Street, N. W.

Washington, D. C. 20433

Estimado Sr. Diamond:

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Reciba mis expresiones de amistad,

Atentamente,

Manuel Delgado Rovati Gerente General

65 :6 NA 6- VON 2381

MDR:md

CENERAL FILES

209 /2 10 Pert.

NIGERIAN INDUSTRIAL DEVELOPMENT BANK LIMITED

DIRECTORS:
CHIEF MATHIAS NWAFOR UGOCHUKWU (CHAIRMAN)
MATTHEW AJAYI ADEJORO
JOHN GROSVENOR BEEVOR
ALHAJI AMINU DANTATA
DANIEL GILLET
DR. WOLFGANG JAHN
DONALD ALEXANDER MACLEOD
EDWARD CONOR MCNESTRY
PETER MEINERTZHAGEN
PRINCE MICHAEL ADEDIPUPO OGUN
CHIEF GEORGE BRASS OMETAN
VICTOR ERSKINE ROCKHILL



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

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

29th October, 1965.

Our Ref: 100/47

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

Washington D. C. 20433,

U. S. A.

Dear Bill,

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

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

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

With warm personal regards . 5 61 3:12

Yours sincerely,

J. S. RAJ General Manager

JSR/GRA

10 12 Sage for

NIGERIAN INDUSTRIAL DEVELOPMENT BANK LIMITED

DIRECTONS:
CHIEF MATHIAS NUMFOR UGOCHUKWU (CHAIRMAN)
MATTHEW AJAYI ADEJORO
JOHN GROSVENOR SEEVOR
ALHAJI AMINU DANTATA
DONIEL GILLET
DR. WOLFGANG JAHN
DONALD ALEXANDER HACLEOD
PETER MEHNERTZHAGEN
PETER MEHNERTZHAGEN
CHIEF GEORGE BIRASS OMETAN
VICTOR ERSKINE ROCKHILL



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

TELEPHONE: 27181-27188 (6 LINES) TELEGRAMS: NIDBANK, LAGOS.

29th October, 1965.

Our Ref: 100/47

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

Dear Bill,

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

With warm personal 1062 4464,-5 bW 3:12

Yours weigh Effectly, Beceived

General Manager

JSR/GRA

0.13 p dupor. Parle

PRIVATE DEVELOPMENT CORPORATION OF THE PHILIPPINES

GBTG BUILDING AYALA AVENUE, MAKATI, RIZAL

VICENTE R. JAYME

October 29, 1965

Mr. William Diamond, Director Development Finance Companies International Finance Corporation 1818 H Street, N. W. Washington, D. C. 20433 U.S.A. No reply needed

Dear Bill:

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

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

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

I expect to write you another letter giving you my overall impressions on the conference and comments on the final report which will be presented to the participants.

1. 20 - - - 1

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

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

Sincerely,

VICENTE R. JAYME

VRJ:mrl

Per Barles - Ruja.

October 29, 1965

Dear Mr. Konttinen:

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

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

With best personal regards,

Sincerely yours,

Robert F. Skillings Deputy Director Development Finance Companies

Attachments

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

RBlondel:phm

cc: Mr. Jeffries

THE INDUSTRIAL CREDIT AND INVESTMENT CORPORAT OF INDIA LIMITED 163, BACKBAY RECLAMATION, BOMBAY 1 GRAMS: 'CREDCORP (FT)' BOMBAY Sec 8/ 16663 PHONE: 245081 245478 245485 YOUR REF October 28, 1965 M. Blands My dear Bill, I acknowledge receipt of your letter dated October 21, 1965. We have still not received the Conference papers sent by you, but trust that they would come in, any day. I note your proposal regarding restricted distribution of the descriptive memorandum on ICICI. We are agreeable to such distribution in cases where you deem it necessary. We would, ourselves, welcome about fifty copies of the memorandum for distribution here. The Conference was an extremely interesting experience for me and I would like to place on record my own appreciation of your efforts in organising and

running it so smoothly.

With kind personal regards,

Yours sincerely,

H.T. Parekh General Manager

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

1965 NOV -3 AM 8: 34

GENERAL FILES

THE INDUSTRIAL CREDIT AND INVESTMENT CORPORATION

OF INDIA LIMITED

SEC BACKBAY RECLAMATION. BOMBAY 1

OUR REF: Sec BY 16663

YOUR REF:

October 28, 1965

My dear Bill,

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

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With kind personal regards,

Yours sincerely,

H.T. Parekh General Manager

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

1885 NOV -3 AM 8: 34

GENERAL FILES

Log "/

BANDESCO

BANCO DEL DESARROLLO ECONOMICO ESPAÑOL

EL DIRECTOR GENERAL

JOSE MARIA MARZO CHURRUCA

1.965 1 1.965

Madrid, 26th October 1.965

10

Mr. WILLIAM DIAMOND Director Development Finance Companies International Finance Corporation 1.818 H. Street WASHINGTON, D.C. 20.433

Dear Mr. Diamond,

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

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

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

With kindest regards,

Yours sincerely,

dez L.

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BANDESCO

BANCO DEL DESARROLLO ECONOMICO ESPAÑOL

EL DIRECTOR GENERA

JOSE MARIA MARZO CHURRUGA

Madrid, 26th October 1,965

Mr. WILLIAM DIAMOND
Director
Development Finance Companies
International Finance Corporation
1.818 H. Street
WASHINGTON, D.C. 20.433

Dear Mr. Diamond,

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

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

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With kindest regards,

Yours sincerely,

GEVEN

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COMMINICATIONS
CENERAL FILES
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Los // RABAT, LE 26 Octobre 1965



CAPITAL 30 MILLIONS DE DIRHAMS BOITE POSTALE 407 - RABAT - TÉL. 264.41.42 & 43 ADRESSE TELEGRAPHIQUE BADEMAROC

DG/RT. n° 145

DIRECTION GENERALE

Monsieur William DIAMOND Directeur du Dévelopment Finance Companies Société Financière Internationale 1818 H. Street N. W. WASHINGTON 25 D. C.

Cher Monsieur DIAMOND,

J'accuse bonne réception de votre lettre en date du 24 Septembre écoulé, à laquelle était joint un compte-rendu sur la réunion plénière du Comité Consultatif International du Coton (I. C. A. C.).

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

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

Le Directeur Général

Mohamed BENKIRANE



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 CORPORACION FINANCIERA DE CALDAS

TELEFONOS: CONMUTADOR 76-00 Y 33-82 TELEX NUMERO 04258 APARTADO AEREO 460 CABLES: "CORFINANCIERA" 70. PISO BANCO REPUBLICA

MANIZALES · CALDAS · COLOMBIA

P- 1230

Manizales Octubre 26 de 1.965

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

ach. Nov. 2

Muy apreciado señor Diamond:

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

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

De usted muy cordialmente,

ROBERTO CCAMBO MEJIA

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CORPORACION FINANCIERA DE CALDAS

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MANIZALES - CALDAS - COLOMBIA

Manizales Octubre 26 de 1.965

Senor WIGHAM DIAMOND CORPORACION FINANCISRA INTERNACIONAL 1818 H. Street N.W. WASHINGTON D.C. 20433

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De usted muy cor ialmente,

ROBERTO COMPONENTA

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TEOLLISTAMISRAHASTO OY

(INDUSTRIALIZATION FUND)

LÖNNROTINKATU 13 HELSINKI - FINLAND

TELEPHONE 644706 CABLES TERASTO HELSINKI

October 26, 1965

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

Dear Bill:

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

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

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

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

With best personal regards,

Seppo Konttinen General Manager

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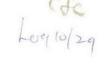
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CORPORACION FINANCIERA COLOMBIANA BOGOTA-COLOMBIA

EDIFICIO BANCO DE BOGOTA CARRERA 10: Nº 14-33 10º PISO TELEFONOS 343-060 A 343-065

C A B L E S:
"COFINANCIERA"
AP. AEREO 11843

P 3600

Bogotá, D.E., October 25, 1965

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

Dear Mr. Diamond:

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

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

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

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

With best regards, I remain,

Very cordially yours,

CORPORACION FINANCIERA COLOMBIANA

GUILLERMO HERRERA CARRIZOSA

President

ock noul

RECEIVED
GENERAL FILES
COMMUNICATIONS

1965 OCT 29 PM 11: 52

CARPORE SIGN FIRMER SAN - NICHELANA

October 25, 1965

Excellency:

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

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

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

With best personal regards,

Sincerely yours,

William Diamond
Director
Development Finance Companies

Encls.

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

RBlondel:phm

RB-



IMBDI-Gen. Log 10/29

Industrial and Mining Development Bank of Iran

Managing Director

25 October, 1965

Dear Bill:

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

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

With best personal regards.

Sincerely yours,

Gasem Kheradjou

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

RECEIVED COMMUNICATIONS

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PAKISTAN INDUSTRIAL CREDIT & INVESTMENT CORPORATION LIMITED

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

Cable "PICICORP"

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23rd Oct. 1965.

My dear Diamond,

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

With my best wishes,

Sincerely yours,

(N.M.UQUAILI)/ Managing Director.

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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PAKISTAN INDUSTRIAL CREDIT & INVESTMENT CORPORATION LIMITED

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Sincerely yours,

(N.M.UQUALLI)/ Managing Director.

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

1965 OCT 29 AM 3: 36



October 21, 1965

Dr. Manuel Delgado Rovati General Manager C. A. Venezolana de Desarrollo Apartado 11341 Chacao, Caracas Venezuela

Dear Dr. Delgado:

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

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

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

With best personal regards,

Sincerely yours,

1 0

William Diamond
Director
Development Finance Companies

cc. Mr. Mejia

WDiamond: RBlondel:lg

RB-

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October 21, 1965

Dr. Manuel Delgado Rovati General Manager C. A. Venezolana de Desarrollo Apartado 1131/1 Chacao, Caracas Venezuela

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With best personal regards,

Sincerely yours,

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William Diamond
Director
Development Finance Companies

ec. Mr. Mejia

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DB- Lyo Parls.

October 21, 1965

Dr. Guillermo Sanint Botero Vice President Corporacion Financiera de Caldas Apartado Aereo 1:60 Manizales, Colombia

Dear Dr. Samint:

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

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

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

With best personal regards,

Sincerely yours,

William Diamond
Director
Development Finance Companies

cc: Mr. Mejia

RB/bmr

RB-

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DB-dyo Parls.

October 21, 1965

Dr. Guillerno Sanint Botero Vice President Corporacion Financiera de Caldas Apartedo Acreo 1500 Henizales, Colombia

Door Br. Sendat:

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

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With best personal regards,

Sincerely yours,

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William Dissend Director Development Finance Companies

cc: Mr. Media

RB/bmr

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CONMUNICATIONS
CENERAL FILES
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Dear Gasem:

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

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

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

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

With best personal regards,

Sincerely yours,

William Diamond
Director
Development Finance Companies

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

RBlondel/WDiamond/rty

cc: Mr. Sekse

Dear Hashmukhbhai:

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

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

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

With best personal regards,

Sincerely yours,

William Diamond Director

Development Finance Companies

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

RBlondel/WDiamond/rty

ABcc: Mr. Jeffries

Dear Dr. Neaman:

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

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

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

With best personal regards,

Sincerely yours,

William Diamond
Director
Development Finance Companies

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

RBlondel/WDiamond/rty

cc: Mr. Jeffries

Dear James:

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

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

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

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

With best personal regards,

Sincerely yours,

William Diamond
Director
Development Finance Companies

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

RBlondel/WDiamond/rty

CC: Mr. Mathew

Dear Mr. Uquaili:

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

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

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

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

With best personal regards,

Sincerely yours,

William Diamond
Director
Development Finance Companies

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

RBlondel/WDiamond/rty

cc: Mr. Sekse

Dear Mr. Benkirane:

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

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

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

With best personal regards,

Sincerely yours,

19

William Diamond
Director
Development Finance Companies

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

RBlondel/WDiamond/rty

cc: Mr. Sekse

Dear Dr. Teufenstein:

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

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

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

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

With best personal regards,

Sincerely yours,

William Diamond Director

Development Finance Companies

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

RBlondel/WDiamond/rty

cc: Mr. Jeffries

Dear Baha Bey:

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

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

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

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

With best personal regards,

Sincerely yours,

William Diamond
Director
Development Finance Companies

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

cc: Mr. Jeffries

1965 OCT 22 AN 11: 26

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Dear Baha Bey:

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I was delighted to see you here at the conference. of Iwisau bas maitesrefai as bevore smalteem ent tent seed I you as they were to us.

With best personal regards.

Sincerely yours,

bnomald malfilly Director

Development Finance Companies

1965 OCT 22 AM 11: 26

Mr. Bahaeddin Kayalioglu Assistant Jeneral Manager Industrial Development Bank of Turkey P.O. Box 17

Galata

Istanbul, Turkey

cc: Mr. Jeffries

RBlondell'ibda

I wans as City SNOILVOIMOWWOO'! CEMERAL FILES

Dear Mr. Marzo:

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

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

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

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

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

With best personal regards,

Sincerely yours,

William Diamond
Director
Development Finance Companies

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

cc: Mr. Jeffries

RBlondel : WDiamond

1965 OCT 22 AMIL 26

CONTRACTORS CENTRACTERES DILLAMED

RB-

Dear Mr. Marke:

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

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

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Sincerely yours,

William Diamond
Director
Development Finance Companies

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

cc: Mr. Jeffries

RBlondel : WDiamond

RB-

1865 OCT 22 AM 11: 26

COMMUNICATIONS
CENERAL ELLES
LE RECEIVED

Dear Seppo:

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

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

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

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

With best personal regards,

Sincerely yours,

William Diamond Director

Development Finance Companies

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

cc. Mr. Jeffries

WDiamond: RBlondel: lg

1965 OCT 22 AM 11: 26

GENERAL FILES COMMUNICATIONS

RB-

Dear Seppo:

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with best personal regards.

Sincerely yours,

William Diamond
Director
Development Finance Companies

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

cc. Mr. Jeffries

WDiamond: RBlondel: lg

1865 OCT 22 AM 11: 26

COMMUNICATIONS
CENERAL FILES
RECEIVED

AB-

October 21, 1965

Mr. Paul F. Blanc
Menaging Director
Banque Ivoirienne de Developpement
Industriel
B. P. 4470
Abidjan, Ivory Coast

Dear Mr. Blanc:

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

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

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

With best personal regards,

Sincerely yours,

William Diamond Director

Development Finance Companies

cc: Mr. Sekse

RB/bmr

pb-

1965 OCT 22 AM 11: 26

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

Dear Mr. Blanc:

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

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

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

With best personal regards,

Stucerely years.

129

William Dismond Director Development Finance Companies

cc: Mr. Sekse

RB/MILT

1965 OCT 22 AM 11: 26

COMMUNICATIONS (COMMUNICATIONS)

October 21, 1965

Dear Mr. Parker:

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

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

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

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

With best personal regards,

Sincerely yours,

10

William Diamond
Director
Development Finance Companies

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

cc: Mr. Mathew

1965 OCT 22 AMII: 26

RBlondel:mr

CENERAL REGE

RB-

Dear Mr. Parker:

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

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

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

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

With best personal regards,

Sincerely yours,

Qi

William Diamond
Director
Development Finance Companies

Mr. P. Clarenee Parker General Manager Liberian Bank for Industrial Development and Investment P.O. Box 517 Monrovia, Liberia

cc: Mr. Mathew

RBlondel:mr

-89

1882 OCI 52 MMII: 58

COMMUNICATIONS CENERAL FILES

Dear Kraisri:

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

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

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

With best personal regards,

Sincerely yours,

LQ

William Diamond
Director
Development Finance Companies

Encls.

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

1965 OCT 22 PM 4: 14

HECEIVED' GEHERAL FILES COMMUNICATIONS

RBlondel:mr

Dear Kraiari:

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

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

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With best personal regards,

Sincerely yours,

M

William Diamond Director Development Finance Companies

Encls.

Mr. Kraisri Mimmanahaeminda General Manager Industrial Finance Corporation of Thailand h91 Silom Road Bangkok, Thailand

1965 OCT 22 PM 4: 14

RBlondel:mr

RECEIVED GENERAL FILES

Dear Ting:

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

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

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

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

With best personal regards,

Sincerely yours,

William Diamond Director

Development Finance Companies

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

cc. Mr. Mathew

WDiamond: RBlondel:lg | 1882 | OCH 58 | SHIPLE

Dear Ting:

-wood to stee edt bevieser won vo even woy fedt egen I ments which you asked us to mail back to you after the Conference of Development Finance Companies. They were sent to you by air cargo on October 20.

There is one question that I intended to put to you at the Conference and that I would have asked, had time permitted, during the last session: that is, whether or not you had any objection to our distributing the descriptive memorandum on PDCP, to third parties, if the need should arise. I am not thinking -of-esso a no select ovig bluck I (noited tratib basequebly a lo e evad odw zlaubivibni ro znoijujijani oj vlno zlazd ezze .9009 to noingiroseb a ni reerestni esemisigel

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

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

With best personal regards,

Sincerely yours,

William Diamond

Director Development Finance Companies

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

> > cc. Mr. Mathew

WDismond: RBlondel: Le

1865 OCT 22 ANTI 20

COMMUNICATIONS GENERAL FILES RECEIVED

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

Dear Felix:

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

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

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

With best personal regards,

Sincerely yours,

William Diamond
Director
Development Finance Companies

cc. Mr. Mathew

WDiamond: RBlondel: lg

fb-

1965 OCT 22 AM 11: 26

SAULT THORS

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

Dear Felix:

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

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

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

With best personal regards,

Sincerely yours.

2

William Diamond
Director
Development Finance Companies

cc. Mr. Mathew

WDiamond: RBlondel: 1g

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CENERAL FILES
CENERAL FILES
CENERAL FILES

FORM' NO. 306-IFC (1.65) INTERNATIONAL FINANCE CORPORATION

ROUTING SLIP	ROUTING SLIP		5
Mr. Arango	949	Mr. Lundberg	972
Mr. Assimakis	933	Mr. Luzny	952
Mr. Bakker	982	Mr. Malone	949
Mr. Bataillard	981	Mr. Mathew	949
Mr. Bell	976	Mr. Monsod	
Mr. Bose	958	Mr. Morton	958
Mr. Cash	981	Mr. Mustafa	939
Mr. Castle	982	Mr. Navarrete	972
Mr. Chanmugam	941	Mr. Oberdorfer	938
Mr. Cohn	981	Mr. Parmar	909
Mr. Dajany	900	Mr. Paterson	902
Mr. Dewey	920	Mr. Perram	920
Diamond W	950	Mr. Prado	942
Mr. Dillard	933	Mr. Richards	976
Mr. Dodd	945	Mr. Rodriguez	930
Mr. DuPre	902	Mr. Rosen	900
Mr. Duvieusart	920	Mr. Searle	923
Mr. Elms	909	Mr. Sekse	952
Mr. Enthoven	933	2 Mr. Shin	958
Mr. Ettlinger	958	Mr. Skillings	950
Mr. Ewing	940	Mr. Su	957
Mr. Farbach	974	Mr. Thomas	949
Mr. Feige	945	Mr. von Hoffmann	910
Mr. Franco-Holguin	930	Mr. Wells	968
Mr. Garrana	969	Mr. Williams	965
Mr. Glynn	976	Mr. Williamson	916
Grayson	920	Miss Wolf	939
Mr. Gustafson	958	Mr. Wyeth	958
Mr. Hilton	945	IFC Files	236
Mr. Jeffries	957	IFC Legal Files	968
Mr. Kapur	933	IFC Ref. Library	904
Mr. Kirk	923		
Mr. Kneip	933	· · · M	TIN
Mr. Labouerie	923	1) Art. 8 Care	10
Mr. Lisle	982	11. 7.00	0.
Mr. Lord (Eng.)	944) Certail Fe	LA
Mr. Lord (Legal)	969		
Remarks:	1000	-1	

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NIGERIAN INDUSTRIAL DEVELOPMENT BANK LIMITED

DIRECTORS:
CHIEF MATHIAS NWAFOR UGOCHUKWU (CHAIRMAN)
MATHEW AJAYI ADEJORO
JOHN GROSVENOR BEEVOR
ALHAJI AMINU DANTATA
DANIEL GILLET
DR. WOLFGANG JAHN
DONALD ALEXANDER MACLEOD
EDWARD CONOR MCNESTRY
PETER MEINERTZHAGEN
FRINCE MICHAEL ADEDIPUPO OGUN
CHIEF GEORGE BRASS OMETAN
VICTOR ERSKINE ROCKHILL



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

TELEPHONE: 27161-27166 (6 LINES)
TELEGRAMS: NIDBANK, LAGOS.

Our Ref: 100/003

20th October, 1965.

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

Dear Bill,

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

Yours sincerely,

James S. Raj

General Manager.

JSR/IO

1965 OCT 25 AM 9: 16

RECEIVED GENERAL FILES COMMUNICATIONS

MEMBER OF THE LAGOS STOCK EXCHANGE.

NIGERIAN INDUSTRIAL DEVELOPMENT BANK LIMITED

DIRECTORS:
CHIEF MATHIAS AWAFOR UGOCHUKWU (CHAIRMAN)
JOHN GROSVENOR BEEVOR
ALHAJI AMINU DANTATA
DANIEL GILLET
DR. WOLFGANG JAHN
DONALD ALEXANDER MACLEOD
EUWARD DONOR MONESTRY
PETER MEINERTZHAGEN
CHIEF GEORGE BRASS OMETAN
CHIEF GEORGE BRASS OMETAN
VICTOR RESKINE ROCKHILL



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

TELEPHONE: 27:81"27:86 (6 LINES)
TELEGRAMS: NIDBANK, LAGOS.

Our Ref: 100/003

20th October, 1965.

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

Dear Bill,

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

With kind regards,

Yours sincerely,

James S. Raj General Manager.

JSR/IO

1885 OCT 25 AM 9: 16

RECEIVED COMMUNICATIONS

MEMBER OF THE LAGOS STOCK EXCHANGE.

Dear Dan:

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

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

With best regards,

Sincerely yours,

William Diamond Director

Development Finance Companies

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

BHSmin: phm

1905 (CT 15 FA 2: 52

Dear Dan:

Many thanks for your letters of September 29 and October 8.
First of all I would like to applogise for being unable to see both you and
Janssens when you visited me last week. The whole west following the Annual
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Sincerely yours,

9

William Diamond Director Development Finance Companies

> Mr. J. D. Nyhert Hassachusetts Institute of Technology Alfred P. Sloan School of Hanagement 50 Memorial Drive Cambridge Massachusetts, 02139

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COMMITTEE STATES

D.B- Lufa-Parl.

October 14, 1965

Dear Herb:

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

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

With kind regards,

Sincerely yours,

Robert F. Skillings Deputy Director Development Finance Companies

Mr. Herbert Stein 601 East Philadelphia Street York, Pennsylvania

BHShin:phm

TELEGRAMS: "INDEBA" KARACHI

FLOPMENT BANK OF

Incorporated under the Industrial Development Bank of Pakistan Ordinance (XXXI of 1961) HEAD OFFICE: KANDAWALLA BUILDING (1ST. FLOOR)
CORNER OF M. A. JINNAH & GARDEN ROADS,

(RESEARCH DEPARTMENT)

POST BOX NO. 7300

Ref. No. RD/169/65 / 1257

Karachi-3 11th October, 1965.

Mr. William Diamond, Director, Development Finance Companies,

International Finance Corporation, 1818 H Street, N.W., WASHINGTON, D.C. 20433, (U.S.A.)

Dear Sir,

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

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

Thanking you,

Yours faithfully,

MOUDUD) (S.S.A. CHIEF TECHNICAL ADVISER. INTERNATIONAL FINANCE CORPORATION

ROUTING SLIP		Date Oct 11,65	
Mr. Arango	949	Mr. Lundberg	972
Mr. Assimakis	933	Mr. Luzny	952
Mr. Bakker	982	Mr. Malone	949
Mr. Bataillard	981	Mr. Mathew	949
Mr. Bell	976	Mr. Monsod	
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Mr. Chanmugam	941	Mr. Oberdorfer	938
Mr. Cohn	981	Mr. Parmar	909
Mr. Dajany	900	Mr. Paterson	902
Mr. Dewey	920	Mr. Perram	920
Mr. Diamond	950	Mr. Prado	942
Mr. Dillard	933	Mr. Richards	976
l' Dodd	945	Mr. Rodriguez	930
Mr. DuPre	902	Mr. Rosen	900
Mr. Duvieusart	920	Mr. Searle	923
Mr. Elms	909	Mr. Sekse	952
Mr. Enthoven	933	Mr. Shin	958
Mr. Ettlinger	958	Mr. Skillings	950
Mr. Éwing	940	Mr. Su	957
Mr. Farbach	974	Mr. Thomas	949
Mr. Feige	945	Mr. von Hoffmann	910
Mr. Franco-Holguin	930	Mr. Wells	968
Mr. Garrana	969	Mr. Williams	965
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Mr. Grayson	920	Miss Wolf	939
Mr. Gustafson	958	Mr. Wyeth	958
Mr Hilton	945	IFC Files	236
M. Jeffries	957	IFC Legal Files	968
Mr. Kapur	933	IFC Ref. Library	904
Mr. Kirk	923		
Mr. Kneip	933	1/10 1/1	and Andaria
Mr. Labouerie	923	HA TWIN	1
Mr. Lisle	982	08	
Mr. Lord (Eng.)	944	137	
Mr. Lord (Legal)	969		1

From: IFC Files, Room 236



PRIVATE DEVELOPMENT CORPORATION OF THE PHILIPPINES

TELEPHONE: 88-89-91

CBTC BUILDING AYALA AVENUE, MAKATI, RIZAL CABLE ADDRESS "PRIDECOP" P. O. BOX 4590, MANILA

October 7, 1965

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

Dear Mr. Diamond:

This is to acknowledge, on behalf of Mr. Vicente R. Jayme Twenty-Fourth Plenary Meeting of the International Cotton Advisory Committee (ICAC).

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

Very sincerely yours,

Assistant Vice President

NAF:pr



PRIVATE DEVELOPMENT CORPORATION OF THE PHILIPPINES

TELEPHONE: 88-89-91

GBTG BUILDING
AYALA AVENUE MAKATI RIZAL

CABLE ADDRESS "PRIDECOP"
P. O. BOX 4590 MANILA

October 7, 1965

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

Dear Mr. Diamond:

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

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

Very sincerely yours,

NARCISO A. FERRER

Assistant Vice President

NAF:pr

80 S NO 11 100 688

Call of the same

DB - Sugo. Pent.



THE INDUSTRIAL FINANCE CORPORATION OF THAILAND

491 Silom Road, Bangkok, Thailand. CABLE ADDRESS: "IFCTHAI" BANGKOK

No. A. 1020/2508

October 4, 1965

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:

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

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

Best regards,

Yours sincerely,

P. Proble Jaksh

P. Prabhailakshana Asst. General Manager

(Officiating)

PP:pt

23 - ley .. Parlo.

THE INDUSTRIAL FINANCE CORPORATION OF THAILAND

491 Silom Road, Bangkok, Thailand. CABLE ADDRESS: "IFCTHAI" BANGKOK

No. A. 1020/2508

October 4, 1965

Mr. William Dramond Development Finance Companies International Finance Corporation

1818 H Street, N.W.

Washington, D. C. 20433

U. S. A.

Dear Mr. Diamond:

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

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

Best regards,

Yours sincerely,

P. Prabhailakshana Asst. General Manager (Officiating)

PP:pt

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THE INDUSTRIAL FINANCE CORPORATION OF THAILAND

491 Silom Road, Bangkok, Thailand.
CABLE ADDRESS: "IFCTHAI" BANGKOK

No. A. 1018/2508

on October 4, 1965

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:

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

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

With kind regards,

Yours sincerely,

P. Prabhailakshana Asst. General Manager

(Officiating)

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491 Silom Road, Bangkok, Thailand.
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October 4, 1965

M. Shin

Mr. William Distrond

Director

Development Finance Companies
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1818 H Street, N.W.

Washington, D. C. 20433

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P. Prabhailakshana

P. Prabhailakshana Asst. General Manager (Officiating)

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Sally Trailing

Malaysian Industrial Development Finance Limited INCORPORATED IN THE STATES OF MALAYA شريكة فيودالن كابوان ڤواوسهائن مليسيان بوحد

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TELEGRAMS "MALINDEV"
KUALA LUMPUR

CODE BENTLEY'S SECOND

BANGUNAN HWA-LI 63-65 JALAN AMPANG KUALA LUMPUR P. O. BOX 2110

1st October, 1965.

OUR REF:

YOUR REF:

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

Dear Bill,

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

Yours sincerely,

TEE SOONLEE Secretary/C.A.O.

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Malaysian Industrial Development Finance Limited STATES INCORPORATED THE شركة في دان كاجان ۋارسهان ملسيان بوصد

OUR REF:

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BANGUNAN HWA-LI 63-65 JALAN AMPANG KUALA LUMPUR P. O. BOX 2110

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Yours sincerely.

Secretary/C.A.O.

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1st October, 1965.

BANDESCO

BANCO DEL DESARROLLO ECONOMICO ESPAÑOL

EL DIRECTOR GENERAL

JOSE MARIA MARZO CHURRUCA

Madrid, 1st. October 1.965

Mr. WILLIAM DIAMOND

Director

Development Finance Companies International Finance Corporation 1.818 H. Street WASHINGTON D.C.

Dear Mr. Diamond.

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

With best wishes,

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Yours sincerely,

SE TO NO 9-130 596!

COMMUNICATIONS OF MENT AND A SECTION OF THE SECTION

OB- Lujo. Pulo. Cable Address: KALKINMABANK, İstanbul

TÜRKİYE SINAÎ KALKINMA BANKASI A.Ş.

(INDUSTRIAL DEVELOPMENT BANK OF TURKEY)

P.O. Box: 17 Galata, İstanbul, Turkey

October 1, 1965

Mr. William Diamond

Director

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

Dear Mr. Diamond:

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

With best regards,

Sincerely yours,

TURKIYE SINAI KALKINMA BANKASI A. S.

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PHONE: 245081 September 29, 1965 Jake Stim

THE INDUSTRIAL CREDIT AND INVESTMENT CORPORATION
OF INDIA LIMITED

163, BACKBAY RECLAMATION, BOMBAY 1
GRAMS: 'CREDCORP (FT)' BOMBAY

OUR REF:

YOUR REF

Mr. William Diamond

Director

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

My dear Diamond,

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

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

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

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

With best wishes and kind regards,

Yours sincerely,

G. C Mylla

(G. L. Mehta)

THE INDUSTRIAL CREDIT AND INVESTMENT OF INDIA LIMITED 163, BACKBAY RECLAMATION, BOMBAY GRAMS: 'CREDCORP (FT)' BOMBAY OUR REF: PHONE: 245081 245478 245485 YOUR REF 245939 September 29, 1965 Mr. William Biamond Her Shin Director Development Finance Companies International Finance Corporation 1818 H Street, N.W. Washington D. C. 20433 My dear Diamond, Please refer to your letter dated September 3, addressed to Parekh who had, by the time the letter was received, left for San Francisco. I have to thank you for sending us the four documents referred to in the letter. I hope to go through Prof. Nyhart's study professionalism in development banking which I am sure would be very rewarding. Chari had spoken highly of Prof. Nyhart's course at EDI. Recently we have also been in communication with him concerning the directory of development banks he is preparing for OECD. I am also obtaining for the Indian Investment Centre material relating to the catalogue of investment information brought out by the United States Agency for International Development. I would like to mention that Industrial India, a leading industrial journal in Bombay, is bringing out a supplement on ICICI's impact on the Indian economy. The journal is collecting information from various companies assisted by ICICI. We are also co-operating by giving it relevant material. You must be very busy with the annual meetings of the Bank and IFC as also with the forthcoming Conference of Executives of Development Finance Companies. It was very kind of you to think of sending us the material in the midst of your other preoccupations. We are always interested in such material and trust you will continue to do so in future also. With best wishes and kind regards, Yours sincerely, Colhun > - 2 (G.L. Mehta)

FORM No. 75

INTERNATIONAL BANK FOR RECONSTRUCTION AND DEVELOPMENT

(2-60)

INTERNATIONAL DEVELOPMENT

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INTERNATIONAL BANK FOR RECONSTRUCTION AND DEVELOPMENT FORM No. 75 (2-60) INTERNATIONAL FINANCE INTERNATIONAL DEVELOPMENT ASSOCIATION Date ROUTING SLIP ROOM NO. NAME To Handle Note and File Appropriate Disposition Note and Return Prepare Reply Approva1 Per Our Conversation Comment Full Report Recommendation Information Signature Initial Send On REMARKS ed there



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

September 29, 1965

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

Dear Bill:

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

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

I hope your meetings are going well.

Very best regards,

J. D. Nyhart

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Dear James:

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Meeting of the International Cotton Advisory Committee (ICAC) held
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With best wishes,

Yours sincerely,

William Diamond Director Development Finance Companies

Encl.

Mr. James S. Raj General Manager Nigerian Industrial Development Bank Limited

M. & K. House 96/102 Broad Street Legos, Migeria

BEST OF RESkillings :phm

cc: Messrs. Kamarck, Mathew

AB - Sugar Pools.

September 2h, 1965

Bear James:

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Yours sincerely,

9

Willes Dissond Director Development Misson Companies

Magl.

Mr. James S. Raj General Manager Migerian Industrial Development Ennk Limited

M. & K. House 96/102 Broad Street Lagos, Migeria | 382 255 Z

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cc: Mossre. Kamarck, Mathew

Sujo . Parlo .

September 24, 1965

My dear Mr. Benkirane:

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With best wishes,

Yours sincerely,

William Diamond Director Development Finance Companies

Encl.

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

BESHLE RESkillings:phm

cc: Messrs. Kamarek, Hanh

days. Parks

September 2h, 1965

My dear Mr. Monkissner

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With book wiches,

Yours sincerely,

William Memond Director Development Finance Compenies

Emcl.

Mr. Mohamed Benidrens Director General Banque Nationale pour le Developpement Economique Boite Postale 1907 Rabet, Merocco

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Dear Mr. Blanc:

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With best wishes,

Yours sincerely,

2

William Diamond Director Development Finance Companies

Encl.

Mr. P. F. Blanc Managing Director Banque Ivoirienne de Developpement Industrial Boite Postale 1470 Abidjan, Ivory Coast

BESKIN/RFSkillings:phm

cc: Messrs. Kamarck, Hanh

dife Park

September 24, 1965

Dear Mr. Blace:

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

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0

William Diamond Birector Bevelopment Finance Componion

Emol.,

Mr. P. F. Blanc Managing Director Banque Ivolrienme de Developpement Industrial Bolte Postale hk?O Abidjan, Ivory Coest

cc: Mesers. Kamerck, Heartpunningvings

Excellency:

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With best wishes,

Yours sincerely,

he

William Diamond Director Development Finance Companies

Encl.

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

BHSR RFSkillings:phm

cc: Messrs. Kamarck, Hanh

Excellencys

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Yours sincerely,

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William Mamond
Director
Development Finance Companies

Encl.

His Empliancy Ato Araya Ogbagay Menaging Director Development Bank of Ethiopia P.O. Box 1900 Addis Ababa, Ethiopiael RED

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co: Mosars. Kamarck, Hanh Pecenep

Dear Gasem:

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With best wishes,

Yours sincerely,

William Diamond Director

Development Finance Companies

Encl.

Mr. A. Gasem Kheradjou Managing Director Industrial and Mining Development Bank of Iran

20h Boulevard Karaj Tehran, Iran

BHShon/RFSkillings:phm

ec: Messrs. Kamarck, Hanh

Door Geeen

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Yours sincerely,

2

William Mamord Director Development Finance Companies

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Mr. A. Garen Eheradjou Hanaging Director Industrial and Mining Development Bank of Iran

20b Boulevard Karej

Tobren, Iran 1882 SEL SI BU P

STATE OF THE STATE COMMISSIONS OF THE STATE

Dear Senor Marzo:

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0

William Diamond
Director
Development Finance Companies

Encl.

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

BHShin RFSkillings:phm

cc: Messrs. Kamarck, Jeffries

Bear Senor Margo:

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William Biamond
Director
Development Finance Companies

Engl.

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

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cc: Messrs./Ramarck, Jeffrden buss

Dear Mr. Konttinen:

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Yours sincerely,

1

William Diamond Director Development Finance Companies

Encl.

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

BHS An RFSkillings:phm

cc: Messrs. Kamarck, Jeffries

Dear Mr. Monttians

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2

Willen Diemond Director Development Finance Companies

Encl.

Mr. Seppo Monttinen General Manager Teollistamierahasto Oy Lonnrotinkatu 13, V krs. Helsinki, Finland

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Dear Resid Bey:

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With best wishes,

Yours sincerely,

William Diamond Director

Development Finance Companies

Encl.

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

BHShim/RFSkillings:phm

cc: Messrs. Kamarck, Jeffries

self. 6 of 1/65

Dear Reald Dey:

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With best wishes,

Yours sincerely,

William Diemand Director

Development Finance Companies

Encl.,

Mr. Resid Egeli General Manager Turkiye Sinsi Kalkinsa Bankasi A.S. Mecatibey Caddesi 2hl-2h7 Tophane Istanbul, Turkey

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cc: Messrs. Kamarck, Jointhast Times

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Dear Felix:

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Yours sincerely,

William Diamond Director Development Finance Companies

Encl.

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

BHSATO/RFSkillings:phm

cc: Messrs. Kamarck, Mathew

Bear Felix:

The Verid Beak was represented at the Twenty-Pourth Planary Meeting of the Intermetional Cotton Advisory Committee (ICAC) held to Machington May 17 - June 3, 1965, and a report has been prepared describing the principal discussions at the marting. I am harewith englosing a copy.

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With best wishes,

Yours sincerely,

William Diemond Director

Development Finance Companies

Engl.

Mr. Helin Chang Presdent

China Development Carpovetion 181-5 Chung Shan Road W., 2nn Soc.

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Republic of China

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co: Messre. Kamarck, Mathew

My dear Mr. Reschid:

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9

William Diamond Director Development Finance Companies

Encl.

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

BHS n/RFSkillings:phm

cc: Messrs. Kamarck, Hanh

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My dear Mr. Raschid:

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Yours sincerely,

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Miliam Mappond
Director
Development Finance Companies

Engl.

Mr. M. Raschid Managing Director Industrial Development Bank of Pakistan

> Rendameld Building P.O. Box 7300 Karecht 3, Pekisten

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My dear Mr. Uquaili:

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With best wishes,

Yours sincerely,

William Diamond Director Development Finance Companies

Encl.

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

BHShip RFSkillings:phm

cc: Messrs. Kamarck, Hanh

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William Diamond Director Development Finance Companies

Encl.

Mr. M. M. Uqualli Managing Mirector Pakistan Industrial Gredit and Investment Corporation Ltd. P.O. Box 5080 Marachi 2, Pakistan

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cc: Mesers. Kamarck, Hagh

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COMMINGUES COMMINGUES OF SECTIONS

Dear Hasmikhbhai:

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

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

With best wishes,

Yours sincerely,

William Diamond Director Development Finance Companies

Encl.

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

ERSin/RFSkillings:phm

cc: Messrs. Kamarck, Jeffries

Dear Hassaichbled:

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

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With best wishes,

Yours cincerely,

William Diamond Director Development Finance Companies

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Mr. H. T. Parokh General Manager The Industrial Credit and Investment Corporation of India Limited 163 Bankbay Hoclamation Bombay 1, India

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COMMENSTRATES
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RECEMBED

Dear Dr. Neaman:

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

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

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

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

With best wishes,

Sincerely yours,

William Diamond Director Development Finance Companies

Attachment

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

BiShin:phm

cc: Messrs. Adler, Kamarck, Jeffri

LIST OF DOCUMENTARY INFORMATION TO BE SENT UNDER SEPARATE COVER

1. IFC Publication

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

2. The World Bank's Commodity Report

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

3. Three Bibliographical Documents

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

L. Other Documents

- (a) Nyhart, J.D. Toward Professionalism in Development Banking
- (b) Trade and Industry March 1965. (Special Number devoted to a review of the first seven years of life of PICIC)
- (c) ICICI. Agenda Notes Conference of Constituents. November 1964.
- (d) U.S. A.I.D. Index to Catalog of Investment Information and Opportunities. May 1965
- (e) Economic Development Institute. Curriculum on Industrial Project Evaluation Course, Spring 1964.

Info - Parlo

September 24, 1965

Dear Kraisri:

The World Bank was represented at the Twenty-Fourth Plenary
Meeting of the International Cotton Advisory Committee (ICAC) held
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With best wishes,

Yours sincerely,

12

William Diamond Director Development Finance Companies

Encl.

Mr. Kraisri Nimmanahaeminda General Manager Industrial Finance Corporation of Thailand

491 Silom Road Bangkok, Thailand

BHShin RFSkillings:phm

cc: Messrs. Kamarck, Mathew

Dear Kraisri:

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

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With best wishes,

Yours sincerely,

bromaid mailife Director Development Masace Companies

Encl.

Mr. Kraisri Mimmanahaeminda General Hanager Industrial Finance Corporation basiled lo

> h91 Silom Road Banglook, That land

ec: Messrs, Kamarck, Mathew

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With best wishes,

Yours sincerely,

()

William Diamond Director Development Finance Companies

Encl.

Mr. Vicente R. Jayme
Executive Vice President
Private Development Corporation
of the Philippines

CDTC Building Ayala Avenue Makati, Rizal Manila, Philippines

BHSKI RFSkillings:phm

cc: Messrs. Kamarck, Mathew

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With best wishes,

Yours sincerely,

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William Diamond Director Development Finance Companies

Encl.

Mr. Vicente R. Jayme Executive Vice President Private Development Corporation

of the Fatlepanes

CDTC Building Ayala Avenue Maketi, Risal Manila, Philippines

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cc: Messrs. Kamarck, Mathew

Dear Laddy:

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With best wishes,

Yours sincerely,

, l

William Diamond Director Development Finance Companies

Encl.

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

BHShim RFSkillings:phm

ec: Messrs. Kamarek, Mathew

Bear Isddy:

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Yours sincerely,

William Dismond Director Development Miname Companios

Encl.

Mr. L. M. Svebeda Ceneral Menager Malayalan Industrial Development Finance Limited

Hera-Id Building 63-65 Jalan Ampane

Kuala Lungur, Malayata

BHELL DIETER PRINT

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cc: Mesers. Kamarck, Mathew

BANQUE IVOIRIENNE DE DÉVELOPPEMENT INDUSTRIEL

Société Anonyme au Capital de 700 millions de francs C.F.A.

D.G. 330

DIRECTION GÉNÉRALE

ADRESSE TÉLÉG. : BIDIBANK TÉLÉPHONE: 286-48 286-16

Abidjan, le September 20, 1965

B.P. Nº 4470

William Danend Esq.,

Director,

Development Finance Companies, International Finance Corporation,

1818 H Street, N.W., WASHINGTON 25, D.C.

USA - 20433

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Dear Mr. Diamond:

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

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

Yours sincerely,

Paul F. Blanc,

Managing Director.

BANQUE IVOIRIENNE DE DÉVELOPPEMENT INDUSTRIEL

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DIRECTION GENERALE

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TÜRKİYE SINAÎ KALKINMA BANKASI A.Ş.

Lug 9/20

(INDUSTRIAL DEVELOPMENT BANK OF TURKEY)

P.O. Box: 17 Galata, istanbul, Turkey

Cable Address:
KALKINMABANK, İstanbul

18779

September 17, 1965

Mr. William Diamond

Director

Development Finance Companies International Finance Corporation

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

Dear Mr. Diamond:

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

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

With best regards,

Sincerely yours,

TURKIYE SINAI KALKINMA BANKASI A. S.

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CENERAL FILES GENERAL FILES RECEIVED BANQUE IVOIRIENNE DE DÉVELOPPEMENT INDUSTR Société Anonyme au Capital de 700 millions de francs C.F.A. D.G. 327 DIRECTION GÉNÉRALE Abidjan, læ September 15, 1965 ADRESSE TÉLÉG. : BIDIBANK TÉLÉPHONE: 286-48 286-16 B.P. Nº 4470 William Dia Director, Development Finance Companies. International Finance Corporation, 1818 H Street, N.W., WASHINGTON 25, D.C. U S A - 20433 ______ Dear Mr. Diamond: This is to acknowledge with thanks receipt of your letter

dated August 31st.

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

We have noted that these are for internal use only.

Sincerely,

Paul F. Blanc, Managing Director.

PFB/sjd

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RECEIVED CENERAL FILES COMMUNICATIONS

TELEPHONE 81144/6, 22271/2

Malaysian Industrial Development Finance Limited

THE STATES INCORPORATED IN

مشہركة في دالن كہاجوان قراوسهائن مليسيان برحد

OUR REF:

IND/I/1

YOUR REF:

All correspondence should be addressed to the Company, and marked for the attention of the Officer concouned, if required.

BANGUNAN HWA-LI 63-65 JALAN AMPANG KUALA LUMPUR P. O. BOX 2110

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

September 15, 1965.

Dear Bill,

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

- 1. A paper by Mr. J.D. Nyhart, of the Massachusetts Institute of Technology, entitled "Towards Professionalism in Development Banking".
- 2. A journal entitled "Trade and Industry".
- 3. A pamphlet entitled "Agenda Notes Conference of Constituents".
- 4. A booklet entitled "Index to Catalog of Investment Information and Opportunities".
- 5. A report prepared by the staff of the World Bank on the Ninth Session of the Consultative Sub-Committee on the Economic Aspects of Rice.

With best wishes,

lem herrs. Maltin

Sincerely yours,

Secretary/Chief Administrative Officer

9/21

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INCORPORATED IN THE STATES OF MALAYA Malaysian Industrial Development Finance Limited

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YOUR REF: OUR REF:

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of the Officer concurred, if required, the Company, and marked for the attention All correspondence should be addressed to

WIDER

P. O. BOX 2110 KUALA LUMPUR 63-65 JALAN AMPANG BANGUNAN HWA-LI

September 15, 1965.

International Finance Corpn., Development Finance Companies, Director, Mr. William Diamond,

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

Dear Bill,

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With best wishes,

1965 SEP 21 011 8: 50

Sincerely yours,

LEE SOONLEE

Secretary/Chief Administrative Officer

Log 9/20 -

RABAT, LE 14 Sept. 1965



CAPITAL 30 MILLIONS DE DIRHAMS BOITE POSTALE 407 - RABAT - TÉL. 264. 41. 42 & 43 ADRESSE TÉLÉGRAPHIQUE BADEMAROC

DG/RT. n° 125

DIRECTION GÉNÉRALE

Monsieur William DIAMOND Directeur du Département des Banques de Développement à la Société Financière Internationale 1818 H. Street N.W. WASHINGTON 25 D.C.

(U.S.A.)

Cher Monsieur DIAMOND,

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

- Document intitulé "Vers un professionnalisme dans les Banques de développement", signé J.D. NYHART.
- Un numéro spécial de mars 1965 du journal "Trade And Industry" publié au Pakistan.
- Une plaquette intitulée "Notes sur l'ordre du jour -Conférence des Membres" éditée par l'Industrial Credit And Investment Corporation of India.
- Un Opuscule intitulé "Index to Catalog of Investment Information and Opportunités mai 1965" publié par l'U.S. Agency for International Development.
- Un rapport de la Banque Mondiale préparé lors de la 9ème Session du Sous-Comité Consultatif des Aspects Economiques du Riz, tenue à Rome du 21 au 28 avril 1965.

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

Je profite de cette occasion pour vous transmettre de mon côté, par pli séparé avion, un exemplaire du Plan triennal 1965/1967 qui vient d'être édité par les Services du Gouvernement marocain et je me permets d'attirer plus

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précisément votre attention sur le tableau récapitulatif des investissements industriels prévus dans son cadre, qui se trouve à la page 523, les investissements ayant été classés suivant qu'ils seraient effectuées par le secteur privé ou le secteur public.

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

Le Directeur Général

Mohamed BENKIRANE

Log 9/1)



CORPORACION FINANCIERA COLOMBIANA BOGOTA-COLOMBIA

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C A B L E S. 'COFÍNANCIERA"
AP. AEREO 11843
SG 3140

Bogotá, D.E., September 13, 1965

Mr. WILLIAM DIAMOND

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

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for acku.

Dear Mr. Diamond:

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

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

Thanking you again for your kindness, we remain,

Very sincerely yours,

CORPORACION FINANCIERA COLOMBIANA

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COPPORACION FINANCIERA COLOMBIANA



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

Dear Mr. Konttinen:

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

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

The second is a special number, dated March 1965, of the journal, Trade and Industry, published in Pakistan. This number is devoted to a review of the first seven years of life of the Pakistan Industrial Credit and Investment Corporation (PICIC), and to the environment in which it operates.

The third is a pamphlet entitled "Agenda Notes - Conference of Constituents" prepared by the Industrial Credit and Investment Corporation of India for a conference of its clients, which it sponsored last year. It deals with various procedural, financial, managerial and related problems involved in the establishment and operations of new and existing firms. It also describes ICICI's procedures and requirements for its financial assistance to industry.

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

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1965 SEP -8 PN 5:49

RECEIVED GENERAL FILES CONNEGRO HORS The fourth document enclosed is a booklet published by the U. S. Agency for International Development, entitled "Index to Catalog of Investment Information and Opportunities", dated May 1965. It contains an extensive listing of studies of industrial projects which may be obtained from the U. S. Government, studies both of specific industrial projects and of industrial opportunities in general in a given country or a given sector of industry. Obviously, I have no knowledge of the merits of any particular study or studies, but I am passing the listing on to you since it is one of the most extensive which I have seen of this subject and there well may be studies listed in the document in which you would be interested.

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With best wishes,

Sincerely yours,

William Diamond Director

Development Finance Companies

Enclosures

Brahin/RFSkillings:mfw

cc: Messrs. Kamarck and Jeffries

Mr. Resid Egeli General Manager Turkiye Sinsi Kalkimma Bankasi A.S. Necatibey Gaddesi 241-247 Tophane Istanbul, Turkey

My dear Resid Bey:

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

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Mr. Resid Egeli General Manager Turkiye Sinai Kalkiwa Bankasi A.S. Wecatibey Gaddesi Shl-Sh7 Tophane Istanbul, Turkey

My dear Resid Bey:

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Mr. Resid Egoli

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With best wishes,

Miliam Diazond Director

Nevelopment Finance Companies

Enclosures

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oc: Mesaro. Kamarck and Jeffries

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

My dear Ting:

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No. Vicente A. Jayme
Executive Vice Fresident
Frivate Development Corporation
of the Philippines
COTO Building
Ayela Avenue
Namel, Hisl

My dear Tings

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With best wishes,

Sincerely yours.

William Diamond Director

Development Finance Companies

Enclosures

BHS RFSkillings:bav

cc: Messrs. Kamarack and Mathew

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

My dear Hashmukhbhai:

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

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

My dear Hashmukhbhal:

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With best wishes,

Sincerely yours,

William Diamond
Director
Development Finance Companies

Enclosures

BHSkin/RFSkillings:mfw

cc: Messrs. Kamarck and Jeffries

September 3, 1965

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

Dear Senor Marzo:

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

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Sr. Don Jose Maria Margo Churruca Director General Banco del Desarrollo Economico Espanol Apartado de Gorreos 50h60 Principe 12 Madrid, Spain

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With best wishes.

Sincerely yours,

William Diamond Director Development Finance Companies

Enclosures

BHSchn/RFSkillings:bav

dd: Messrs. Kamarack and Jeffries

September 7, 1965

Dr. Roberto Occupe Mejia President Corporacion Financiera de Caldas Apartado Aereo 660 Manicales, Colombia

Dear Dr. Ocampo:

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

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Saptumber 7, 1965

Dr. Roberto Compo Majia President Corporacion Financiera de Caldes Aparbado Aereo LóG Municales, Colombia

Bear Dr. Coampet

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With best wishes,

Sincerely yours,

William Diamond Director Development Finance Companies

Enclosures

BHRin/RFSkillings:mfw

cc: Messrs. Kamarck and Mejia

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

My dear Don Guillermo:

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September 2, 1965

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

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With best wishes.

Sincerely yours,

William Diamond Director

Development Finance Companies

Enclosures

BHSpan/RFSkillings:mfw

cc: Messrs. Kamarck and Mejia

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

My dear Mr. Uquaili:

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With best wishes,

Sincerely yours,

William Diamond
Director
Development Finance Companies

Enclosures

BHS RESkillings: bay

cc: Messrs. Kamarack and Hanh

Mr. M. Haschid Managing Director Industrial Development Bank of Pakistan Kandewald Building Box 7300 Karachi 3, Pakistan

My dear Mr. Reschid:

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My. M. Hagehid
Managing Mirector
Industrial Development Hent
of Pakistan
Kandewald Bullding
Non 7300
Marachi J. Pakistan

My door Mr. Reschidt

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September 3, 1965

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With best wishes,

Sincerely yours,

William Diamond Director Development Finance Companies

Snelogures

BHENIN/RFSkillings:bay

cc: Messrs. Kamarck and Hanh

Mr. P. F. Blanc
Managing Director
Banque Ivoirienne de Developpement
Industrial
Boite Postale 4470
Abidjan, Ivory Coast

Dear Mr. Blanc:

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Mr. P. F. Blanc
Managing Director
Banque Iveirienne de Developpement
Industrial
Boite Postale hh70
Abidjan, Ivery Ceast

Dear Mr. Blanct

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With best wishes,

Sincerely yours,

William Diamond

Development Finance Companies

Enclosures

BHShin/RFSkillings:mfw

cc: Messrs. Kamarck and Hanh

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

My dear Felix:

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

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With best wishes,

Sincerely yours,

William Diamond Director

Development Finance Companies

Enclosures

BHS RFSkillings:mfw

cc: Messrs. Kamarck and Mathew

Mr. Mohamed Benkirane Director General Banque Nationale punk le Daveloppement Economique Hoite Postale 107 Rabat, Moracco

My dear Mr. Benkirane:

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Mr. Hebamed Sentairene Director Cemeral Sanque Hationale pauk le Daveleppement Hoosemique Boite Postale 1977 Nabel, Moreco

My dear Mr. Denkirane:

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With best wishes,

Sincerely yours,

William Diamond Director Development Finance Companies

Enclosures

BHS n/RFSkillings:bav

cc: Messrs. Kamarack and Hanh

Mr. Kraisri Mimmannhaeminda General Manager The Industrial Finance Corporation of Thailand 491 Silom Road Pangkok, Thailand

Dear Kraisri:

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

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

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Mr. Mrsieri Mimeennheeminde General Menager The Industrial Pinance Corporation of Thailand is Silow Road Eangkok, Thailand

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With best wishes,

Sincerely yours,

William Diamond
Director
Development Finance Companies

Enclosures

BHSKin/RFSkillings:bav

cc: Messrs. Kamarack and Mathew

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

My dear Don Jose:

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

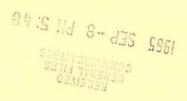
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With best wishes,

Sincerely yours,

William Diamond Director

Development Finance Companies

Enclosures

Bushin/RFSkillings:mfw

cc: Messrs. Kamarck and Mejia

Sr. Manuel Delgado Rovati Gerente General C.A. Venezolana de Desarrollo (Sociedad Financiara) 40 Piso Calle Blandin Chacao Caracas, Venezuela

Dear Senor Delgado Rovati:

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

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Sr. Manuel Delgado Rovati
Gerente General
C.A. Venezolana de Desarrollo
(Sociedad Financiara)
LO Piso Calle Blandin
Chacao
Caracas, Venezuela

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Sr. Manuel Delgado Rovati

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With best wishes,

Sincerely yours.

William Diamond
Director
Development Finance Companies

Enclosures

BHShan/RFSkillings:bav

cc: Messrs Kamarack and Mejia

Rr. James S. Raj General Hanager Wigerian Industrial Development Bank Limited N & K House 96/102 Broad Street Lagos, Higeria

Dear James:

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Hr. James S. Raj Demoral Hanager Higerian Indontrial Devalopment Hank Linited H & K Hane 96/102 Broad Giragi Lagre, Higeria

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With best wishes.

Sincerely yours,

William Diamond Director

Development Finance Companies

Enclosures

Bullings:smb

cc: Messrs. Kamarck and Mathew

September 2, 1965

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

Excellency:

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

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

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With best wishes,

Sincerely yours,

William Diamond Director

Development Finance Companies

Enclosures

BKShin/RFSkillings:mfw

cc: Messrs. Kamarck and Hanh

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September 2, 1965

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

Dear Gasem:

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TOD

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

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With best regards,

Sincerely yours,

William Diamond
Director
Development Finance Companies

Enclosures

BHown/RFSkillings:mfw

cc: Messrs. Kamarck and Hanh

Dear Dan:

Many thanks for the call last Friday. Incidentally, it came to my attention that the cover of the Burns and Stein "Bibliography" carries the phrase "not to be reproduced in whole or in part without the author's permission". Do you think we need the author's permission for the circulation of copies among the development finance companies associated with us?

If so, would you please let us know where we reach them?

With best regards,

Yours sincerely,

Robert F. Skillings Deputy Director Development Finance Companies

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

BHSkin/mfw

O.B. Lyomatice Parlo.

August 30, 1965

My dear Hashmukhbhai:

Thank you very much for your letter of August 11 and for your prompt response to my request. We have now received fifty (50) copies of your paper on "Appraisal in India" and also additional twenty (20) copies of the brochure of Agenda Notes-Conference of Constituents.

We are going to circulate copies of the latter among other development finance companies associated with us. However, regarding the distribution of the former, we have been asked by the U.N. to hold until the Prague Conference is over.

With best personal regards,

Sincerely yours,

William Diamond Director Development Finance Companies

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

BHSkin:mfw

cc: Mr. Jeffries

Dec. Banks - Superiordia

August 24, 1965

Dear Mrs. Lowden:

Thank you very much for the 25 copies of Professor Nyhart's paper on "Toward Professionalism in Development Banking" and for the 25 copies of a development bank bibliography prepared by Burns and Stein. Concerning the bibliography, however, Mr. Diamond meant to ask Professor Nyhart for 25 copies of the bibliography attached as annex A to Professor Nyhart's paper, "Current Status of Research on Development Finance Institutions," presented for discussion at the Development Center in Paris last June.

Would you also please send 25 copies of this bibliography?

Sincerely yours,

B. H. Shin Development Finance Companies

Mrs. Nancy Lowden
Massachusetts Institute of Technology
Alfred P. Sloan School of Management
50 Memorial Drive
Cambridge, Massachusetts, 02139

BHSMIn/kml

cc: Messrs. Diamond/Skillings



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17 August 1965

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Dear Mr. Shin,

Thank you for your letter of 5 August 1965.

I am glad to learn that you like the paper prepared by Mr. H.T. Parekh in his capacity as an expert to the United Nations. I appreciate your desire to send the copies of the paper to development finance companies associated with I.F.C. However, I regret to inform you that copies of this paper cannot be distributed, even on a confidential basis prior to the submission to the Inter-Regional Symposium on Industrial Project Evaluation on 11 - 29 October 1965. I shall try to secure some copies of the paper after the Symposium and send them to you for distribution to the development finance companies associated with you.

With kind regards,

Yours sincerely,

E. Garanon

E. Salamon, Chief Industrial Programming Section Centre for Industrial Development

Sun. Mr. Deamond.

Mr. B.H. Shin

Development Finance Companies

International Finance Corporation
1818 H Street, N.W.

Washington, D.C. 20433

V recel 8/19



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

August 16, 1965

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

Dear Mr. Diamond:

At this point you are probably wondering where the 25 copies of "Toward Professionalism in Development Banking" are which I said I was sending on August 6.

I discovered today upon the return of our mail boy who has been on vacation for two weeks that the person taking his place while he was away neglected all packages. I am sorry for the delay and I hope that they will still be of use to you. I am also sending 25 copies of a development bank bibliography which was done by Professor Nyhart's

students a few years ago.

Many Landen

Mrs. Nancy Lowden

Secretary to Professor Nyhart

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GENERAL FILES CENERAL FILES COMMUNICATIONS B. H. Shin

The following is a reply to your inquiry of August 4, 1965.

- Attached are a list of all the materials we have thus far sent to our development finance companies and a copy (as sample) of the covering letters under which we transmitted the materials.
- 2. Regarding the distribution of educational materials to BIDI, we have sent them such materials since their joining with us but not all the materials which we had distributed before their association with us. Of the materials of the earlier distribution, Mr. Hanh sent to BIDI two publications: Illustrative Form of Audit Report and Illustrative Forms of Quarterly Financial Statements. Of the remaining we have now sent two publications and one paper (see a copy of the covering letter of August 11) and also sent the lists of the Bank's commodity papers and the EDI's seminar documents for Industrial Project Evaluation Course for the spring of 196h, offering them to select from the lists the papers of interest, as we did to other DFCs.
 - 3. We have not yet circulated the papers relating to ICICI's conference of its clients.
 - 4. On August 9, we asked Myhart whether he also authorizes us to circulate his "Current Status of Research" among our DFCs along with his "Toward Professionalism" and bibliography which he already agreed to the distribution.

The Nyhart's bibliography is the up-dating and enlargement of the earlier one by Stein. The Steins' contains 109 works while the Nyhart's has expanded to 143 works. In the former, the works are arranged simply by author while in the latter they are arranged according to subject and author under the subject. It is worth noting that the latter contains 22 academic theses and working papers and 15 U.S. government-sponsored research projects under corresponding headings, thus giving additional convenience to readers. Although the Stein bibliography is annotated for most works, the Nyhart's lists titles only.

5. Our DFC library has a collection of about 500 items composed of annual reports and various publications of development finance companies, our appraisal reports on some of them, Bank's economic and commodity reports and papers, magazines, etc. They are classified into two main groups: country and general. The first group is divided by each country and then institutions. Those which do not belong to any particular country are filed in general group which further is divided by alphabetical order. There are index cards

made for each item when it is added to our collection.

So far two notices have been circulated, informing of additons to our collection, all of which are concerning the first meeting of Latin American Development Finance Institutions held last December under the auspices of the Inter-American Development Bank. New additions other than appraisal reports will be circulated shortly.

6. The Thomas G. S. Summer's (Arthur Anderson & Co.) paper on "A Practical Approach to Accounting for the Effects of Price-Level Changes in Brazil" has not been sent out, at the request of Mr. Skillings.

Billin/kml

ec: Mr. Skillings Mrs. Shepheard Dear Dan:

Thank you for your letter of August à to Bill Diamond which arrived just after he had left for vacation. Bill had intended also to ask about your recent paper, "The Current Status of Research on Development Finance Institutions" submitted for discussion at the Development Center last June, a copy of which he also wants, with your permission, to distribute to each of the development finance companies associated with us. If you agree, I would appreciate your sending us 25 copies of the paper along with the same number of copies of "Toward Professionalism in Development Banking." Would you please let us know whether we can also send the bibliography referred in his letter of July 27? If you agree, also 25 copies of it, please.

With kind regards,

Sincerely yours,

Robert F. Skillings Deputy Director

Development Finance Companies

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

hin/kml

cc: B. H. Shin

Los 1/9.



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

My Stein 18

August 6, 1965

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

Dear Mr. Diamond:

At Professor Nyhart's request I am mailing under separate cover twenty-five copies of his paper, "Toward Professionalism in Development Banking."

The bibliography on development banks will be sent shortly.

Sincerely yours,

Mancy Londen

Nancy Lowden

Secretary to Professor Nyhart

Washington, D.C. 20433 Bill B Street, N.W. Develorment Finance Composites Mr. William Diamond, Director

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Sincerely yours,

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RECEIVED GENERAL FILES COMMUNICATIONS

August 5, 1965

Dear Mr. Salamon:

Recently we have received on confidential basis, a copy of the paper of Mr. H. T. Parekh, General Manager of the Industrial Credit and Investment Corporation of India, on Follow-Up Procedures. This paper was prepared for the Seminar on Investment Appraisal which is to be held at Prague during October 11-29 under the auspices of the Centre for Industrial Development of the U. N. It is our feeling that the paper is a fine one and that the experience revealed therein may be of practical interest to the other development finance companies with which the World Bank group is associated.

We wonder if it is possible for you to give us permission to sand, on a confidential basis, a copy of the paper to each of the development finance companies associated with us. If you agree, we would appreciate your sending us about 50 copies. We are also going to seek permission for the distribution from the author himself.

With kind regards,

Sincerely yours,

B. H. Shin Development Finance Companies

Mr. Ervin Salamon, Chief Industrial Programming Section Centre for Industrial Development United Nations Building, Room 925 New York, N. Y.

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cc: Massrs. Diamond/Skillings, Er. Jeffries

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August 4, 1965

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

My dear Hashmukhbhai:

Thank you very much for your letter of July 21 and for your kindness in enclosing with it copies of the papers on follow-up procedures and on appraisal in India. I have read them with great interest and feel that they ought to be made available to the other development finance companies with which we are associated. Would you have any objection to my sending them around, as I have done with other documents during the past ten months? I know, of course, that the copyright of the paper on follow-up procedures rests with the United Nations and I am therefore writing to the UN to ask for permission to distribute, but I would also like to have your own okay. If you agree, I would very much appreciate your sending me about 50 copies of your paper on appraisal procedures. I would hope that I could get an equivalent number of the one on follow-up procedures from the UN itself.

It suddenly occurs to me that I have neglected so far to distribute to the general managers of the other development finance companies associated with the World Bank family copies of the brochure that you prepared in connection with the Conference of ICICI's clients which took place last October. I mean the paper setting forth Agenda. We have about 20 copes. Could we have another 20 copies. Also, have you ever issued a report on the proceedings of the conference? If so, we'd like that too.

I have one comment to make on the paper on appraisal in India. On page h you refer to the fact that ICICI is essentially a financing institution whose function is, not to prepare projects, but to assess their viability from the point of view of financing. This point of view has long been our own. Indeed, we have often persuaded the sponsors or the boards of the development finance companies that we have financed to introduce into their statements of policies a declaration that they are basically financing institutions which would seek neither to manage nor to control the enterprises they finance. As time

has gone by, however, and as we have had an opportunity to reflect on the experience that we have gained, it has become clear to me that that view may perhaps be strongly upheld in a country like India, but not so strongly upheld in a country like Migeria. The basic difference is that in the former there exists already a large pool of entrepreneurs while in the latter, entrepreneurship is conspicuously absent or, where it exists, is primarily foreign. In circumstances like Migeria*s, I have no doubt that a development finance company must take a much more entrapreneurial role than may be necessary in India. ICICI can afford to be purely a financial institution appraising projects proposed to it. But NIDB, if it waits to appraise projects proposed to it, will appraise relatively few unless it is prepared to concentrate the bulk of its financing on projects which are foreign-sponsored, foreign-owned and foreigncontrolled. This is one, but not the only one, of the reasons that lies behind the emphasis which we have for some years been placing on the importance of industrial promotion as opposed to simply industrial financing as part of the raison d'etre of a development finance company.

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I have received and read with great interest Soonawala's report on his work in Chana. It is very interesting iddeed. Particularly so to me. In the first place, I know some of the people involved and have been curious and interested to know about the value of their efforts. Secondly, and more importently, I am delighted to see the excellence of Soonswala's work, confirming the good opinion I have had af him ever since I first had the pleasure of working with you in ICIGI.

With best personal regards,

Sincerely yours,

William Dismond Director

Development Finance Companies

cc: Mr. Shin Mr. Jeffries

Mo Circulation.

No Circulation.

August 4, 1965

Mr. B. H. Shin William Diamond

- l. May I have, at your earliest convenience, a list of all the material we have sent to DFC's and a copy (only one, as a sample) of the covering letters under which we transmitted the material.
- 2. I shall have these in a file in my office. I will expect you to make sure that all new material sent out is added to the list and that one copy of the covering letter is also put in file.
- 3. Since we first started sending out such material, BIDI has become a member of the family. Have we sent it everything?
- h. In future, it would be wise to assume that, of every paper we send out, we have a stock-pile of at least 25 copies.
- 5. Did we circulate the papers relating to ICICI's conference of its clients?
- 6. Have we asked Nyhart for permission to circulate his "Current Status of Research" as well as his "Toward Professionalism"? I know we have asked about his bibliography. What is the relationship between that bibliography and the earlier one by Stein?
- 7. What is the status of our "DFC Library"? What's in it? Who knows what's in it?
- 8. I believe you have received a copy of the Arthur Anderson paper on "A Practical Approach to Accounting for the Effects of Price Level Changes in Brazil." In view of the fact that inflation is endemic in many countries we deal with, isn't this paper worth sending around?

cc: Miss Shepheard Mr. Skillings Mr. Harry Williams

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J. D. NYHART Fifty Memorial Drive Cambridge, Massachusetts 02139

August 4, 1965

MS

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

Dear Bill:

Thank you for your letter of July 27. I will be happy to send you twenty-five copies of "Toward Professionalism in Development Banking" and appreciate your wanting to distribute them. We are currently out of stock, and so I am making up a new run and will send you twenty-five copies when they are completed. We may have to make some charge, I don't know, but we'll check with our office on procedure.

You didn't miss Janssens; he missed you. He was delayed in New York, left for Ecuador early, and skipped Washington completely.

Best regards,

J. D. Nyhart

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GENERAL FILES
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August 3, 1965

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

My dear Uquaili:

Some time ago you sent me a copy of the special issue of "Trade and Industry" issued in March, 1965 about the 7 years of PICIC experience. I feel certain that a good many of the articles in that issue of "Trade and Industry" would be of general interest to the development finance companies that are associated with the World Bank family. I refer not only to the articles concerning PICIC, but also to those in the following section called "Banking Week" (the articles by Mr. Rangoonwala, Mr. Hasnie, by Mr. Qarni, Ogle, Mr. Habib, and Mr. Choudhuri).

Have you had reprints made of any of these articles in the Journal? If so, I would very much like to have copies for circulation to our family of development finance companies. If not, would you be good enough to let me know what the possibilities are of having reprints made. I feel certain that it would be easier for you in Karachi to arrange for, let us say, 50 prints, than for me to do so here.

With best personal regards,

Sincerely yours,

William Diamond Director

Development Finance Companies

cc. Mr. Shin

WDiamond: spm

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RECEIVED GENERAL FILES COMMUNICATIONS August 3, 1965

Mr. H. M. Uqueili
Meneging Director
Pektaten Industrial Credit and Investment
Corporation, Ltd.
Jubilee Insurance House
McLeod Road
P.O. Box 5080
Marachi 2, Pakisten

My dear Uquaili:

Some time ago you sent me a copy of the special issue of "Trade and Industry" issued in March, 1965 about the 7 years of FICIC experience. I feel certain that a good many of the articles in that issue of "Trade and Industry" would be of general interest to the development finance companies that ere associated with the World Benk family. I refer not only to the articles concerning FICIC, but also to those in the following section called "Banking Week" (the articles by Mr. Rangoonwals, Mr. Hasnie, by Mr. Germi, Ogle, Mr. Habib, and Mr. Choudhuri).

Have you had reprints made of any of these articles in the Journal? If so, I would very much like to have copies for circulation to our family of development finence companies. If not, would you be good enough to let me knew what the possibilities are of having reprints made. I feel certain that it would be easier for you in Harachi to arrange for, let us say, 50 prints, then for me to do so here.

With best personal regards,

Sincerely yours.

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Director
Development Finance Companies

cc. Mr. Shin

WDLamond: spm

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RECEIVED COMMUNICATIONS

July 30, 1965

Dear Mr. Gurian:

Thank you for your letter of July 28, 1965 which has been forwarded to me due to Mr. Mejia's absence from Washington.

Pursuant to your request, please find enclosed two additional copies in English and three copies in Spanish of the bulletin "Private Development Finance Companies".

Yesterday, following your telephone conversation with Mr. Mejia, three copies in English and three in French were sent to your office.

With best regards, I remain,

Roberto Mr. femander

Roberto M. Fernandes

Development Finance Companies Department

Mr. S. D. Gurian President National Integrated Systems & Facilities, Inc. Franklin National Benk Eldg. Garden City, N. Y., 11532

RFernandes/agr. enc.

Dear Dan:

In an effort to keep the development finance companies associated with us abreast of both time and tide on matters theoretical as well as operational in the development financing fields, from time to time we send them papers likely to interest them. It occurs to me that your paper, "Toward Professionalism in Development Benking" and the bibliography attached to your paper for discussion at the Development Center last June may be of interest to them.

May I have your permission to send both to them? If you agree, may we have 25 copies of each paper? We'll pay, of course.

Sorry, I missed Janssens.

With best regards,

Sincerely yours,

William Diamond Director Development Finance Companies

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

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Dear Professor Adler:

Some time ago we were informed by Professor Mikesell that your doctoral thesis, "Report of Research on Industrial Development Banking in Economically Less Developed Countries," had been under preparation for publication. I do have a copy of your earlier draft on the subject which you were kind enough to give us, but no copy of the final version.

I have the feeling that the paper may be of interest to the development finance compenies with which the World Bank group is associated and we would like, if possible, to send each of them a copy of it. Is it available for distribution?

With kind regards,

Sincerely yours,

B. H. Shin Development Finance Companies

Mr. Robert W. Adler
Department of Economics
and Political Science
The University of British Columbia
Vancouver 8, British Columbia
Canada

BHShim/isc